

Driving Value and Performance with Certification from SAP

Certification. It's much more than a piece of paper. It's peace of mind – the kind you get when you know that the people working on your SAP® software landscape know exactly what they're doing. Whether you want smooth operations from your internal IT group or low-risk, on-time, and within-budget implementations from a certified person, certification from SAP helps ensure that you get the IT value you need to succeed.

What do you want from IT?

If your company is like many companies, you want faster deployments, less risk, and higher performance.

64%

of companies report that completing enterprise software deployments on time is extremely or very challenging¹



54%

of projects run over schedule



56%

of projects run over budget²



How can you convince them that you can deliver?

Increasingly, companies are placing a lot of value on certification. Why?

76%

of certified IT professionals state that they are confident in their ability to implement IT systems on budget and on time

Compared to only

67%

of noncertified IT professionals who state that they are confident in their ability to implement IT systems on budget and on time³



Why do companies place so much importance on certification?

80%

of organizations cite an IT skills gap as negatively impacting their productivity⁴

56%

of employers do not have a process or method in place for identifying an IT skills gap⁵



How does certification from SAP benefit companies like yours?

Certification helps drive tangible benefits.

Lower risk

When your IT people are certified, they mitigate risk by completing more projects on time and within budget.

Increase adoption

When your IT people are certified, they understand the software inside and out – which leads to higher user acceptance.

Instill confidence

When your IT people are certified, you have a clear measure of your technical capabilities – which gives you the confidence to take on new technology challenges.



How does SAP make certification easier for your IT people?

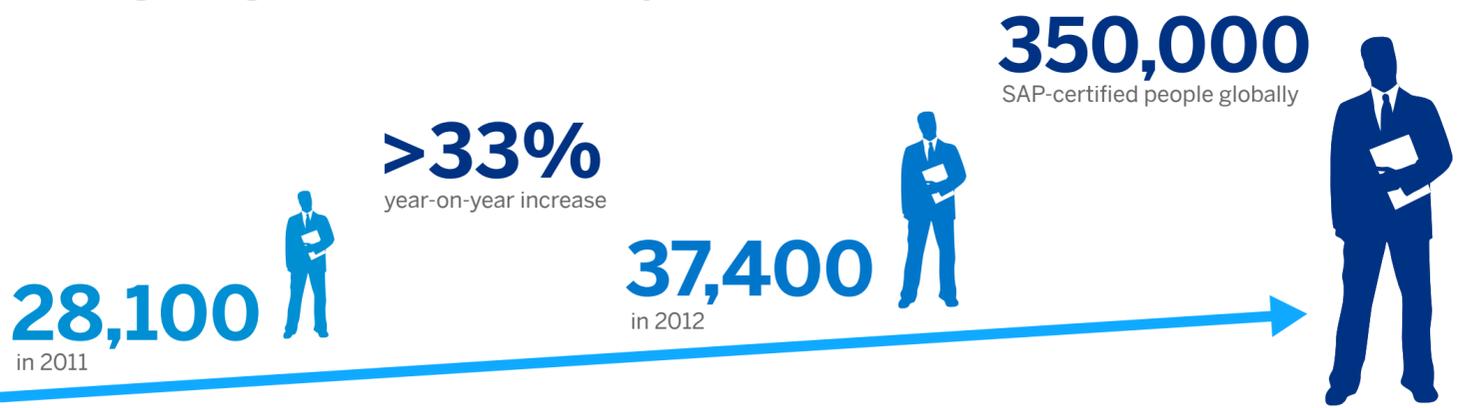
The SAP certification program emphasizes:

- ✓ **Choice** – Choose among a wide variety of certifications at the associate or professional levels
- ✓ **Relevance** – Benefit from the efforts of the **Certification and Enablement Influence Council**, which works with SAP customers and partners to define certification offerings and align them with market requirements
- ✓ **Ease** – Search for training and exam opportunities in the Training and Certification Shop <https://training.sap.com>
- ✓ **Monitoring** – Track certification levels and receive alerts for outdated certifications
- ✓ **Validation** – Publish lists of valid certifications and obtain logos, certifications, and more

“Along with our extensive experience delivering SAP projects, certification is an added way for us to offer value and deliver successfully to our SAP customers.”

Claudia Brack
Global SAP Community Lead
Capgemini

Join the growing ranks of SAP-certified professionals.



Learn More

Want to maximize the success of your business with a certified workforce that helps you get the most out of your SAP software investment? Call your SAP training representative today or visit us online at <https://training.sap.com>.

Sources

1. "Global Market Pulse: Awareness and Perception of Packaged Enterprise Software Solutions," CIO Custom Solutions Group, January 2013.
2. "2012 ERP Report," Panorama Consulting Solutions, <http://Panorama-Consulting.com/resource-center/2012-erp-report>.
3. "IT Certification Research, Results from an Online Survey for Prometric," Prometric, February 2013.
- 4., 5. "State of the IT Skills Gap," CompTIA, 2012, http://www.wired.com/wiredenterprise/wp-content/uploads/2012/03/Report_-_CompTIA_IT_Skills_Gap_study_-_Full_Report.sflb_.pdf.