SAP Road Map for Higher Education & Research
Legal disclaimer

The information in this presentation is confidential and proprietary to SAP and may not be disclosed without the permission of SAP. This presentation is not subject to your license agreement or any other service or subscription agreement with SAP. SAP has no obligation to pursue any course of business outlined in this document or any related presentation, or to develop or release any functionality mentioned therein. This document, or any related presentation and SAP’s strategy and possible future developments, products and or platforms directions and functionality are all subject to change and may be changed by SAP at any time for any reason without notice. The information in this document is not a commitment, promise or legal obligation to deliver any material, code or functionality. This document is provided without a warranty of any kind, either express or implied, including but not limited to, the implied warranties of merchantability, fitness for a particular purpose, or non-infringement. This document is for informational purposes and may not be incorporated into a contract. SAP assumes no responsibility for errors or omissions in this document, except if such damages were caused by SAP’s willful misconduct or gross negligence.

All forward-looking statements are subject to various risks and uncertainties that could cause actual results to differ materially from expectations. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of their dates, and they should not be relied upon in making purchasing decisions.
Global Trends and Their Impact on Higher Education

Business Approach to Managing Universities

Student Mobility and Centricity

Increased Competition for Students, Funding, and Academic Ranking

- Universities focus on operational efficiency
- Implement best business practices
- Drive standardization
- Universities develop customer relationship models
- Focus on recruitment and retention of students
- Universities focus on fund raising
- Focus on grant proposals and research management
Solutions for Higher Education and Research

Research
- Research Project Execution
- Research Proposal Development

Sustainability
- Energy & Carbon Management

Human Resources
- HR & Payroll (includes Shared Services and BPO deployment)
- Talent Management

Finance
- Manage Financial and Operational Performance
- Manage Risk and Compliance
- Manage Treasury and Financials Risk
- Accelerated Financial Close

Student Information
- Student Lifecycle Management

Fundraising and Donor Relations
- Donor and Alumni Management

Purchasing
- Integrated Sourcing, Procurement (incl. E-Sourcing On-Demand) and Contract Management
- Centralized Sourcing and Contract Management (incl. SRM)

IT and Analytics
- Insight and Analytics
- Enterprise Information Management
- Business User Productivity
- Testing and Quality Management
- IT Operational and Service Excellence

This presentation and SAP’s strategy and possible future developments are subject to change and may be changed by SAP at any time for any reason without notice. This document is provided without a warranty of any kind, either express or implied, including but not limited to, the implied warranties of merchantability, fitness for a particular purpose, or non-infringement.
## Key Innovation Areas for Higher Education & Research

### Key Needs

- Student Accounting
- Student Services
- Grading / Advising
- Student Information
- Progression
- Student Information Management for K-12 (Secondary Education)

### Innovation Highlight

- Support for Financial Aid
- Mobility
- Bologna Compliance
- Bologna Compliance
- Bologna Compliance
- Alignment of Ministry of Education with local secondary schools

- Financial Aid calculation
- Search functionality
- Grading enhancements
- Management of Interns
- Ease of implementation
- Data management across organizational units
- Tutor portal

### Release

- EHP6, future releases

---

<table>
<thead>
<tr>
<th>Research Management, including Analytics</th>
<th>University Business Administration</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Improved management and visibility across the research management lifecycle</td>
<td>• Best business practices</td>
</tr>
<tr>
<td>• Analytics for University Research</td>
<td>• End-to-end processes</td>
</tr>
<tr>
<td>• Business Analytics Solution</td>
<td>• Support for &quot;green&quot; procurement strategies</td>
</tr>
<tr>
<td>• Business Suite</td>
<td>• Business Suite</td>
</tr>
</tbody>
</table>
Planned Innovations for Higher Education & Research
Overview of Planned Enhancements to the HER Solution Portfolio

| PLANNED INNOVATIONS |
|----------------------|------------------|
| **Key Needs**        | **Key Innovations** |
| Research Analytics   | • Better visibility across research business process in order to maximize revenue potential |
| Research Planning    | • Forecast research funding into future years. Determine sustainability of research funding. |
| Administration (FI, HR, Purchasing) | • Integrated support for all aspects of University management |
| Fundraising          | • End-to-end process support for University fundraising campaigns including integration into financials |
| Sustainability       | • Support for “Green Campus” initiatives |
| Mobility             | • Platform and application support for University administration and students |
| Analytics            | • Transparency and predictability of all administrative processes |
|                      | • Researcher Visibility (phase 1) |
|                      | • Researcher Visibility (phase 2) |
|                      | • Core innovations |
|                      | • Customer Development Project |
|                      | • Integration with Procurement |
|                      | • Planned University-specific uses |
|                      | • Analytics for Research Management |
Key Links for More Information
For Customers and Partners

- Road Maps on SAP Service Marketplace
- Live SAP Road Map sessions on SAP Service Marketplace
- SAP’s Release Strategy for Large Enterprises on SAP Service Marketplace
Overview of SAP Road Map for Higher Education & Research

Solution Today

PLANNED INNOVATIONS

Future Direction
Solutions for Higher Education and Research

Student Information

- Research Project Execution
- Research Proposal Development

Sustainability
- Energy & Carbon Management

Human Resources
- HR & Payroll (includes Shared Services and BPO deployment)
- Talent Management

Finance
- Manage Financial and Operational Performance
- Manage Risk and Compliance
- Manage Treasury and Financials Risk
- Accelerated Financial Close

Fundraising and Donor Relations
- Donor and Alumni Management

Purchasing
- Integrated Sourcing, Procurement (incl. E-Sourcing On-Demand) and Contract Management
- Centralized Sourcing and Contract Management (incl. SRM)

IT and Analytics
- Insight and Analytics
- Enterprise Information Management
- Business User Productivity
- Testing and Quality Management
- IT Operational and Service Excellence

This presentation and SAP’s strategy and possible future developments are subject to change and may be changed by SAP at any time for any reason without notice. This document is provided without a warranty of any kind, either express or implied, including but not limited to, the implied warranties of merchantability, fitness for a particular purpose, or non-infringement.
## Planned Innovations for Higher Education & Research

### Overview of Planned Enhancements to Student Lifecycle Management

<table>
<thead>
<tr>
<th>Key Needs</th>
<th>Key Innovations</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Student Accounting</strong></td>
<td>• Support for US Financial Aid calculation and packaging</td>
</tr>
<tr>
<td><strong>Student Services</strong></td>
<td>• Ability to access information on mobile devices • Ability to access course information on device and via social networks</td>
</tr>
<tr>
<td><strong>Grading and Advising</strong></td>
<td>• Bologna compliance</td>
</tr>
<tr>
<td><strong>Student Information Management</strong></td>
<td>• Bologna compliance</td>
</tr>
<tr>
<td><strong>Student Information Management</strong></td>
<td>• Bologna Compliance</td>
</tr>
<tr>
<td><strong>Academic Structure, Student Information Management, Grading and Advising</strong></td>
<td>• Support for administration of secondary (K-12) education</td>
</tr>
</tbody>
</table>
Overview of SAP Road Map for SAP Student Lifecycle Management

Solution Today

PLANNED INNOVATIONS

Future Direction
Student Accounting
Financial Aid

Solution Enhancements

- Binding of SLCM data with BRF+ rules engine
- Ability for customers to calculate tuition amounts with BRF+ rather than with SD condition pricing

Key Benefits

- Support for US Financial Aid requirements
- Improved ease-of-use and transparency for maintenance of tuition rules
- Improved performance for mass calculation of tuition

PLANNED INNOVATIONS
# Grading and Advising

## Enhancements for European Bologna Compliance

### Solution Enhancements

<p>| | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Blind Grading</strong>: During grading, appraisers shall not know the name of the students they are grading. Therefore, Blind Grading Identification numbers are assigned to students registered for an exam.</td>
<td><strong>Multiple Appraisers</strong>: For one exam registration of a student more than one appraiser will be able to enter grades independently. The overall grade for the exam is an average of two or more exam grades.</td>
</tr>
<tr>
<td><strong>Mass Adjustment of Grades</strong>: Examination officer can trigger a report to adjust the grades for all student that have taken a selected exam.</td>
<td></td>
</tr>
</tbody>
</table>

### Key Benefits

- Universities’ compliance to Bologna framework is facilitated.
Student Information Management
Enhancements for European Bologna Compliance

Solution Enhancements

- University staff can maintain data about a student’s intent to conduct an internship in future or record the successful completion of an internship which the student did in the past.

Key Benefits

- Universities' compliance to Bologna framework and integration of professional experience into academic lifecycle is facilitated.

PLANNED INNOVATIONS
Student Information Management
Progression

Solution Enhancements
• Customers can create rules to define their own specific Progression Categories. Adjustments to the progression framework allow customers more flexibility with editing and correcting past results.

Key Benefits
• Universities are more flexible in maintaining individual progression data.
Academic Structure & Student Information Management
Enhancements for Secondary (K-12) Education

Solution Enhancements

- Report to synchronize specific Modules at the school level, with changes made centrally by the Ministry of Education
- Tutor Portal enables tutors to perform the specific functions for students within their cohort.
- Master data enhancements allow for maintaining specific data for school Org. Units
- Module Data enhancements allow schools to maintain certain Module attributes as designated by the Ministry
- Seat reservation functionality enables schools to record number of seats reserved for students moving from Infant School to Primary and from Primary to Secondary
- Synchronization of Academic Structure shall allow to copy the Academic Structure from the Ministry template to the schools, and to perform updates to the above objects or insert new objects from the Ministry to the schools.

Key Benefits

- Ministry of Education can handle school specific processes and manage the data of the students at the School at all levels of their education.
- Ministry of Education can enhance internal productivity as well as maximize strategic planning for their schools.
- Schools can administer the full lifecycle of school children.
- Staff receives business process management support which allows them to translate rules determined centrally by the Ministry of Education onto their individual schools.
- Annually required updates and changes in processes consume minimum time and effort due to flexibility of academic structure.

PLANNED INNOVATIONS
Solutions for Higher Education and Research: Research Management

- **Research**
  - Research Project Execution
  - Research Proposal Development

- **Sustainability**
  - Energy & Carbon Management

- **Human Resources**
  - HR & Payroll (includes Shared Services and BPO deployment)
  - Talent Management

- **Finance**
  - Manage Financial and Operational Performance
  - Manage Risk and Compliance
  - Manage Treasury and Financials Risk
  - Accelerated Financial Close

- **Student Information**
  - Student Lifecycle Management

- **Fundraising and Donor Relations**
  - Donor and Alumni Management

- **Purchasing**
  - Integrated Sourcing, Procurement (incl. E-Sourcing On-Demand) and Contract Management
  - Centralized Sourcing and Contract Management (incl. SRM)

- **IT and Analytics**
  - Insight and Analytics
  - Enterprise Information Management
  - Business User Productivity
  - Testing and Quality Management
  - IT Operational and Service Excellence

---

**SOLUTION TODAY**
Research Analytics
Researcher Visibility (phase 1)

Solution Enhancements

- Dashboard and analytics for key Research stakeholders: Researcher, Department Chair, VP/Dean of Research and staff that support these stakeholders.
- Insight into financial and administrative aspects of research funding
- Insight into funding of resources supporting research projects
- Provide alerts to ensure compliance is fulfilled and critical tasks are completed

Key Benefits

- Visibility into research proposal and project information to manage research funding, analysis of Sponsor funding trends, Research KPIs.
- Free Researchers and Staff to focus on research
- Provide what-if capabilities to ensure Research funding is fully utilized
- Track applications to ensure Research funding sustainability for the University, Departments and Researchers

PLANNED INNOVATIONS
Planning / Forecasting / Budgeting
Researcher Visibility (phase 2)

Solution Enhancements

- Planning for Research funding- Forecasting at a detailed level with resource planning, overhead calculations and cost sharing.
- Document goals, objectives and KPIs and assign to Departments Chairs
- Research project overview with focus on connecting Researchers for collaboration opportunities

Key Benefits

- Incorporate Sponsor funding requests with planning and budget process for the University
- Gain greater insight into the “real” costs of research projects based on cost sharing requirements
- Increase visibility into Researcher plans for maximizing research funding
- Leverage existing research funding agreements to plan future year’s budgets.
- Link long range business planning to Financial reporting
## Overview for LoB Product Development

Continuous Product and Service Innovation

<table>
<thead>
<tr>
<th>Key Needs</th>
<th>Key Innovations</th>
</tr>
</thead>
<tbody>
<tr>
<td>Continuous Product and Service Innovation</td>
<td>(RDS) Portfolio Monitoring</td>
</tr>
<tr>
<td>• Transparency and decision support for projects</td>
<td>Idea Management</td>
</tr>
<tr>
<td>• Quantity and quality of ideas; ability to select the right ideas early on; transparency and limited re-use of existing ideas &amp; knowledge; Increase ROI of innovation initiatives</td>
<td>Project Management Orchestration with MS Projects</td>
</tr>
<tr>
<td>• Connecting multiple project management solutions within the IT ecosystem</td>
<td></td>
</tr>
<tr>
<td>• Project transparency across the enterprise</td>
<td></td>
</tr>
<tr>
<td>• Ability to report, analyze and/or react in a timely fashion to project issues</td>
<td></td>
</tr>
<tr>
<td>• Visibility of project costs, schedule, resources and goals</td>
<td></td>
</tr>
</tbody>
</table>
Planned: Portfolio Monitoring

Portfolio Monitoring
- Portfolio Decision Making Support for new projects
- Monitoring of running projects on portfolio and program level
- Portfolio Management deeply aligned with Project System

Delivered as Rapid Deployment Solution

Portfolio Monitoring to increase transparency and support decision on up to date insights
Planned: Enterprise Project Connection

Project Management Orchestration
- Microsoft Project Server (2007 and 2010) extension to the EPC project management integration solution.
- Enhance Oracle Primavera Project Management feature and product support.

Platform Enhancements
- Improvements to EPC platform maturity, performance and level of configurability in managing project management integration processes.
- Enable product language translation.

Project Management Orchestration to support external project scheduling that exists within IT ecosystem

PLANNED INNOVATIONS
Planned: Idea Management

Idea Management Improvements

- Move from Early Adoption Phase to Standard Release
- Improve gathering, processing & review of ideas
- Enhance integration to SAP Portfolio and Project Management and SAP StreamWork

Enabling the end-to-end process from idea to execution
Continuous Product and Service Innovation
Portfolio and Project Management

PLANNED INNOVATIONS

This presentation and SAP’s strategy and possible future developments are subject to change and may be changed by SAP at any time for any reason without notice. This document is provided without a warranty of any kind, either express or implied, including but not limited to, the implied warranties of merchantability, fitness for a particular purpose, or non-infringement.

© 2011 SAP AG. All rights reserved.
Solutions for Higher Education and Research Finance

- **Research**
  - Research Project Execution
  - Research Proposal Development

- **Sustainability**
  - Energy & Carbon Management

- **Human Resources**
  - HR & Payroll (includes Shared Services and BPO deployment)
  - Talent Management

- **Finance**
  - Manage Financial and Operational Performance
  - Manage Risk and Compliance
  - Manage Treasury and Financials Risk
  - Accelerated Financial Close

- **Student Information**
  - Student Lifecycle Management

- **Fundraising and Donor Relations**
  - Donor and Alumni Management

- **Purchasing**
  - Integrated Sourcing, Procurement (incl. E-Sourcing On-Demand) and Contract Management
  - Centralized Sourcing and Contract Management (incl. SRM)

- **IT and Analytics**
  - Insight and Analytics
  - Enterprise Information Management
  - Business User Productivity
  - Testing and Quality Management
  - IT Operational and Service Excellence
Planned Innovations for LoB Finance
Overview: Risk and Compliance Management

<table>
<thead>
<tr>
<th>Key Needs</th>
<th>Key Innovations</th>
</tr>
</thead>
<tbody>
<tr>
<td>Risk and Compliance Management</td>
<td></td>
</tr>
<tr>
<td>• Manual audit processes</td>
<td>• Risk-based approach to audit planning</td>
</tr>
<tr>
<td>• Visibility of how detailed audit data supports enterprise-level risk management</td>
<td></td>
</tr>
<tr>
<td>• Automate remediation processes</td>
<td>• Enhanced offline forms support</td>
</tr>
</tbody>
</table>

PLANNED INNOVATIONS
Risk and Compliance Management
Risk-based approach to audit planning

**Solution Enhancements**
- Enables internal audit organizations to leverage enterprise risk assessment results in the development of the annual audit plan

**Key Benefits**
- Allows internal audit to perform a top-down risk-based approach in defining and scoping the annual audit plan to determine audit activities
- Better demonstrates to executive management and to the audit committee that audit activities have coverage over the critical enterprise risks

**PLANNED INNOVATIONS**
Risk and Compliance Management
Enhanced offline forms support

Solution Enhancements
- Offline forms for end-to-end control testing to remediation process

Key Benefits
- Enhancing business user productivity through expanded offline support for compliance management processes
Solutions for Higher Education and Research
Human Resources

Research
- Research Project Execution
- Research Proposal Development

Sustainability
- Energy & Carbon Management

Human Resources
- HR & Payroll (includes Shared Services and BPO deployment)
- Talent Management

Finance
- Manage Financial and Operational Performance
- Manage Risk and Compliance
- Manage Treasury and Financials Risk
- Accelerated Financial Close

Student Information
- Student Lifecycle Management

Fundraising and Donor Relations
- Donor and Alumni Management

Purchasing
- Integrated Sourcing, Procurement (incl. E-Sourcing On-Demand) and Contract Management
- Centralized Sourcing and Contract Management (incl. SRM)

IT and Analytics
- Insight and Analytics
- Enterprise Information Management
- Business User Productivity
- Testing and Quality Management
- IT Operational and Service Excellence

SOLUTION TODAY
# Planned Innovations for LoB Human Resources Overview (1/2)

<table>
<thead>
<tr>
<th>Key Needs</th>
<th>Key Innovations</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Build the Workforce</strong></td>
<td>• Operational Reporting for SAP E-Recruiting</td>
</tr>
<tr>
<td>• visibility into metrics around the recruiting process</td>
<td></td>
</tr>
<tr>
<td><strong>Drive Efficient HR Operations</strong></td>
<td>• Employee Portal Renovation</td>
</tr>
<tr>
<td>• Support of non-SAP portal environments</td>
<td>• Manager Portal Renovation</td>
</tr>
<tr>
<td>• Shorten implementation project cycles</td>
<td>• HCM on Device</td>
</tr>
<tr>
<td>• Ease implementation to avoid need of special skills (e.g. Java)</td>
<td></td>
</tr>
<tr>
<td>• changed user expectations regarding usability</td>
<td></td>
</tr>
<tr>
<td>• Mobility is top concern for enterprises</td>
<td></td>
</tr>
<tr>
<td>• Fundamental change in the way users access HCM processes</td>
<td></td>
</tr>
<tr>
<td>• Mobile apps to support the business needs of employees, managers, and HR administrators</td>
<td></td>
</tr>
</tbody>
</table>
### Key Needs

#### Core HR and Payroll
- UI should be good looking, modern or robust leading to increased training and reduced satisfaction
- Need to train and address expectations of multi-generation, multi-cultural workforce and associated expectations

#### HR operations efficiency
- UI should be good looking/robust
- Requires substantial training to overcome feature overload
- Mass change capability
- Visualization of contingent workers

### Key Innovations

#### Core Renovations in PA
- Core Renovations in Org Management

#### Core HR: PA, OM, employee & manager
- Renovations in Processes and Forms
## Build the Workforce
Operational Reporting for SAP E-Recruiting

<table>
<thead>
<tr>
<th>Solution Enhancements</th>
<th>Key Benefits</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Instant access to real-time information about recruiting processes</td>
<td>• Instant access to real-time information about recruiting processes</td>
</tr>
<tr>
<td>• Flexible new framework for operational reporting</td>
<td>• Flexible new framework for operational reporting</td>
</tr>
<tr>
<td>• Ability to leverage different visualization options based on customer need</td>
<td>• Ability to leverage different visualization options based on customer need</td>
</tr>
</tbody>
</table>

**PLANNED INNOVATIONS**
Drive Efficient HR Operations
Employee Portal Renovation

<table>
<thead>
<tr>
<th>Solution Enhancements</th>
<th>Key Benefits</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Additional services in WD Abap</td>
<td>• Simplified technical infrastructure</td>
</tr>
<tr>
<td>• Improved usability</td>
<td>• Homogenized UI technology</td>
</tr>
<tr>
<td>• Lower TCO for ESS overall</td>
<td>• Lower TCO and TCI</td>
</tr>
<tr>
<td></td>
<td>• Flexible UI configuration</td>
</tr>
<tr>
<td></td>
<td>• Enhanced user experience</td>
</tr>
</tbody>
</table>
Drive Efficient HR Operations
Manager Portal Renovation

Solution Enhancements

- Additional services in WD Abap
- Improved usability
- Lower TCO for ESS overall

Key Benefits

- Simplified technical infrastructure
- Homogenized UI technology
- Lower TCO and TCI
- Flexible UI configuration
- Enhanced user experience

PLANNED INNOVATIONS
Drive Efficient HR Operations
HCM on Device

Solution Enhancements

- Mobile applications for employees, managers, and HR Business Partners
- Approvals anywhere and anytime
- Instant access to HR information

Key Benefits

- Anytime and anywhere access to HR data
- Speeds up decision-making and responsiveness
- Extends the reach of SAP business applications and workflows

PLANNED INNOVATIONS
Core HR and Payroll
Core Renovations in PA

<table>
<thead>
<tr>
<th>Solution Enhancements</th>
<th>Key Benefits</th>
</tr>
</thead>
<tbody>
<tr>
<td>• New UX</td>
<td>• Less training required</td>
</tr>
<tr>
<td>• Specialized business processes</td>
<td>• Improved data quality</td>
</tr>
<tr>
<td>• Collaboration and analytics</td>
<td>• Improved job satisfaction</td>
</tr>
</tbody>
</table>

PLANNED INNOVATIONS
Core HR and Payroll
Core Renovations in Org Management

Solution Enhancements
• New UX
• Specialized business processes
• Collaboration and analytics

Key Benefits
• Easy-to-use, web based "light" interface with web UI trends
• Mass editing tools
• Visualization of contingent workers

PLANNED INNOVATIONS
Core HR and Payroll
Core HR: PA, OM, employee & manager

Solution Enhancements
- Personnel Administration/Master Data
- Org Management
- Related employee and manager scenarios

Key Benefits
- Reduced implementation time, risk and cost
- System of record for employee data
- Self-service component reduces cost and improves satisfaction
- Prequisite for other HR solutions (e.g., Talent Management)

PLANNED INNOVATIONS
HR operations efficiency
Renovations in Processes and Forms

<table>
<thead>
<tr>
<th>Solution Enhancements</th>
<th>Key Benefits</th>
</tr>
</thead>
<tbody>
<tr>
<td>• New richer and more intuitive UX;</td>
<td>• Improved UX helps drive efficiency and satisfaction</td>
</tr>
<tr>
<td>• Improved performance</td>
<td>• Leverage common /existing skill set to create new forms/scenarios</td>
</tr>
<tr>
<td>• Corrections via regular SAP support mechanisms</td>
<td>• Reduce technical infrastructure requirements and associated costs</td>
</tr>
</tbody>
</table>
Solutions for Higher Education and Research Purchasing

- **Research**
  - Research Project Execution
  - Research Proposal Development

- **Sustainability**
  - Energy & Carbon Management

- **Human Resources**
  - HR & Payroll (includes Shared Services and BPO deployment)
  - Talent Management

- **Finance**
  - Manage Financial and Operational Performance
  - Manage Risk and Compliance
  - Manage Treasury and Financials Risk
  - Accelerated Financial Close

- **Student Information**
  - Student Lifecycle Management

- **Fundraising and Donor Relations**
  - Donor and Alumni Management

- **Purchasing**
  - Integrated Sourcing, Procurement (incl. E-Sourcing On-Demand) and Contract Management
  - Centralized Sourcing and Contract Management (incl. SRM)

- **IT and Analytics**
  - Insight and Analytics
  - Enterprise Information Management
  - Business User Productivity
  - Testing and Quality Management
  - IT Operational and Service Excellence

**SOLUTION TODAY**
Overview of SAP Road Map for Procurement

Solution Today

Future Direction

PLANNED INNOVATIONS

- Supplier Lifecycle Management
- SRM/SAP Sourcing Integration
- Procurement Analytics
- SRM/MM Sustainable Sourcing & Procurement
- SRM Sourcing
- SRM/MM Continuous Innovation
- SPM Enhancements
- Data Enrichment & Classification

Growing Complexity of Global Supply Networks and Supplier Relations

Growing Importance of Mobility and Real-Time Information Provisioning

More Regulations and Corporate Governance

Focus on Sustainability

Focus on Sustainability
## Planned Innovations for Procurement

### Overview: (1/2)

<table>
<thead>
<tr>
<th>Key Needs</th>
<th>Key Innovations</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Visibility on supplier performance</td>
<td>• Supplier Lifecycle Management</td>
</tr>
<tr>
<td>• Manage increased supply risk</td>
<td>• SRM - SAP Sourcing Integration</td>
</tr>
<tr>
<td>• Transparency on the supply base</td>
<td>• Enhanced Analytics - Real time, Embedded, Predictive</td>
</tr>
<tr>
<td>• Need to maximize cost savings</td>
<td></td>
</tr>
<tr>
<td>• Consistent supplier activities across multiple buying organizations</td>
<td></td>
</tr>
<tr>
<td>• Integrated contract management process across legal and operational</td>
<td></td>
</tr>
<tr>
<td>contract</td>
<td></td>
</tr>
<tr>
<td>• Avoid multiple stores for same contract and confusion on where to go for</td>
<td></td>
</tr>
<tr>
<td>contract information</td>
<td></td>
</tr>
<tr>
<td>• Better orchestration between on-Demand and on-Premise applications</td>
<td></td>
</tr>
<tr>
<td>• Improve usability, better visibility, and process efficiencies by</td>
<td></td>
</tr>
<tr>
<td>embedding custom analytics and expanding into new roles and processes</td>
<td></td>
</tr>
<tr>
<td>• Global procurement view without implementing BI. A holistic view to</td>
<td></td>
</tr>
<tr>
<td>make global procurement decisions</td>
<td></td>
</tr>
</tbody>
</table>
### Planned Innovations for Procurement

#### Overview: (2/2)

<table>
<thead>
<tr>
<th>Key Needs</th>
<th>Key Innovations</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Manage increased supply chain risks</td>
<td>• SRM/MM Sustainable Sourcing &amp; Procurement</td>
</tr>
<tr>
<td>• Avoid customer revenue loss</td>
<td></td>
</tr>
<tr>
<td>• Increased focus on governance and compliance</td>
<td></td>
</tr>
<tr>
<td>• Optimize sourcing decisions</td>
<td>• Enhanced Sourcing in SRM - Integration, Simulation and Analytics</td>
</tr>
<tr>
<td>• Process flexibility</td>
<td></td>
</tr>
<tr>
<td>• Increased usability</td>
<td></td>
</tr>
<tr>
<td>• Strategic sourcing to contract process</td>
<td>• SAP Sourcing OP Enhancements - BO Reporting, Search, Mobile and Workflow</td>
</tr>
<tr>
<td>• Ensure compliance to contracts, SLA's and regulations</td>
<td></td>
</tr>
<tr>
<td>• Ability to author, manage, amend and centrally store contracts</td>
<td></td>
</tr>
<tr>
<td>• Visibility on supplier lifecycle and development</td>
<td></td>
</tr>
<tr>
<td>• Ability to manage supplier qualification, evaluation and performance</td>
<td></td>
</tr>
</tbody>
</table>
Supplier lifecycle management

**Solution Enhancements**
- Manage and monitor the potential suppliers and the complete registration and onboarding process.
- Buyer Cockpit to manage and monitor the complete performance process incl. automation of evaluation cycles.
- Question library and flexible questionnaire tool to create information requests used as part of the qualification and evaluation process. Flexible involvement of internal stakeholders for appraisal of supplier performance possible.
- Category based support of Purchasing initiatives.

**Key Benefits**
- Ability to manage the complete supplier lifecycle.
- 360 degree view on supply base provides complete transparency.
- Identification of significant additional savings potentials.
- Managing performance and risk of your supply base.
- Tight integration into other SAP and non-SAP modules.

**PLANNED INNOVATIONS**
SRM – SAP sourcing integration

Solution Enhancements

- Integration of CLM-Master Agreement with SRM-Central Contract.

Key Benefits

- Ability to negotiate, manage and control legal and operational aspects of a contract.
- Visibility to full contract terms and conditions.
- Reduce contract process redundancy - contract creation and maintenance processes.
- Improve contract compliance.
Procurement analytics

Solution Enhancements

- Enhanced Embedded Analytics
- BI-Independent Analytics: Global Procurement Spend View
- SPM - Real-time Analytics (HANA)
- SPM - Predictive Analytics, Risk Management, and Supplier Relationship Cost

Key Benefits

- Embed own content, improve usability, and improve process efficiency for approval, sourcing, and supplier qualification.
- Global view that includes all systems’ transactions for non-BI deployment option.
- Customers can analyze large volumes of data from across the enterprise in real-time.
- Improve supply chain flexibility and reduce supply disruption. Visibility into the risk profile of the supplier portfolio and total landed cost for supplier selection, supplier switching, and performance evaluation.
- Complete spend picture including sourcing and operational spend data for on-Demand.

PLANNED INNOVATIONS
SRM/MM sustainable sourcing & procurement

<table>
<thead>
<tr>
<th>Solution Enhancements</th>
<th>Key Benefits</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sustainable catalogue search and shopping</td>
<td>Efficient information gathering</td>
</tr>
<tr>
<td>Consider sustainable attributes in sourcing process</td>
<td>Proactive development of sustainable and best suppliers</td>
</tr>
<tr>
<td>Business partner enhancements to reflect sustainability criteria.</td>
<td>Built-in sustainability for Procurement processes</td>
</tr>
<tr>
<td>Sustainable supplier evaluation and monitoring</td>
<td></td>
</tr>
</tbody>
</table>

PLANNED INNOVATIONS
SRM sourcing

Solution Enhancements

- Improved ERP backend integration for info record and source list update during sourcing.
- RFx from shopping cart
- Bid simulation
- Improved sourcing decisions by usage of embedded analytics

Key Benefits

- Making better sourcing decisions
- Consistent processes across SRM and ERP
- Allow sourcing during requirement creation phase

PLANNED INNOVATIONS
# SAP Sourcing Enhancements – Wave 7 OP

## Solution Enhancements

<table>
<thead>
<tr>
<th>Key</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>Full adoption of SAP BusinessObjects reporting tools</td>
</tr>
<tr>
<td>2.</td>
<td>Global search across the solution</td>
</tr>
<tr>
<td>3.</td>
<td>Support for Microsoft Word 7 for contract generation</td>
</tr>
<tr>
<td>4.</td>
<td>Full mobile device support for contract approvals</td>
</tr>
<tr>
<td>5.</td>
<td>Enhanced configurable supplier creation and change workflow approvals</td>
</tr>
</tbody>
</table>

## Key Benefits

<table>
<thead>
<tr>
<th>Key</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>Enables project based sourcing best practices</td>
</tr>
<tr>
<td>2.</td>
<td>Delivers time savings in response to supplier evaluations and scoring</td>
</tr>
<tr>
<td>3.</td>
<td>Quick and fully searchable repository</td>
</tr>
<tr>
<td>4.</td>
<td>Effective management of contract expirations and audits</td>
</tr>
<tr>
<td>5.</td>
<td>Quick supplier identification and maintenance</td>
</tr>
</tbody>
</table>

## PLANNED INNOVATIONS
Solutions for Higher Education and Research: Sustainability

- **Research**
  - Research Project Execution
  - Research Proposal Development

- **Sustainability**
  - Energy & Carbon Management

- **Human Resources**
  - HR & Payroll (includes Shared Services and BPO deployment)
  - Talent Management

- **Finance**
  - Manage Financial and Operational Performance
  - Manage Risk and Compliance
  - Manage Treasury and Financials Risk
  - Accelerated Financial Close

- **Student Information**
  - Student Lifecycle Management

- **Fundraising and Donor Relations**
  - Donor and Alumni Management

- **Purchasing**
  - Integrated Sourcing, Procurement (incl. E-Sourcing On-Demand) and Contract Management
  - Centralized Sourcing and Contract Management (incl. SRM)

- **IT and Analytics**
  - Insight and Analytics
  - Enterprise Information Management
  - Business User Productivity
  - Testing and Quality Management
  - IT Operational and Service Excellence
### Planned Innovations for LoB Sustainability

#### Overview: Embedded Product Compliance

<table>
<thead>
<tr>
<th>Key Needs</th>
<th>Key Innovations</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Embedded Product Compliance</strong></td>
<td>** accelerated rollout for global recycling obligations**&lt;br&gt;<strong>Support for multi-sourced SKU's and what-if analysis</strong>&lt;br&gt;<strong>Compliance to REACH, GHS, CLP and similar regulations</strong>&lt;br&gt;</td>
</tr>
<tr>
<td><strong>Energy &amp; Carbon Management</strong></td>
<td><strong>Complying with reporting standards</strong>&lt;br&gt;<strong>Model corporate hierarchy for energy and carbon management</strong>&lt;br&gt;<strong>Energy forecasts for cost planning</strong>&lt;br&gt;<strong>Determining Abatement strategies</strong>&lt;br&gt;<strong>Understanding weather impacts on energy strategy</strong>&lt;br&gt;</td>
</tr>
<tr>
<td><strong>Operational Risk Management</strong></td>
<td><strong>Keep track of changing regulations and their impact to their operations and processes</strong>&lt;br&gt;</td>
</tr>
</tbody>
</table>
Embedded Product Compliance
Recycling Administration

Solution Enhancements

- Automatic configuration wizard combined with new content delivery procedure helps reducing implementation effort/ease implementing legal updates
- Universal data collector connects transactional data from multiple data sources to REA compliance processes
- Workflow introduction supports key user in daily work
- Solution scope expansion by introducing article/packaging variants (basis for packaging design optimization/Design for Environment)

Key Benefits

- TCO/Time to Value reduction
- Improved performance
- Support of new business scenarios expanding solution scope into new user segments

PLANNED INNOVATIONS
Embedded Product Compliance
Product Safety and Compliance

Solution Enhancements

- Material- and customer-specific creation and shipping of eSDSs
- Easier creation of labels for samples
- Monomer/polymer support in substance volume tracking
- Introduction of transport indicators in dangerous goods management
- IMDS process support
  - Full support for IMDS Advanced Interface, including request/response management
  - Incoming Material Data Sheets (MDS) evaluation and acceptance into compliance data model
  - Evaluation of products against IMDS recommendations
  - Generation and proposal of own MDS to customers

Key Benefits

- Improved support of eSDSs
- Simplified sample label handling
- Increased accuracy in substance volume tracking of monomers and polymers
- Flexible support of additional transport criteria and easier adaptation to new DG regulations
- Support of the entire IMDS process

Lab Preview

PLANNED INNOVATIONS
Energy & Carbon Management
Carbon Impact

Solution Enhancements
- US EPA mandated GHG reporting requirements
- CDP new reporting format
- Multi-dimensional hierarchy modeling
- Forecasted energy consumption for cost planning
- Proactive abatement recommendation
- Weather normalization
- 3rd party content incorporation for LCA
- Employee engagement

Key Benefits
- Out of the box regulated reporting format for the US EPA Mandatory Reporting Rule for greenhouse gases
- Updated CDP reporting template for 2010 carbon performance data will be provided as part of the solution’s standard content
- Greater flexibility with regards to business structure
- More ways to view and analyze business data and performance
- Greater ability to accurately plan future costs
- More readily identify and evaluate cost saving abatement opportunities
- More accurate benchmarking made possible by weather normalization across your facility portfolio
- Easier and possibly more accurate product footprinting capabilities
- Engaged employees driving sustainability performance throughout the organization

PLANNED INNOVATIONS
Energy & Carbon Management
Carbon Impact

Solution Enhancements

- Forecasted energy consumption for cost planning
- Proactive abatement recommendation
- Weather normalization
- 3rd party content incorporation for LCA
- Employee engagement

Key Benefits

- Greater ability to accurately plan future costs
- More readily identify and evaluate cost saving abatement opportunities
- More accurate benchmarking made possible by weather normalization across your facility portfolio
- Easier and possibly more accurate product footprinting capabilities
- Engaged employees driving sustainability performance throughout the organization

PLANNED INNOVATIONS
Solution Enhancements

- Effective management of change for changes of products, procedures, processes, equipment, etc.
- Consistent and auditable management of changes
- An easy-to-use UI that motivates all employees in a plant to communicate change requests
- Timely and effective completion of reviews, approvals and all actions to implement the change (update documentations, trainings, master data, etc.)
- Easy-to-customize solution and shipment of templates to decrease implementation and adoption costs
- A Business Suite release independent product - a Networked Application on premise

Key Benefits

- Streamline the different change processes across the company and make them more efficient
- Ensure employees follow company’s procedures and record change requests
- Increase visibility and share best practices to reduce incidents, ensure compliance and mitigate risks
- Ensure structured change process that complies with all regulatory and other requirements

PLANNED INNOVATIONS
Operational Risk Management
Worker Safety

Solution Enhancements

- integration to GRC-Risk Management allowing relation of risk information to individual assets
- safety information and precautions displayed on shop papers
- requirements for affirmations and approvals indicated on shop papers

Key Benefits

- safety measures and precautions can be determined by a risk expert but displayed in the worker's normal system
- maintenance planners can add additional safety information
- information is linked to specific asset so that it does not have to be created new each time

PLANNED INNOVATIONS
Operational Risk Management
Environmental, Health, and Safety Risk Assessment

Solution Enhancements

- comprehensive risk assessment workflow and guided activity to identify risks, hazards, and controls
- ability to conduct risk assessments of various types, such as safety, health, or environment
- Includes a variety of analysis methods such as using a configurable risk matrix, comparing actual measurements to occupational exposure limits, and simple text-based methods

Key Benefits

- workflow for managing various types of EHS risk assessments
- conduct a assessments on equipment, tasks, people, hazards, physical areas
- Risk assessment reports, such as all risks for a given profile
- Integrate EHS risks with other enterprise risks for easier global prioritization and management

PLANNED INNOVATIONS
Solution Enhancements

- Link permit requirement/regulations to external content provider citations.
- Receive automatic updates and notifications when monitored citations get updated.
- Identify the impact to your compliance process for changed regulations.

Key Benefits

- Save time by efficiently managing regulatory updates.
- Assess impact to compliance processes immediately.
- Reduce occurrence of non-compliance.
Solutions for Higher Education and Research: Mobility

**Research**
- Research Project Execution
- Research Proposal Development

**Sustainability**
- Energy & Carbon Management

**Human Resources**
- HR & Payroll (includes Shared Services and BPO deployment)
- Talent Management

**Finance**
- Manage Financial and Operational Performance
- Manage Risk and Compliance
- Manage Treasury and Financials Risk
- Accelerated Financial Close

**Fundraising and Donor Relations**
- Donor and Alumni Management

**Purchasing**
- Integrated Sourcing, Procurement (incl. E-Sourcing On-Demand) and Contract Management
- Centralized Sourcing and Contract Management (incl. SRM)

**IT and Analytics**
- Insight and Analytics
- Enterprise Information Management
- Business User Productivity
- Testing and Quality Management
- IT Operational and Service Excellence

**Student Information**
- Student Lifecycle Management

**SOLUTION TODAY**
Student Services
Mobile Services

Solution Enhancements
- View course schedule
- View grades
- Class updates by Professor / Assistant
- View/Pay student account
- View/Pay parking ticket, traffic ticket, etc
- View campus map
- Look-up student
- Look-up advisor

Key Benefits
- Provide a better student and faculty experience.
- Improve communication with students
- Provide emergency alerts and general information

PLANNED INNOVATIONS
Student Services
Integration to Facebook

Solution Enhancements

- Students will be able to publish course schedules to their Facebook pages
- Students will be able to share feedback about courses via Facebook
- Students will be able to view historical course statistics via Facebook

Key Benefits

- Improved student experience

PLANNED INNOVATIONS

Lab Preview
Solutions for Higher Education and Research

**Research**
- Research Project Execution
- Research Proposal Development

**Sustainability**
- Energy & Carbon Management

**Human Resources**
- HR & Payroll (includes Shared Services and BPO deployment)
- Talent Management

**Finance**
- Manage Financial and Operational Performance
- Manage Risk and Compliance
- Manage Treasury and Financials Risk
- Accelerated Financial Close

**Student Information**
- Student Lifecycle Management

**Fundraising and Donor Relations**
- Donor and Alumni Management

**Purchasing**
- Integrated Sourcing, Procurement (incl. E-Sourcing On-Demand) and Contract Management
- Centralized Sourcing and Contract Management (incl. SRM)

**IT and Analytics**
- Insight and Analytics
- Enterprise Information Management
- Business User Productivity
- Testing and Quality Management
- IT Operational and Service Excellence
Overview of SAP Road Map for Higher Education & Research

Solution Today

Planned Innovations

FUTURE DIRECTION
Key Trends Driving Future Innovations for Higher Education and Research

Business Approach to Managing Universities
- Universities seek to implement best business practices
- Universities create greater student “customer” satisfaction

Student Centricity and Mobility
- Universities improve services to students
- Universities enable global mobility of student “customers”

Universities Become More Competitive
- Competing for the best students
- Competing for the best teachers
- Competing for funds, grants, and donations

FUTURE DIRECTION
Thank You!

Contact information:

F name Ml. L name
Title
Address
Phone number