



SAP University Alliances

Dr. Igor Belousov, Vice President
SAP University Alliances | Office of the CEO

Digital Learning
Country Manager Italy, Turkey, Multicountry cluster @ SAP CEE

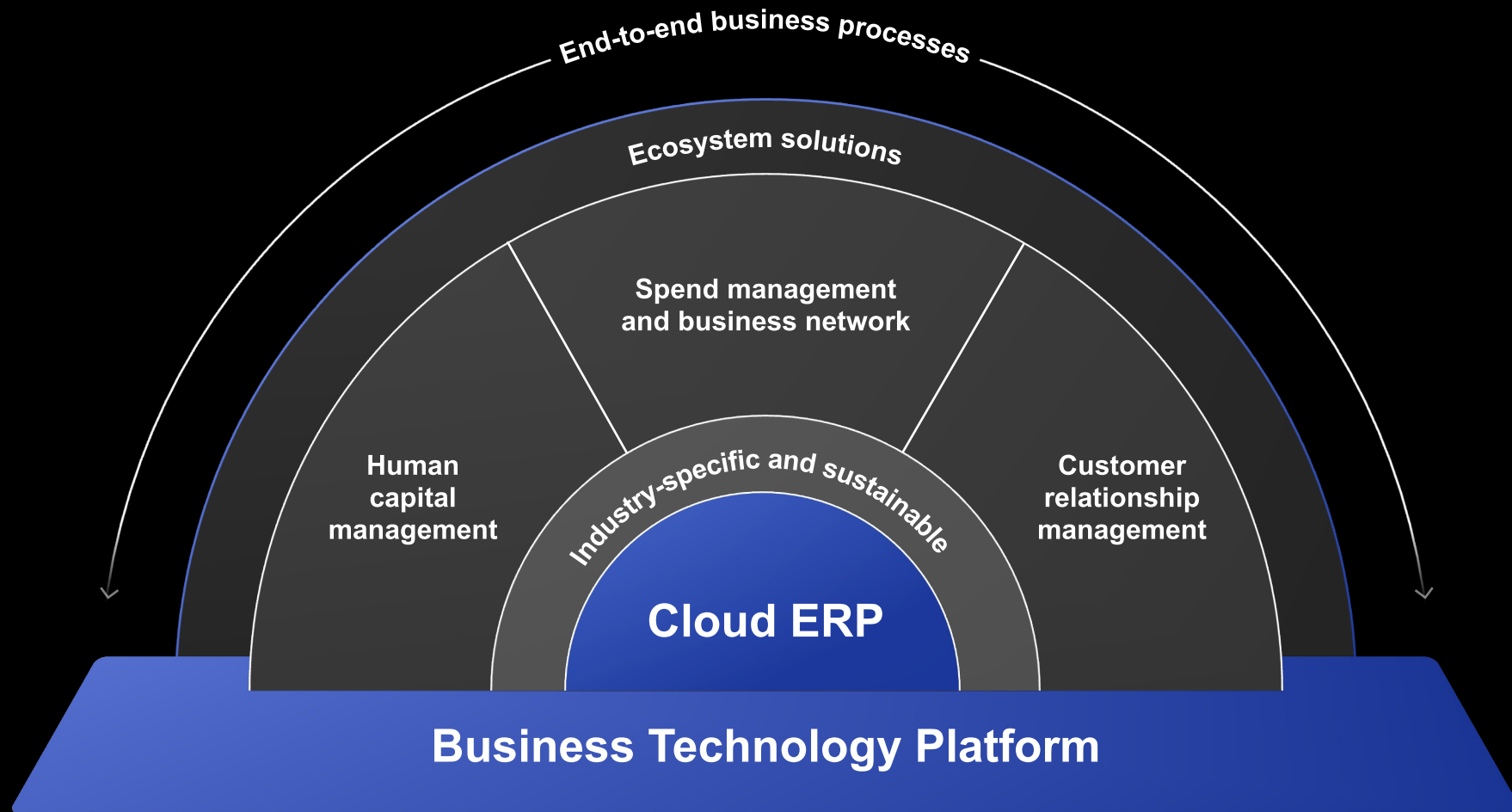
SAP Spain S.A.

SAP

®



SAP Portfolio



Recognized market share leader

#1

**Market share
in enterprise
resource planning**

#1

**Market share
in supply chain
management**

#1

**Market share
in procurement**

#1

**Market share
in human capital
management**

#2

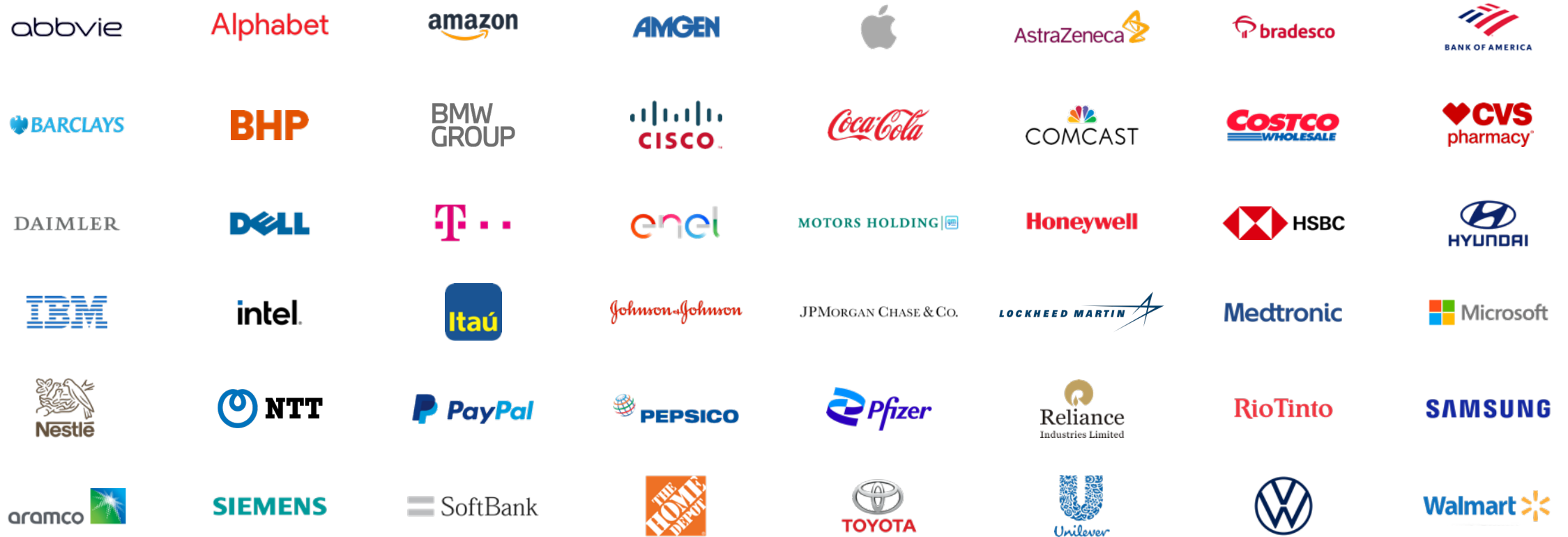
**Market share
in customer
relationship
management**

#2

**Market share
in analytics**

Source: Market Share based on Gartner, Market Share: All Software Markets, Worldwide, 2020 (April 2021). Market share based on revenue in USD, all software segments and regions. Position as a Leader based on Gartner Magic Quadrant reports. Gartner does not endorse any vendor, product or service depicted in its research publications and does not advise technology users to select only those vendors with the highest ratings or other designation.

Trusted by 92% of the
Forbes Global 2000 companies.
And by 99 from 100 largest companies.



Working with 20,000+ partners across the globe

 1EDISource™

1218 Global
HR Solutions 

 ABeam
Consulting®

 accenture

 Alibaba Cloud

 all for one
Group

 Apps
Rkeytech
Consulting

 Atos

 aws

BAIN & COMPANY 

 BCG

 BearingPoint.

 Capgemini

 CISCO™

 Cognizant

 Deloitte.

 DocuSign

 DXC
TECHNOLOGY

 eightfold.ai

 EPI·USE™

 EY

 Google Cloud

 HCL

 Hewlett Packard
Enterprise

 IBM

 Icertis

 indra

 intel.

 Infosys

 Isi

 LTI

 McKinsey
& Company

 Microsoft Azure

 NTT DATA

 opentext™

 pwc

 RIZING

 seidor

 T·Systems·

 Tech
Mahindra

 tcs TATA
CONSULTANCY
SERVICES

 wipro

University Alliances – Vision & Strategic Priorities



OUR VISION

We enable the **next generation** to learn, research and innovate with business applications. So they know how to run an intelligent enterprise, shape their own futures and have a meaningful impact on the world.

INSPIRE

Inspire young people about digital technologies



SAP Young Thinkers Program

- **Inspire young people** at secondary and vocational schools and curious IT beginners to learn about computer and data science, as well as economy
- Provide **Learning Assets and Platforms**
[Snap!](#) [MicroBlocks](#)
- Inspire with **workshops and events**, e.g. live, visual programming of microcontrollers

EDUCATE

Create awareness, great **experience**, and **enthusiasm** about SAP technologies among students at higher education institutions globally



SAP University Alliances Program

- Introduce students and faculty to SAP solutions by **providing networking and educational activities** to build digital skills
- Provide faculties access to **Teaching and Learning Environments for SAP solutions** e.g., SAP S/4HANA, SAP cloud solutions (via UCC/ACC, or free trials)
- [SAP Students Zone](#) (for faculties and students)
- [Quick Start Guides](#) to SAP Cloud Solutions

CO-INNOVATE

Collaborate with universities and research organizations to jointly develop new technology for industry use cases

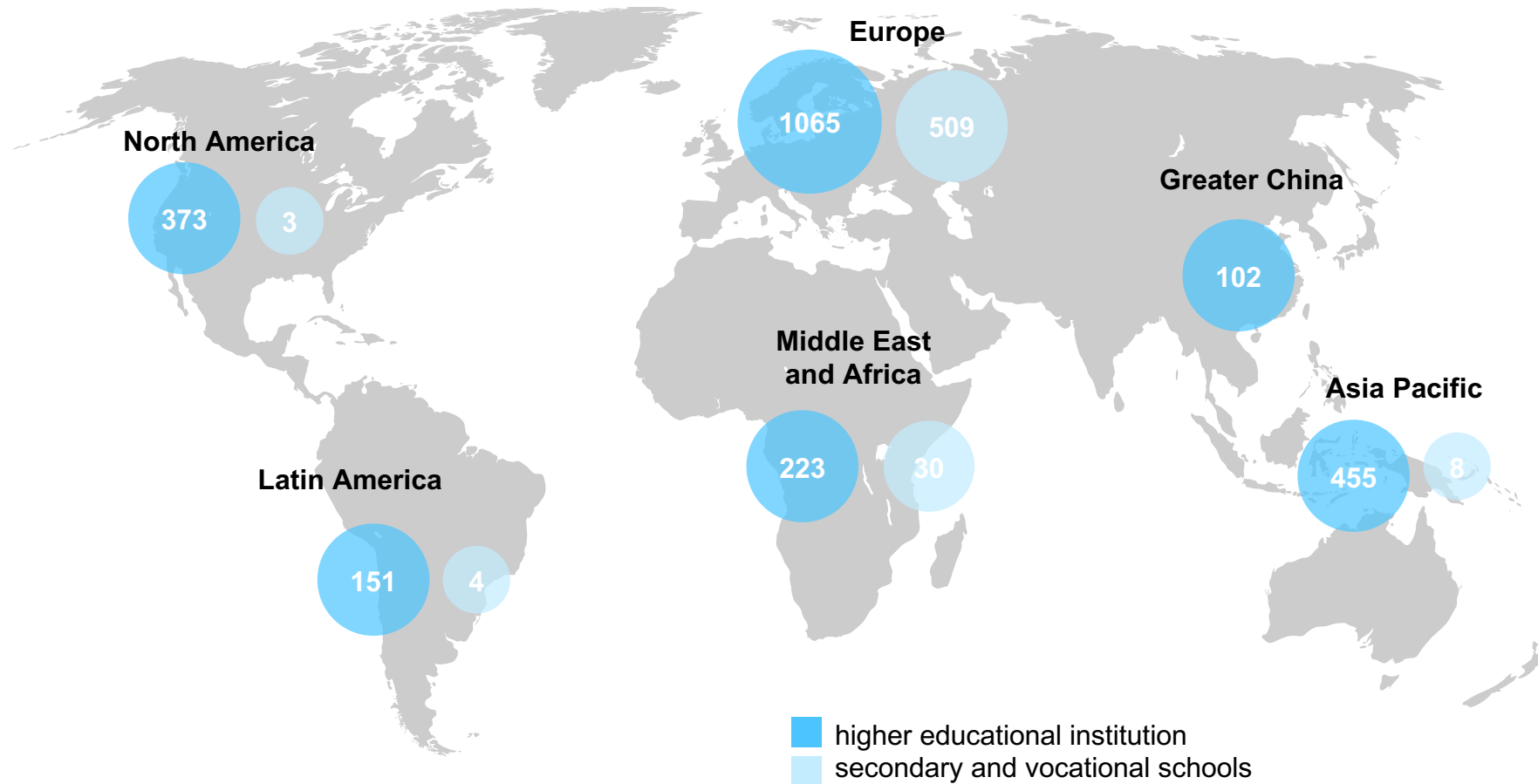


CRS, SAP Next-Gen, ICN

- **Support research engagements** (e.g. within Public Funded Projects)
- Operational management of **strategic research partnerships**
- **SAP Next-Gen projects** with Industry
- **Innovation Challenges** by **SAP ICN**

SAP's community of educational institutions

Lecturers around the globe address SAP solutions in teaching the next-gen



SAP Learning Site & Student Zone: **The home for SAP skills**



THE BEST RUN 

Open new career opportunities with SAP software skills and certifications

Meet growing need for talent

75% of companies have reported talent shortages in 2022¹

Set yourself up for success

Build in-demand SAP software skills and open new career opportunities.

Stand out of the competition

81% of certified individuals have more confidence to explore new job opportunities²

SAP skills can open new career opportunities³:



• **100K+**
employees at SAP from over 150 nationalities you can join



• **77%**
of the world's transaction revenue touches an SAP system



• **400K+**
SAP customers you can work for in more than **180** countries



• **92%**
of Forbes Global 2000 are SAP customers



• **20K+**
SAP partners globally offer career paths to deploy SAP software



• **97%**
of the greenest companies use SAP solutions

¹ ManpowerGroup, The 2022 Global Talent Shortage, Infographic, 2022

² Pearson VUE, 2021 Value of IT Certification, Candidate Report, 2022

³ SAP Corporate Factsheet, 2023

Access to SAP skills for anyone, anywhere

Simple access

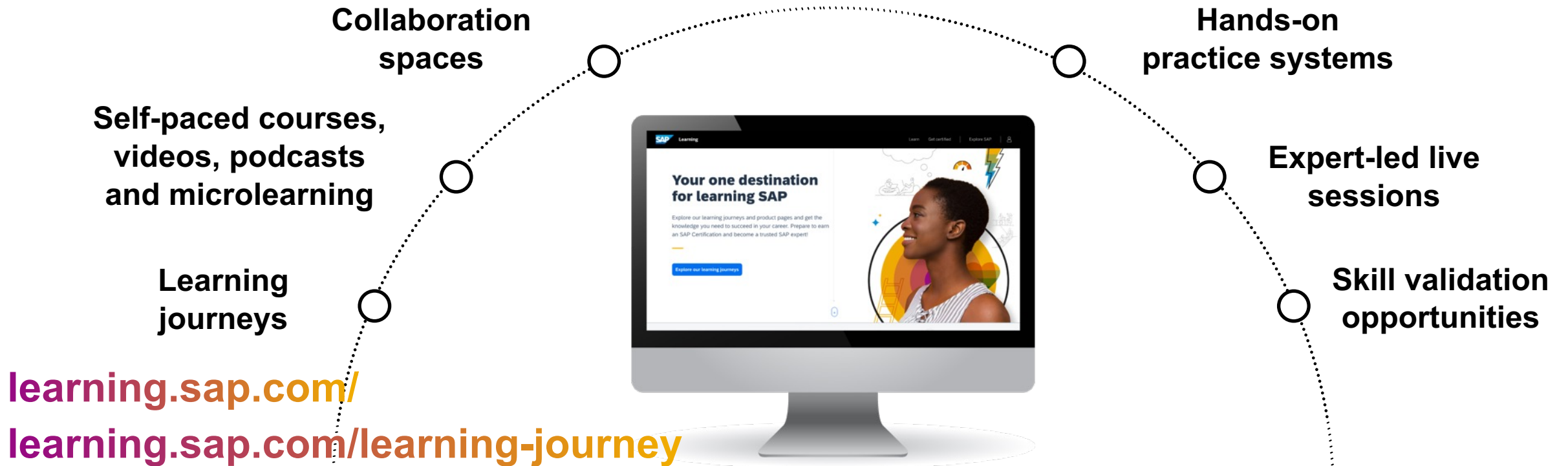
via Google search, no login required

Role-based

learning for various skill levels

Variety

of self-paced learning resources to fit how people learn best



Student zone on the SAP Learning site

Free learning for all academic students around the world



Provides free SAP learning resources to prepare for in-demand roles: consultant, developer, data analyst



Collaboration opportunities in a dedicated [SAP Learning Group](#) for career starters



Opportunities to prepare for SAP Certification and get connected to job opportunities

learning.sap.com/student-zone



Get Certified – Free Certification Vouchers

Read the [Blog](#) to know how to get SAP-certified for free



Find the right SAP Certification for you

Check Job Profiles at [Student Zone](#) of SAP Learning



Apply for a Free Certification Voucher
[here](#) (University e-mail address must be used)



Claim Voucher and Register For Certification



SAP Cloud Solutions

Use our Quick Start Guides – best and simplest into to SAP



Quick Guides for Faculties & Students

SAP University Alliances

List of Quick Start Guides is [here](#)



Content (example for SAP SAC)

What is SAP Analytics Cloud?

Why is it important?

How to try it?

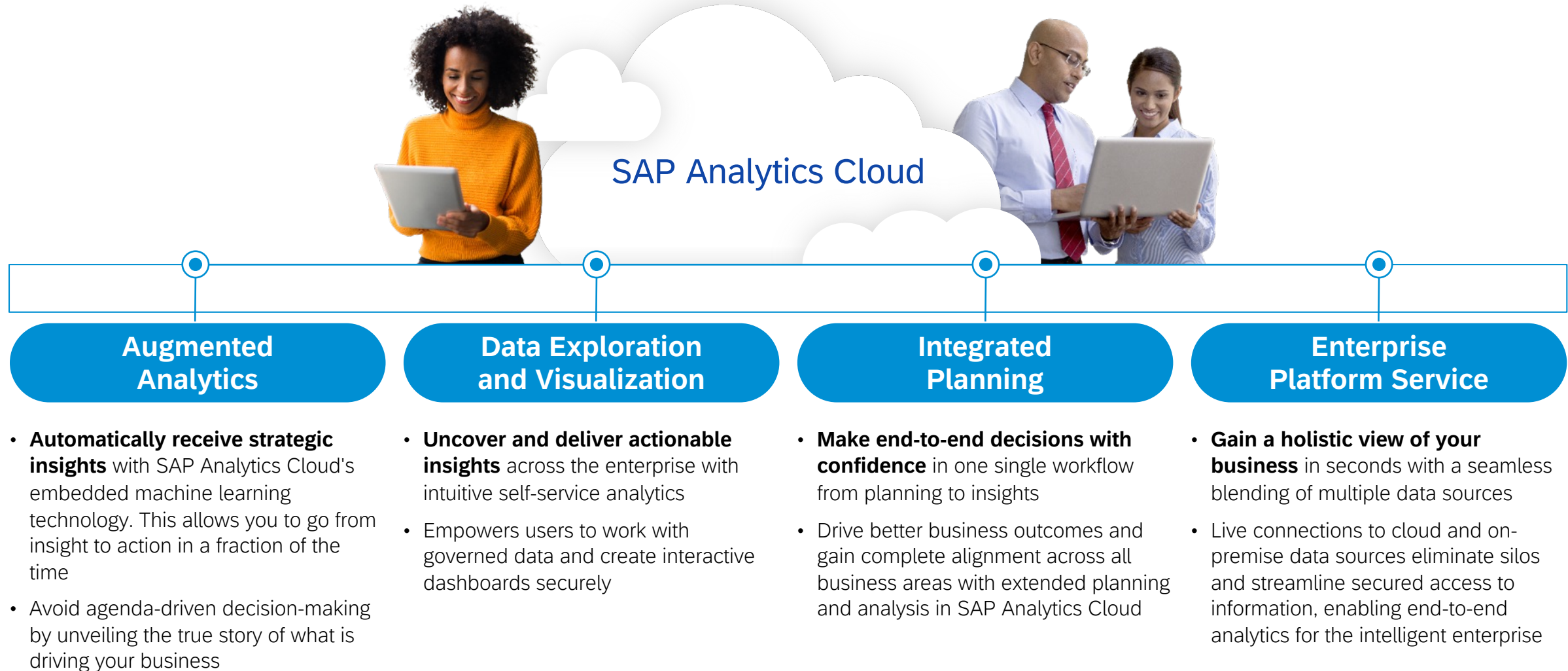
Customer stories

Quick start: learning journey

Helpful resources



What can I do with SAP Analytics Cloud?



Customer story

How can unified data management and analytics significantly impact efficiency and performance?

“Using SAP Analytics Cloud and SAP Datasphere, we have transformed our data architecture, creating one source of truth and helping our people easily and securely access data for insights and decision-making.”

Markus Hartmann, IT Project Management Lead,
Dr. Ing. h.c. F. Porsche AG

[Click here to learn more](#)

Goal:

To modernize its entire data landscape to get more value and deeper insights

Before: Challenges and Opportunities

- Transform its data landscape consisting of both SAP solutions and third-party systems to eliminate redundancy, break down data silos, and automate processes
- Create a single virtual layer to connect legacy data systems and optimize the flow of data
- Extend data-driven capabilities across the organization, allowing employees to connect and model data in a safe and governed environment

SAP Analytics Cloud & SAP Datasphere

After: Value-Driven Results

- Created a safe and secure environment to experiment with data through virtualization
- Eliminated manual reporting processes, enabling all lines of business to access real-time data and draw valuable insights to help shape decision-making
- Enabled flexibility for users to experiment with data while maintaining robust data safety and security controls

Why SAP?

Visual dashboarding functionality, enabling sales team members to get a real-time overview of targets and tasks, instantly showing sales data and pipeline information on a granular level

3,000 users

In departments ranging from customer relations to controlling to human resources

Time-saving workflow

Reduced preparation time for sales meetings from days to hours



PORSCHE

Dr. Ing. h.c. F. Porsche AG
Stuttgart, Germany
www.porsche.com

Industry: Automotive

Products and Services:
High-performance sports cars

Employees: 35,429

Revenue: €28.5 billion

Get started with the learning pathway

Advanced data analysis and visualization tool with predictive and planning functionality

Here's what you will learn

Learn how to get the most value from data with a tool that help you deliver insights and transform data planning and analysis.

- Data preparation
- Data exploration and search to insight
- Creating a story
- Linked analysis and input control

- Working with geo apps
- Creating calculations
- Conditional formatting and variance
- Discover more with smart features

- Customize your story
- Collaboration and sharing

SAP Analytics Cloud Learning Pathway



Data Analyst

Discover	Explore	Academic	Deep Dive	Certification
<ul style="list-style-type: none">• <u>Experience SAP Analytics Cloud</u>• <u>Introduction to SAP Analytics Cloud</u>	<ul style="list-style-type: none">• <u>Planning with SAP Analytics Cloud</u>• <u>Augmented BI</u>• <u>SAP Analytics Cloud tutorials</u>• <u>SAP Analytics Cloud YouTube channel</u>	<ul style="list-style-type: none">• <u>Workshops</u>• <u>ERP4Students</u>• <u>Practical Analytics for SAP Analytics Cloud*</u>• <u>SAP Analytics Cloud with Global Bike*</u>• <u>Upcoming events</u>• <u>Free trial</u>	<ul style="list-style-type: none">• <u>SAP Analytics Cloud advanced planning</u>• <u>SAP Analytics Cloud with Story Design</u>• <u>R Visualizations in SAP Analytics Cloud</u>• <u>Data models in SAP Analytics Cloud</u>• <u>AI in SAP Analytics Cloud</u>• <u>SAP Analytics Cloud Training</u>• <u>Use cases</u>	<ul style="list-style-type: none">• <u>SAP Certified Application Associate - SAP Analytics Cloud Story Design</u>• <u>SAP Certified Application Associate - SAP Analytics Cloud: Planning</u>

- Online courses (SAP Learning, MOOCs)
- Certification
- Additional resources

- Demo / free trials
- Events

*These resources are available for SAP University Alliances member institutions. Contact your local University/Academic Competence Center or your country manager to get started with teaching. If you are unsure who that is, please contact our team at sapnextgen@sap.com.

Helpful resources

[Explore SAP Analytics Cloud](#)

[Get a brief overview](#)

[Learn more about it on SAP Learning](#)

[Get started with SAP Analytics Cloud](#)

[Get help on SAP Analytics Cloud](#)

[Join the SAP Analytics Cloud community](#)

[Explore more on SAP Learning Hub](#) (for faculties)

[Visit SAP University Alliances website](#)

[Join SAP University Alliances community](#)



SAP Open Lectures on Business Processes

- 19-Oct 2023 – 28-March 2024
- SAP UA and University of Mannheim
- Free for students and faculties all over the world
- Networking via virtual learning teams
- Free SAP Certification TS 410
- Overview and schedule is [here](#)
- Register [here](#) with academic e-mail



How to connect with us

Check out our [Website](#)

...join our [Community](#)

...read our [Blog](#)

...and sign up for our monthly [Newsletter!](#)



Thank you.



sap.com/next-gen

Engage with us via our SAP social channels:
#SAPNextGen #UniversityAlliances #SAPYoungThinkers

