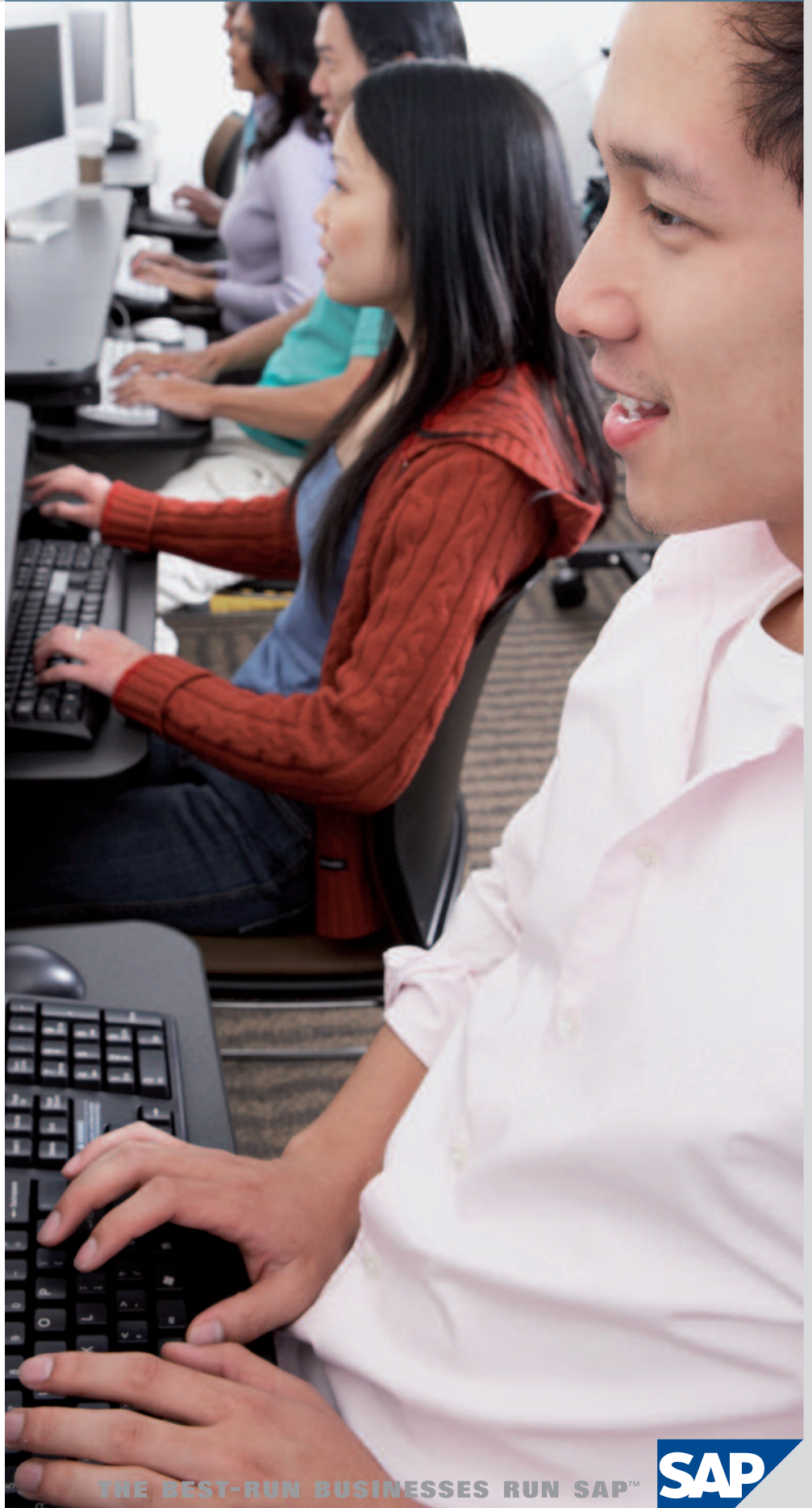


SAP UNIVERSITY ALLIANCES

DEVELOPING THE FUTURE CORPORATE
LEADERS OF TOMORROW

As the world's leading software provider, SAP has made it possible for students to experience first-hand how SAP's leading-edge business suite and solutions help organizations operate and how integrated systems can make businesses more successful.

Teaching students how to bridge real-world business issues and information technology challenges and ensuring that they are prepared to join the workforce are top priorities at any university. Students who are able to translate theory into practical knowledge and application gain a competitive advantage in the job market.





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The need for more business and technology savvy individuals has increased dramatically over the last few years, especially the demand for SAP professionals, as reported by ComputerWeekly/SSL analysis and ZDnetAsia. This growth is a direct result of the increasing adoption of SAP business applications by enterprises to drive efficiency and growth. Meeting this shortage requires the development and enhancement of SAP skills among students, helping them to understand fundamental concepts, transition quickly and easily into the more in-depth training and SAP certification courses.

In response to such pressing market conditions, SAP University Alliances Program, which provides universities with access to one of the world's leading software for students to learn about business process management within an academic environment, has an even bigger role to play. Through useful hands-on experience, students become familiar and ready to work with SAP enterprise systems when they enter the workforce.

Since its launch in 1988 in Germany, the Program now boasts over 800 participating universities in 36 countries. It has more than 2,200 SAP-proficient faculty members and 150,000 students enrolled in courses supported by SAP software. In Asia Pacific Japan, the Program has universities participating in Australia, China, India, Japan, Korea, New Zealand, Singapore and Taiwan. Soon the Program will be extended to more countries.

Supporting the Ecosystem

SAP believes in building a well-rounded ecosystem where individuals, customers and partners are brought together to foster collaboration and to ensure ongoing innovation. The SAP University Alliances Program serves as a channel for SAP to share world-class knowledge and best practices, while helping to develop and nurture young technology talents and supports the ecosystem by building and supplying a continuous pipeline of SAP skills for customers, partners and SAP through the development and enhancement of SAP skills among students, helping them to understand fundamental concepts, training and SAP certification courses.

What the Program offers

Institutes of Higher Learning who decide to join the SAP University Alliances

Program will enjoy the following services:

- Hosting services – Members access SAP® Business Suite via hosting from a University Competency Center (UCC) so there is no need for schools to invest in a costly hardware infrastructure. By paying a hosting fee, the Program can be tailored to the needs of each school.
- Curriculum support – SAP sponsors professional development and networking opportunities such as the annual Academic Conference with the inaugural event taking place in Q4, 2008. In addition, SAP continually funds new curriculum efforts in order to build a bank of faculty-developed course materials to be shared among member campuses.
- Faculty training – Faculty can take advantage of SAP-sponsored workshops designed to meet their needs, along with a variety of SAP customer training classes.
- Access to dedicated website – The Innovation Watch website provides the latest information on SAP events, research and curriculum materials available for download.
- Collaboration – SAP encourages and reinforces programs that foster collaboration and sharing.

Hosting Services at the University Competency Center

Members of the SAP University Alliances Program can access the SAP Business Suite from one of many hosting sites, referred to as University Competency Centers (UCCs). These sites have SAP Business Suite installed, and provide a full-time systems administrator who monitors the SAP environment and provides technical support.

In Asia Pacific Japan, the UCC is sited in the Queensland University of Technology. It provides services such as client creation/refresh, system backup, guaranteed systems availability during each semester, help desk support, faculty sandbox for course preparation and so on. Member schools are responsible for installing the SAP GUI on the appropriate lab and faculty computers. Hosting provides your university with significant cost savings, since no infrastructure costs are involved, and enables the faculty to focus on using SAP in the classroom instead of supporting its technical requirements.

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SAP Asia Pacific Japan University Competency Center

Based in Brisbane, Queensland University of Technology (QUT) is a top Australian university with global connections and a reputation for quality undergraduate and postgraduate courses, a wide range of studies and applied research best suited to the needs of industry and the community.

Hosting fee

Participating universities need to pay UCC an annual hosting fee. Faculty and students from a single campus may then use the SAP Business Suite in for-credit courses that are part of an undergraduate or graduate degree program.

There are different packages suited to the different needs of the participating universities. The cost of the hosting fee depends on the hosting service package selected.

Package pricing is available for the most basic services. There are also customized packages where pricing is negotiable. The Program Manager in your country will be most happy to evaluate the University's needs and requirements and recommend the most optimal package.

Benefits of the Program

The SAP University Alliances Program enables schools of business, information technology and engineering to utilize SAP software solutions within their premises. The Program provides the necessary tools and resources to bring technology into the classroom, and also offers many opportunities and benefits to members of the Program.

Faculty education and professional development opportunities

- Faculties can attend workshops with training sessions delivered by experienced facilitators from member campuses, and/or by SAP experts. Participants will have a thorough understanding of the educational strategies and opportunities within the Program, application-specific knowledge transfer, and robust curriculum content suitable for lectures, labs, student assignments, and case studies.
- Academics from around the world gather at the SAP-sponsored events to exchange ideas and best practices, explore educational innovation, and present research on new directions in business and technology. Keynote presentations and panel discussions in a variety of high profile research areas are also included where faculties with a research focus may be keen to attend. Through events like the annual Academic Conference in Asia Pacific Japan, similar to the Curriculum Congress in North America, and the User Group Meetings in Europe, SAP encourages collaboration to improve education and research, helping members build professional networks.

- Faculties may also teach SAP® Best Practices in Enterprise Resource Planning (BPERP) certification course to their students, allowing them to take this course in their own campus at a subsidised rate.


Research and publishing

Today, researchers in marketing, finance, accounting, and organizational theory, among other disciplines, are studying the impact of advanced technology, and trailblazing new directions in research and practice alike. Membership in the SAP University Alliances Program allows the academics with a research focus the opportunities:

- To stay connected with peers with similar research interests.
- To keep abreast of the latest developments in their disciplines.
- To get papers that are selected from the research track at the annual conference published.

Competitive advantage for student recruitment and retention

Universities have the powerful opportunity to develop the business leaders of tomorrow and support the business community's needs today. The SAP University Alliances Program is an excellent way for educational institutes:



“After attending the SAP BPERP certification course, I can see how useful and efficient SAP software is in helping to integrate the different business processes. More companies are adopting SAP solutions, hence more consultants will definitely be needed to implement them. Being certified in this area will surely increase my employability.”

Ms. Yeo Hui-Li
Software Engineer, ST Electronics (Info-Software Systems) Pte Ltd,
Graduate and SAP BPERP-certified student, National University of Singapore, 2008

- To enhance their educational offering.
- To attract and develop more highly qualified graduates in the future.

In turn, students gain a real-life perspective on how business is done in the “real world” and are better prepared for their careers.

Access to state-of-the-art software

Both the educational institutes and their students gain exposure to the world's most utilized Enterprise Resource Planning and e-business software which is used to develop innovative

curricula – the same software SAP customers are using around the world.

Become part of the SAP ecosystem

Join a global network of researchers, educators, customers, and partners who use SAP. This well-rounded SAP ecosystem serves as a platform to promote innovation, encourage collaboration and facilitate communication of business ideas, bringing continuous benefits to the members of the SAP University Alliances Program.

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“As an institute of higher learning with a strong focus on business innovation, we have always valued engagement with leading corporations to increase our students’ understanding of business processes and operations in the real-world. This course is highly valuable as it sensitizes our students to industry’s best practices and provides a starting point for them to diffuse, customize, and continuously innovate on these best practices. These are critical skills that our graduates can bring to the workplace.”

Professor Christina Soh
Associate Dean, Nanyang Business School, Nanyang Technological University

Benefits for Students

Students gain a real-life perspective on how business is done in the “real world” and are better for their careers.

Being acquainted with the world’s leading software brings with it:

- Greater employability potential.
- Higher starting salaries.
- Immediate hiring by SAP customers and partners.

- Opportunities to take SAP certification courses conducted on campuses at highly subsidized rates and get certified.
- Unique and enhanced learning experience where students are able to put theory into practice through the use of innovative teaching curricula and methods.

SAP Best Practices in Enterprise Resource Planning

Students who are keen to advance their technology knowledge and gain SAP certification can take up the SAP BPERP course. Using the SAP-sponsored training systems, the BPERP course teaches students and academics how to use SAP® ERP to integrate business processes and departments based on SAP’s proprietary Best Practices.

This certification program is recognized globally. It is a first-step for graduates looking at becoming a full-fledged SAP consultant. SAP provides internship opportunities for suitable candidates to work in sales offices in Asia and even in global delivery centers in India and China.

SAP partners and customers are also committed to offering internship positions and even full-time employment to graduates who have demonstrated good aptitude and understanding in the application of their knowledge of SAP.

- A world's first, the course gives a broad understanding of SAP ERP skills based on a functional scope of real-world SAP Best Practices, something never before available in an academic course.
- The course is conducted on campus by certified academics from institutions who are members of the University Alliances Program.
- Offered only to students of the member institutions of the University Alliances Program and they enjoy a subsidized rate determined by their institutions which is lower than what is offered to the public.
- Upon completion of the course, students will be able to describe how business and analytical processes are supported and integrated on SAP ERP platform as well as the benefits of a packaged ERP approach.

- Students will be assessed via an online examination before they are awarded the BPERP certification.

After receiving the BPERP Certification, the students can consider proceeding to take further certification courses on the campus or at a nearby SAP Training Academy via e-learning mode.



Contact Us

For more information or to find out how you as a university or Institute of Higher Learning can be part of this SAP University Alliances Program in the Asia Pacific Japan region, please visit the University Alliances Program website at www.sap.com/asia/uap and leave us a message with your enquiry.

www.sap.com/asia

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