

SAP EDUCATION

Partner Enablement



SAP Education
02/2011

SAP Education Certification Packages for SAP Partners



Readiness: Drive knowledge transfer during early adopter market

- Provide content for both delta and net new knowledge transfer
- Provide multi-modal delivery model to enable self-paced learning and eliminate travel costs
- Provide access to content for up to 6 months*
- Prepare consultants for certification



Value: Packaged education offerings to provide significant value

- Eliminate travel requirements by providing virtual training alternatives

Two categories of Solution-Specific Packages are available:

- **Associate Certification Package:** A complete self-paced learning package targeted to the consultant with at least 1-3 years of SAP project experience who simply needs to fill some knowledge gaps prior to taking the Associate Certification exam in his chosen area of expertise, on the latest release of SAP software.
- **Professional Certification Package:** A complete self-paced learning package targeted to consultants with at least 4 years of SAP project experience who require delta knowledge and guidance on how to prepare for certification.

*If purchased before June 30, 2011

General Structure of Solution-Specific Delta Packages – WHAT DO YOU GET?



No 'package' for this audience; standard [eAcademy](#) options

Solution-Specific Package #1 *



Solution-Specific Package #2 *



<1 yr Experience	For Consultants with 1-3 yrs Experience	For Consultants with 4+ yrs Experience
Consultant to complete standard classroom or eAcademy courses	On-line access to full solution academy material content (or similar)	On-line access to <u>up to 3 or 4</u> pre-defined level 3 course materials relevant for the certification exam
Hands-on system access for navigation experience	Solution-specific Overview Delta course, recorded and available on-line	Solution-specific Overview Delta course, recorded and available on-line
	ADM327-Installation of Enhancement Packs, recorded and available on-line	ADM327-Installation of Enhancement Packs, recorded and available on-line
	SM001 – Solution Manager Overview TERP01 – Overview of SAP ERP and SAP NetWeaver	TERP01 – Overview of SAP ERP and SAP NetWeaver
	I2010 Solution-specific Online Knowledge Produkt with on-line and downloadable content	I2010 Solution-specific Online Knowledge Produkt with on-line and downloadable content
Associate Certification	“How to Prep for Certification” Guide Associate Certification Voucher	“How to Prep for Certification” Guide Professional Certification Voucher

*** All materials are only available in English!**

I2010 Solution-Specific Training Packages OVERVIEW



- ❑ Obtain delta training for SAP Innovations 2010 solutions
- ❑ Address knowledge gaps – what don't you know?
- ❑ Prepare for re-certification or upgrade your certification
 - ❑ Associate Certification → Professional Certification
 - Redeemable in country of issue or in other countries
- ❑ Acquire knowledge over a 6 month period as your schedule permits *
- ❑ Select the learning objects you need and review them as often as you wish
- ❑ Complete your personalized self-paced learning at a time and place of your convenience
- ❑ Eliminate travel costs and time away from projects
- ❑ Utilize Certification Voucher at SAP Austria valid to Dec 31, 2011
- ❑ Acquire knowledge and certification for Project Management
- ❑ Meet your professional development goals on time!
- ❑ Stand out from the competition!

*If purchased before June 30, 2011



Packages for Associate Certification

APKFIN

i2010 Associate Financial Accounting



Course ¹	Title	Format
MFIN50	TFIN50-SAP Financial Accounting I	On-line materials
MFIN52	TFIN52-SAP Financial Accounting II	On-line materials
DFI65r	DFI65-Enhancements in Accounting SAP ERP 6.0, EhP1-5	Recording
ADM37r	ADM327-Installation of Enhancement Packs	Recording
TERP01	Introduction to SAP ERP and SAP NetWeaver	E-learning
SM001	Overview of Solution Manager	E-learning
TAPREP	Guide to SAP Certification Preparation	Recording
OE65FI	SAP ERP 6.0, EhP5 for Financials	OKP (On-line or downloadable)
C_TFIN52_65	Certified Associate Financial Accounting with ERP 6.0 EhP5	Exam Voucher

¹SAP® reserves the right to replace any component of this package with a suitable alternative based on availability



Course ¹	Title	Format
MFIN20	TFIN20-SAP Management Accounting I	On-line materials
MFIN22	TFIN22-SAP Management Accounting II	On-line materials
DFI65r	Enhancements in Accounting SAP ERP 6.0, EhP1-5	Recording
ADM37r	ADM327-Installation of Enhancement Packs	Recording
TERP01	Introduction to SAP ERP and SAP NetWeaver	E-learning
SM001	Overview of Solution Manager	E-learning
TAPREP	Guide to SAP Certification Preparation	Recording
OE65FI	SAP ERP 6.0, EhP5 for Financials	OKP (On-line or downloadable)
C_TFIN52_65	Certified Associate Financial Accounting with ERP 6.0 EhP5	Exam Voucher

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APKPRO

i2010 Associate Procurement



Course ¹	Title	Format
MSCM50	TSCM50-SAP Procurement I	On-line materials
MSCM52	TSCM52-SAP Procurement II	On-line materials
DMM65r	Enhancements in Procurement SAP ERP 6.0, EhP1-5	Recording
ADM37r	ADM327-Installation of Enhancement Packs	Recording
TERP01	Introduction to SAP ERP and SAP NetWeaver	E-learning
SM001	Overview of Solution Manager	E-learning
TAPREP	Guide to SAP Certification Preparation	Recording
OE65OP	SAP ERP 6.0, EhP5 for Operations	OKP (On-line or downloadable)
C_TSCM52_65	Certified Associate Financial Accounting with ERP 6.0 EhP5	Exam Voucher

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Course ¹	Title	Format
MSCM40	TSCM40-SAP Production Planning & Manufacturing I	On-line materials
MSCM42	TSCM42-SAP Production Planning & Manufacturing II	On-line materials
DPP65r	Enhancements in Production Planning & Manufacturing with SAP ERP 6.0, EhP1-5	Recording
ADM37r	ADM327-Installation of Enhancement Packs	Recording
TERP01	Introduction to SAP ERP and SAP NetWeaver	E-learning
SM001	Overview of Solution Manager	E-learning
TAPREP	Guide to SAP Certification Preparation	Recording
OE65OP	SAP ERP 6.0, EhP5 for Operations	OKP (On-line or downloadable)
C_TSCM42_65	Certified Associate Production Planning & Manufacturing with ERP 6.0 EhP5	Exam Voucher

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APKSOM

i2010 Associate Order Fulfillment



Course ¹	Title	Format
MSCM60	TSCM60-SAP Sales Order Management I	On-line materials
MSCM62	TSCM62-SAP Sales Order Management II	On-line materials
DSD65r	Enhancements in Sales Order Management with SAP ERP 6.0, EhP1-5	Recording
ADM37r	ADM327-Installation of Enhancement Packs	Recording
TERP01	Introduction to SAP ERP and SAP NetWeaver	E-learning
SM001	Overview of Solution Manager	E-learning
TAPREP	Guide to SAP Certification Preparation	Recording
OE65OP	SAP ERP 6.0, EhP5 for Operations	OKP (On-line or downloadable)
C_TSCM62_65	Certified Associate Sales Order Management with ERP 6.0 EhP5	Exam Voucher

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Course ¹	Title	Format
MTHR10	THR10-SAP Human Capital Management I	On-line materials
MTHR12	THR12-SAP Human Capital Management II	On-line materials
DHC65r	Enhancements in Human Capital Management with SAP ERP 6.0, EhP1-5	Recording
ADM37r	ADM327-Installation of Enhancement Packs	Recording
TERP01	Introduction to SAP ERP and SAP NetWeaver	E-learning
SM001	Overview of Solution Manager	E-learning
TAPREP	Guide to SAP Certification Preparation	Recording
OE65HR	SAP ERP 6.0, EhP5 for HCM	OKP (On-line or downloadable)
C_THR12_65	Certified Associate Human Capital Management with ERP 6.0 EhP5	Exam Voucher

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APKQM

i2010 Associate Quality Management



Course ¹	Title	Format
MPL400	PLM400-Business Processes in Quality Management	On-line materials
MPL412	PLM412-Quality Planning & Inspection	On-line materials
MPL415	PLM415-Quality Management in Logistics	On-line materials
MPL420	PLM420-Quality Management in Discrete Manufacturing	On-line materials
DQM65r	Enhancements in Quality Management with SAP ERP 6.0, EhP1-5	Recording
ADM37r	ADM327-Installation of Enhancement Packs	Recording
TERP01	Introduction to SAP ERP and SAP NetWeaver	E-learning
SM001	Overview of Solution Manager	E-learning
TAPREP	Guide to SAP Certification Preparation	Recording
OE65OP	SAP ERP 6.0, EhP5 for Operations	OKP (On-line or downloadable)
C_TPLM40_65	Certified Associate Quality Management with ERP 6.0 EhP5	Exam Voucher

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Course ¹	Title	Format
MPL305	PLM305-Managing Technical Offerings	On-line materials
MPL310	PLM310-Maintenance and Service Processing: Preventative	On-line materials
MPL315	PLM315-Maintenance Processing: Operational Functions	On-line materials
MPL318	PLM318-Analytics in Enterprise Asset Management	On-line materials
DPM65r	Enhancements in Plant Maintenance with SAP ERP 6.0, EhP1-5	Recording
ADM37r	ADM327-Installation of Enhancement Packs	Recording
TERP01	Introduction to SAP ERP and SAP NetWeaver	E-learning
SM001	Overview of Solution Manager	E-learning
TAPREP	Guide to SAP Certification Preparation	Recording
OE65OP	SAP ERP 6.0, EhP5 for Operations	OKP (On-line or downloadable)
C_TPLM30_65	Certified Associate Enterprise Asset Management with ERP 6.0 EhP5	Exam Voucher

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Course ¹	Title	Format
MCRM10	TCRM10-CRM Fundamentals I	On-line materials
MCRM20	TCRM20-CRM Fundamentals II	On-line materials
DCR71r	Enhancements in Customer Relationship Management with SAP CRM 7.0, EhP1	Recording
ADM37r	ADM327-Installation of Enhancement Packs	Recording
TERP01	Introduction to SAP ERP and SAP NetWeaver	E-learning
SM001	Overview of Solution Manager	E-learning
TAPREP	Guide to SAP Certification Preparation	Recording
OCR71	SAP CRM 7.0, EhP1	OKP (On-line or downloadable)
C_TCRM20_71	Certified Associate CRM Fundamentals with SAP CRM 7.0 EhP 1	Exam Voucher

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Course ¹	Title	Format
MSRMOV	SAPSRM-Overview of the SAP SRM Solution	On-line materials
MSR210	SRM210-SRM Server Configuration	On-line materials
MSR270	SRM270-SRM - MDM Catalog	On-line materials
DSR71r	Enhancements in Supplier Relationship Management with SAP SRM 7.0, EhP1	Recording
ADM37r	ADM327-Installation of Enhancement Packs	Recording
TERP01	Introduction to SAP ERP and SAP NetWeaver	E-learning
SM001	Overview of Solution Manager	E-learning
TAPREP	Guide to SAP Certification Preparation	Recording
OSR71	SAP SRM 7.0, EhP1	OKP (On-line or downloadable)
C_SRM_71	Certified Associate Supplier Relationship Management with SAP SRM 7.0 EhP 1	Exam Voucher

*Not available until May 2011

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Course ¹	Title	Format
MPL114	PLM114-Basic Data for Production	On-line materials
MPL120	PLM120-Document Management	On-line materials
MPL130	PLM130-Classification	On-line materials
MPL145	PLM145-Variant Configuration Part I	On-line materials
MPL150	PLM150-Change Management	On-line materials
MPL170	PLM170-Integrated Product and Process Engineering (IPPE)	On-line materials
DLD65r	Enhancements in Life-cycle Data Management with SAP ERP 6.0, EhP1-5	Recording
ADM37r	ADM327-Installation of Enhancement Packs	Recording
TERP01	Introduction to SAP ERP and SAP NetWeaver	E-learning
SM001	Overview of Solution Manager	E-learning
TAPREP	Guide to SAP Certification Preparation	Recording
OE65OP	SAP ERP 6.0, EhP5 for Operations	OKP (On-line or downloadable)
C_TPLM10_65	Certified Associate Life-cycle Data Management with ERP 6.0 EhP5	Exam Voucher

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APKPM

i2010 Associate Project Manager



Course ¹	Title	Format
MSM210	SMI210-Solution Manager Implementation Methodology Overview	On-line materials
MSM310	SMI310-Implementations Projects with SAP Solution Manager	On-line materials
MAS380	ASA380-ASAP 7.1 Implementation Methodology in Detail	On-line materials
ME2040	E2E040-RunSAP End-to-End Solution Operations	On-line materials
MVD100	VD100-Value Delivery Fundamentals	On-line materials
MBP100	BPM100-Business Process Management Methodology	On-line materials
MOC100	OCM100-Organizational Change Management Fundamentals	On-line materials
ADM37r	ADM327-Installation of Enhancement Packs	Recording
TERP01	Introduction to SAP ERP and SAP NetWeaver	E-learning
TAPREP	Guide to SAP Certification Preparation	Recording
OKP	SAP Solution Manager 7.0	OKP (On-line or downloadable)
C_PM_70	Certified Associate Project Manager	Exam Voucher

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Course ¹	Title	Format
MSC200	SCM200-Business Processes in Planning (SAP SCM)	On-line materials
MSC210	SCM210-SCM Core Interface APO	On-line materials
MSC220	SCM220-Demand Planning	On-line materials
MSC230	SCM230-Supply Network Planning (SNP)	On-line materials
MSC250	SCM250-Production Planning & Detailed Scheduling (APO-PP/DS)	On-line materials
MSC670	SCM670-Global Available-to-Promise	On-line materials
DSC7Pr	DSCM7P-Delta SCM APO Production Planning SCM 7.0 EhP1	Recording
DSC7Sr	DSCM7S-Delta SCM APO SNP/DP SCM 7.0 EhP1	Recording
ADM37r	ADM327-Installation of Enhancement Packs	Recording
TERP01	Introduction to SAP ERP and SAP NetWeaver	E-learning
TAPREP	Guide to SAP Certification Preparation	Recording
OKP	SAP SCM APO 7.0 EhP1	OKP (On-line or downloadable)
C_TSCM44_65	Certified Associate Planning and GATP in SAP SCM APO 7.0 EhP1	Exam Voucher

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Packages for Professional Certification

PPKFIN

i2010 Professional Financial Accounting



Course ¹	Title	Format
MAC400	AC400-Programming in Financials	On-line materials
MAC660	AC660-EC:CS Consolidation Functions	On-line materials
MAC220	AC220-Special Ledger	On-line materials
DFI65r	Enhancements in Accounting with SAP ERP 6.0, EhP1-5	Recording
ADM37r	ADM327-Installation of Enhancement Packs	Recording
TERP01	Introduction to SAP ERP and SAP NetWeaver	E-learning
TAPREP	Guide to SAP Certification Preparation	Recording
OE65FI	SAP ERP 6.0, EhP5 for Financials	OKP (On-line or downloadable)
P_FINACC_65	Certified Professional Financial Accounting with ERP 6.0 EhP5	Exam Voucher

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Course ¹	Title	Format
MAC020	AC020-Investment Management	On-line materials
MAC420	AC420-Activity-based Costing	On-line materials
MAC530	AC530-Actual Costing / Material Ledger	On-line materials
DFI65r	Enhancements in Accounting with SAP ERP 6.0, EhP1-5	Recording
ADM37r	ADM327-Installation of Enhancement Packs	Recording
TERP01	Introduction to SAP ERP and SAP NetWeaver	E-learning
TAPREP	Guide to SAP Certification Preparation	Recording
OE65FI	SAP ERP 6.0, EhP5 for Financials	OKP (On-line or downloadable)
P_FINMGT_65	Certified Professional Management Accounting (CO) with ERP 6.0 EhP5	Exam Voucher

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Course ¹	Title	Format
MSC595	SCM595-Batch Management	On-line materials
MSC680	SCM680-Cross Applications in Business Processes	On-line materials
MSC521	SCM521-Pricing in Procurement	On-line materials
MSC525	SCM525-Consumption Based Planning	On-line materials
DMM65r	Enhancements in Procurement with SAP ERP 6.0, EhP5	Recording
ADM37r	ADM327-Installation of Enhancement Packs	Recording
TERP01	Introduction to SAP ERP and SAP NetWeaver	E-learning
TAPREP	Guide to SAP Certification Preparation	Recording
OE65OP	SAP ERP 6.0, EhP5 for Operations	OKP (On-line or downloadable)
P_PRO_65	Certified Professional Procurement with ERP 6.0 EhP5	Exam Voucher

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Course ¹	Title	Format
MSCM42	TSCM42-SAP Production Planning & Manufacturing II	On-line materials
DPP65r	Enhancements in Production Planning & Manufacturing with SAP ERP 6.0, EhP1-5	Recording
ADM37r	ADM327-Installation of Enhancement Packs	Recording
TERP01	Introduction to SAP ERP and SAP NetWeaver	E-learning
TAPREP	Guide to SAP Certification Preparation	Recording
OE65OP	SAP ERP 6.0, EhP5 for Operations	OKP (On-line or downloadable)
P_PROD_65	Certified Professional Production Planning & Manufacturing with ERP 6.0 EhP5	Exam Voucher

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PPKSOM

i2010 Professional Order Fulfillment



Course ¹	Title	Format
MSC640	SCM640-Foreign Trade	On-line materials
MSC150	SCM150-SCM Reporting and Analysis	On-line materials
MSC611	SCM611-Transportation	On-line materials
DSD65r	Enhancements in Sales Order Management with SAP ERP 6.0, EhP1-5	Recording
ADM37r	ADM327-Installation of Enhancement Packs	Recording
SCM621	SCM621-Pricing Optimization	E-learning
TERP01	Introduction to SAP ERP and SAP NetWeaver	E-learning
TAPREP	Guide to SAP Certification Preparation	Recording
OE65OP	SAP ERP 6.0, EhP5 for Operations	OKP (On-line or downloadable)
P_SD_65	Certified Professional Order Fulfillment with ERP 6.0 EhP5	Exam Voucher

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Course ¹	Title	Format
MHR515	HR515-Training and Event Management	On-line materials
MHR506	HR506-Advanced Organizational Management	On-line materials
MNE200	NET200-Developing BSP Applications	On-line materials
MNE311	NET311-Advanced Web Dynpro for ABAP	On-line materials
DHC65r	Enhancements in Human Capital Management with SAP ERP 6.0, EhP5	On-line materials
ADM37r	ADM327-Installation of Enhancement Packs	Recording
TERP01	Introduction to SAP ERP and SAP NetWeaver	E-learning
TAPREP	Guide to SAP Certification Preparation	Recording
OE65HR	SAP ERP 6.0, EhP5 for HCM	OKP (On-line or downloadable)
P_HCMTM_65	Certified Professional HCM Talent Management with ERP 6.0 EhP5	Exam Voucher

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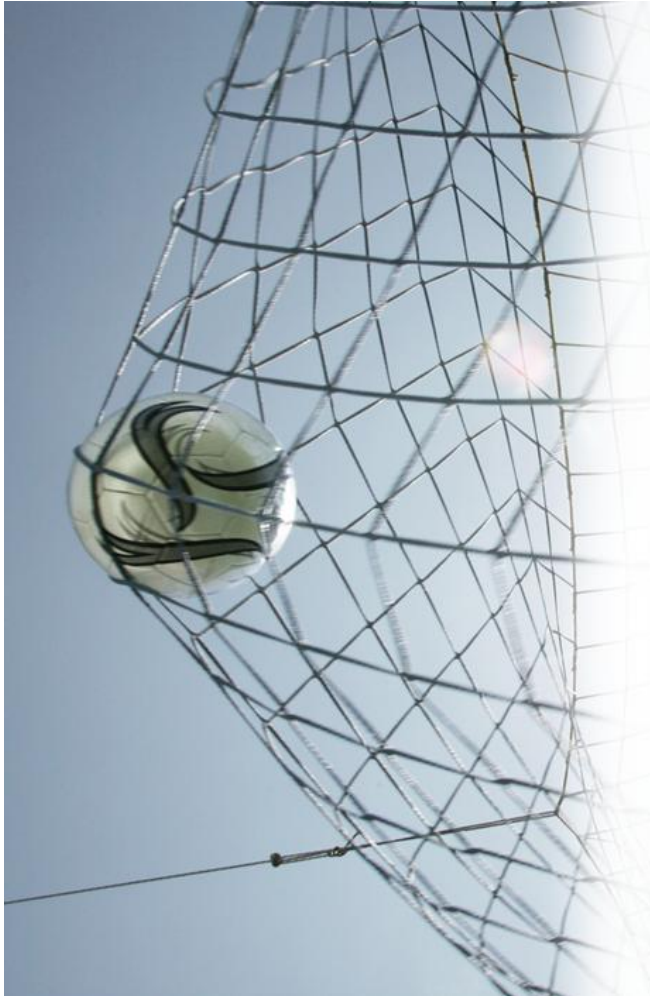
Course ¹	Title	Format
MHR506	HR506-Advanced Organizational Management	On-line materials
MHR990	HR990-Technical Tips and Tricks in HCM	On-line materials
MHR280	HR280-Smart & Adobe Forms in HCM	On-line materials
DHC65r	Enhancements in Human Capital Management with SAP ERP 6.0, EhP5	On-line materials
ADM37r	ADM327-Installation of Enhancement Packs	Recording
TERP01	Introduction to SAP ERP and SAP NetWeaver	E-learning
TAPREP	Guide to SAP Certification Preparation	Recording
OE65HR	SAP ERP 6.0, EhP5 for HCM	OKP (On-line or downloadable)
P_HCMWPM_65	Certified Professional HCM Workforce Process Management with ERP 6.0 EhP5	Exam Voucher

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Your Guide to SAP Certification Preparation Contents (TAPREP)



We have included a recording to help guide you in reaching your certification goals.



Which exam is right for you?

- Assess your skills and level of experience
- Determine what you know, and what you don't know
- Associate or Professional exam?

Exam Descriptions

- Exam components – What YOU NEED TO KNOW!
- Sample questions – Get a 'feel' for the depth of knowledge.
- Define your learning gaps – What do you need to hone up on?

Supplemental Materials

- External resources

Taking your exam

- Answering questions – single and multiple answers
- Marking schema

Frequently Asked Questions

Associate Certification Exam Availability Dates

Innovations 2010



Exam Code	Certification Name	Availability
C_TFIN52_65	Certified Associate Financial Accounting with ERP 6.0 EhP5	Available
C_TFIN22_65	Certified Associate Management Accounting with ERP 6.0 EhP5	Available
C_TSCM52_65	Certified Associate Procurement with ERP 6.0 EhP5	Available
C_TSCM42_65	Certified Associate Production Planning & Manufacturing with ERP 6.0 EhP5	Available
C_TSCM62_65	Certified Associate Sales Order Management with ERP 6.0 EhP5	Available
C_THR12_65	Certified Associate Human Capital Management with ERP 6.0 EhP5	Available
C_TPLM40_65	Certified Associate Quality Management with ERP 6.0 EhP5	Available
C_TPLM30_65	Certified Associate Enterprise Asset Management with ERP 6.0 EhP5	Feb 2011
C_TCRM20_71	Certified Associate CRM Fundamentals with SAP CRM 7.0 EhP 1	Feb 2011
C_SRM_71	Certified Associate Supplier Relationship Management with SAP SRM 7.0 EhP 1	Available
C_TPLM10_65	Certified Associate Life-cycle Data Management with ERP 6.0 EhP5	Available
C_PM_70	Certified Associate Project Manager	Available
C_TSCM44_65	Certified Associate Planning and GATP in SAP SCM APO 7.0 EhP1	Available



Exam Code	Certification Name	Availability*
P_FINACC_65	Certified Professional Financial Accounting with ERP 6.0 EhP5	Available
P_FINMGT_65	Certified Professional Management Accounting (CO) with ERP 6.0 EhP5	Available
P_PRO_65	Certified Professional Procurement with ERP 6.0 EhP5	Available
P_PROD_65	Certified Professional Production Planning & Manufacturing with ERP 6.0 EhP5	Available
P_SD_65	Certified Professional Order Fulfillment with ERP 6.0 EhP5	Available
P_HCMTM_65	Certified Professional HCM Talent Management with ERP 6.0 EhP5	Available
P_HCMWPM_65	Certified Professional HCM Workforce Process Management with ERP 6.0 EhP5	Available

Associate Package: 1500 Euro per person

Professional Package: 1500 Euro per person

Further discounting available via Bulk e-learning discounts

Worth	Added value
20,000 – 49,999	10%
50,000 – 99,999	20%
100,000 – 149,999	30%
150,000 - 199,999	35%
200,000 – 249,999	40%
250,000+	45%

All other discounts (e.g. Education Plus Pack) will not apply.



Mag. Lisa Bernsteiner

Education Partnerbetreuung



SAP Österreich GmbH

Lassallestrasse 7b
1021 Wien

M +43-664-620 7 370

F +43-1-28822-75333

E lisa.bernsteiner@sap.com