

SAP Road Map for Higher Education & Research



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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

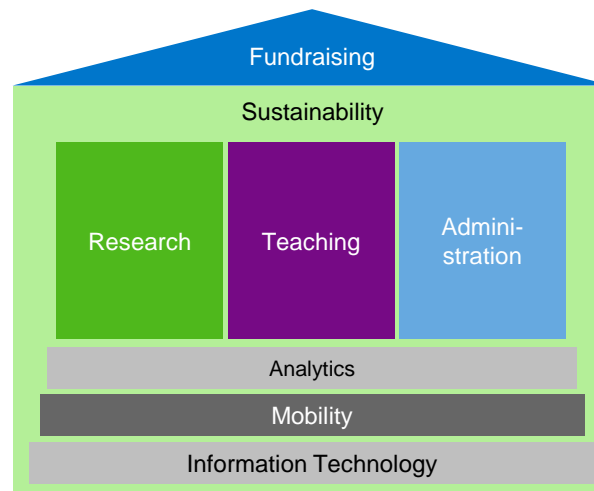
- Donor and Alumni Management

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



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Key Innovation Areas for Higher Education & Research

	Key Needs	Innovation Highlight	Release
<ul style="list-style-type: none"> • Student Accounting • Student Services • Grading / Advising • Student Information • Progression • Student Information Management for K-12 (Secondary Education) 	<ul style="list-style-type: none"> • Support for Financial Aid • Mobility • Bologna Compliance • Bologna Compliance • Bologna Compliance • Alignment of Ministry of Education with local secondary schools 	<ul style="list-style-type: none"> • Financial Aid calculation • Search functionality • Grading enhancements • Management of Interns • Ease of implementation • Data management across organizational units • Tutor portal 	<ul style="list-style-type: none"> • EHP6, future releases
Research Management, including Analytics	<ul style="list-style-type: none"> • Improved management and visibility across the research management lifecycle 	<ul style="list-style-type: none"> • Analytics for University Research 	<ul style="list-style-type: none"> • Business Analytics Solution
University Business Administration	<ul style="list-style-type: none"> • Best business practices • End-to-end processes 	<ul style="list-style-type: none"> • Support for “green” procurement strategies 	<ul style="list-style-type: none"> • Business Suite

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Planned Innovations for Higher Education & Research

Overview of Planned Enhancements to the HER Solution Portfolio

	Key Needs	Key Innovations
Research Analytics	<ul style="list-style-type: none"> Better visibility across research business process in order to maximize revenue potential 	<ul style="list-style-type: none"> Researcher Visibility (phase 1)
Research Planning	<ul style="list-style-type: none"> Forecast research funding into future years. Determine sustainability of research funding. 	<ul style="list-style-type: none"> Researcher Visibility (phase 2)
Administration (FI, HR, Purchasing)	<ul style="list-style-type: none"> Integrated support for all aspects of University management 	<ul style="list-style-type: none"> Core innovations
Fundraising	<ul style="list-style-type: none"> End-to-end process support for University fundraising campaigns including integration into financials 	<ul style="list-style-type: none"> Customer Development Project
Sustainability	<ul style="list-style-type: none"> Support for “Green Campus” initiatives 	<ul style="list-style-type: none"> Integration with Procurement
Mobility	<ul style="list-style-type: none"> Platform and application support for University administration and students 	<ul style="list-style-type: none"> Planned University-specific uses
Analytics	<ul style="list-style-type: none"> Transparency and predictability of all administrative processes 	<ul style="list-style-type: none"> Analytics for Research Management

PLANNED INNOVATIONS

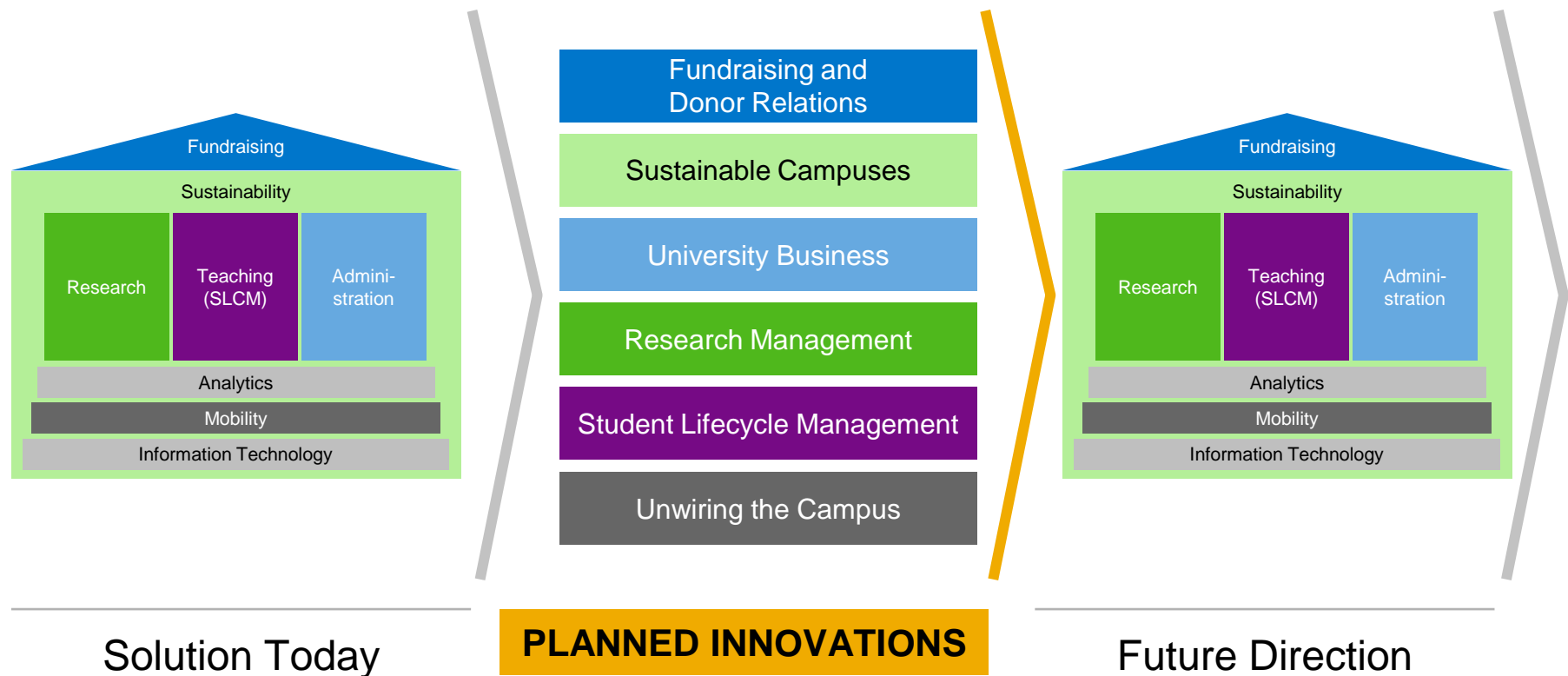
Key Links for More Information

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](#)

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Overview of SAP Road Map for Higher Education & Research



Solutions for Higher Education and Research Student Information

Research

- Research Project Execution
- Research Proposal Development

Sustainability

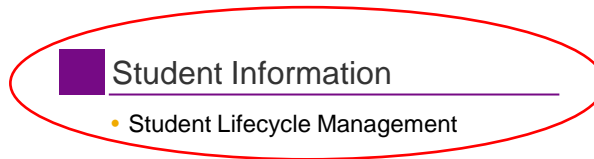
- Energy & Carbon Management

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

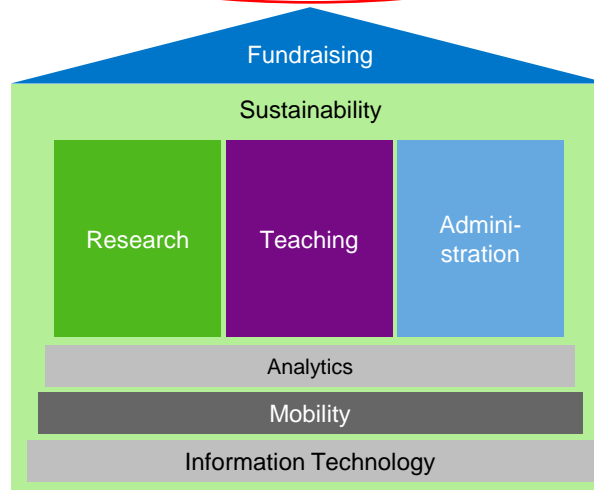
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Purchasing

- Integrated Sourcing, Procurement (incl. E-Sourcing On-Demand) and Contract Management
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IT and Analytics

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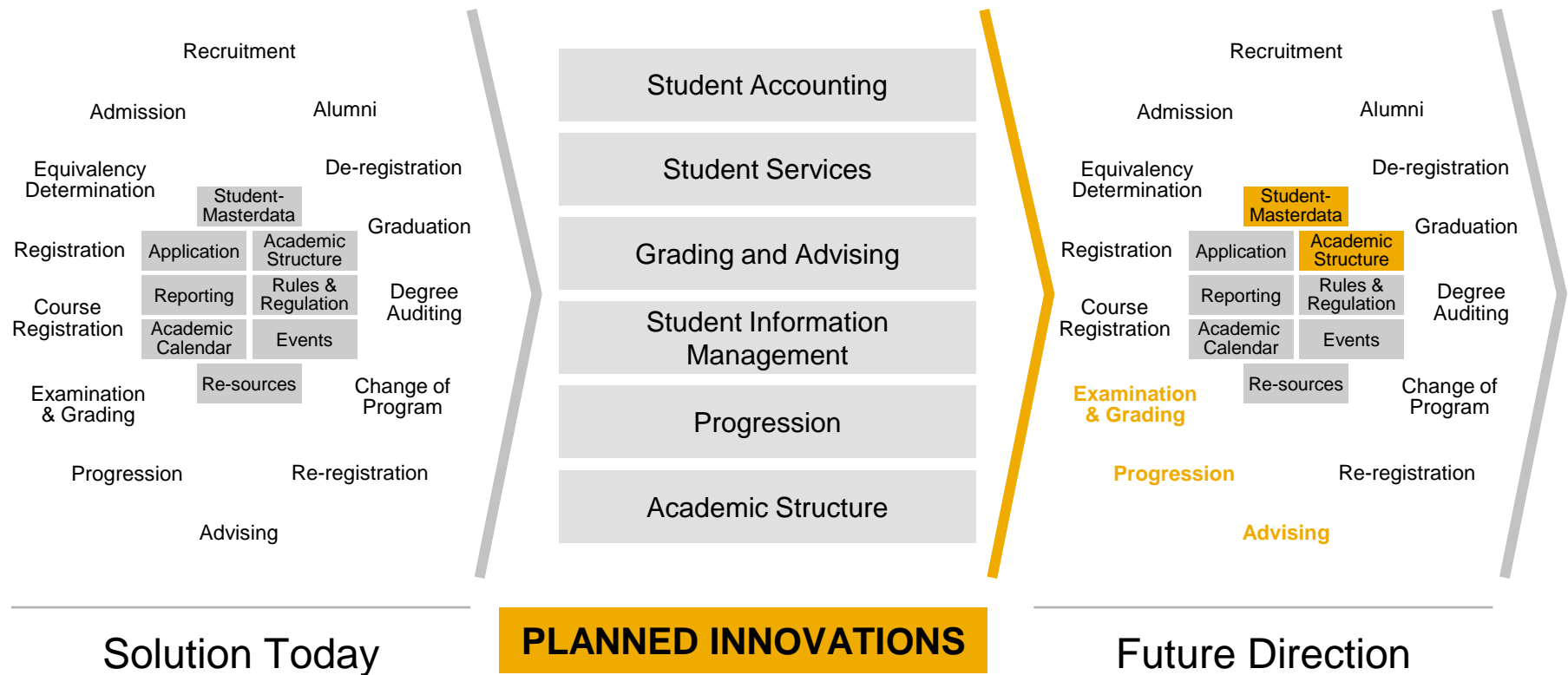
Planned Innovations for Higher Education & Research

Overview of Planned Enhancements to Student Lifecycle Management

	Key Needs	Key Innovations
Student Accounting	<ul style="list-style-type: none"> Support for US Financial Aid calculation and packaging 	<ul style="list-style-type: none"> BRF plus rules engine for tuition calculation
Student Services	<ul style="list-style-type: none"> Ability to access information on mobile devices Ability to access course information on device and via social networks 	<ul style="list-style-type: none"> Student and campus look-up capabilities Integration with Facebook
Grading and Advising	<ul style="list-style-type: none"> Bologna compliance 	<ul style="list-style-type: none"> Grading Enhancements
Student Information Management	<ul style="list-style-type: none"> Bologna compliance 	<ul style="list-style-type: none"> Internships
Student Information Management	<ul style="list-style-type: none"> Bologna Compliance 	<ul style="list-style-type: none"> Ease of implementation
Academic Structure, Student Information Management, Grading and Advising	<ul style="list-style-type: none"> Support for administration of secondary (K-12) education 	<ul style="list-style-type: none"> Tutor Portal Attendance tracking Integration across organizational units and central administration (e.g. Ministry of Education)

PLANNED INNOVATIONS

Overview of SAP Road Map for SAP Student Lifecycle Management



Student Accounting

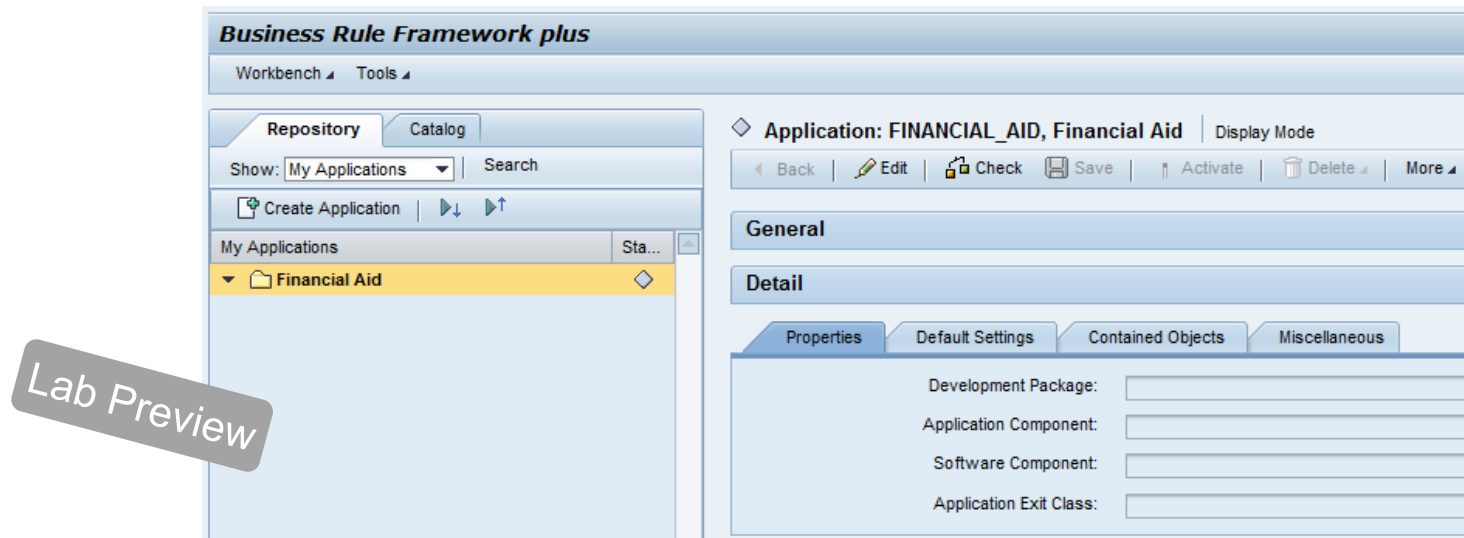
Financial Aid

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

- **Blind Grading:** 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.
- **Multiple Appraisers:** 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.
- **Mass Adjustment of Grades:** Examination officer can trigger a report to adjust the grades for all student that have taken a selected exam.

Key Benefits

- Universities' compliance to Bologna framework is facilitated.

PLANNED INNOVATIONS

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.

The screenshot shows a web browser window displaying the SAP Internship Registration form for Anna Gonzales. The browser title is "Internship Registration: Gonzales, Anna [100000000009] - Microsoft Internet Explorer". The address bar shows the URL: "https://uxa1.qu6.wdf.sap.corp:44309/sap/bc/webdynpro/sap/piq_ish_regist?sap-client=820&csaj". The page title is "Internship Registration: Gonzales, Anna [100000000009]". The form has tabs for "General Data", "Context Data", and "Business Partners". The "General Data" tab is active. The form contains the following fields:

- Attributes:**
 - IntShipReg (Desc.): Research Co-op
 - Registration Status: [Dropdown]
 - Internsh. Category 1: [Dropdown]
 - Attribute 1: [Text Field]
 - Internsh. Category 2: [Dropdown]
 - Attribute 2: [Text Field]
 - Internsh. Category 3: [Dropdown]
 - Attribute 3: [Text Field]
 - Internsh. Category 4: [Dropdown]
 - Attribute 4: [Text Field]
 - Internsh. Category 5: [Dropdown]
 - Attribute 5: [Text Field]
- Dates:**
 - Academic Year: Ac. year 2011-12
 - Academic Session: Fall
 - Internship Duration: 3
 - Duration Unit: Months
 - Begin Date: 09/01/2011
 - End Date: 12/01/2011

A "Lab Preview" watermark is visible in the bottom left corner of the screenshot.

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.

PLANNED INNOVATIONS

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
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- Accelerated Financial Close

Student Information

- Student Lifecycle Management

Fundraising and Donor Relations

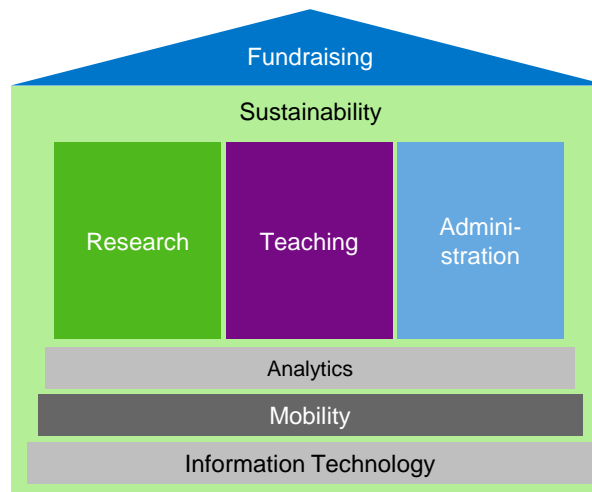
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Purchasing

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IT and Analytics

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SOLUTION TODAY

Research Analytics

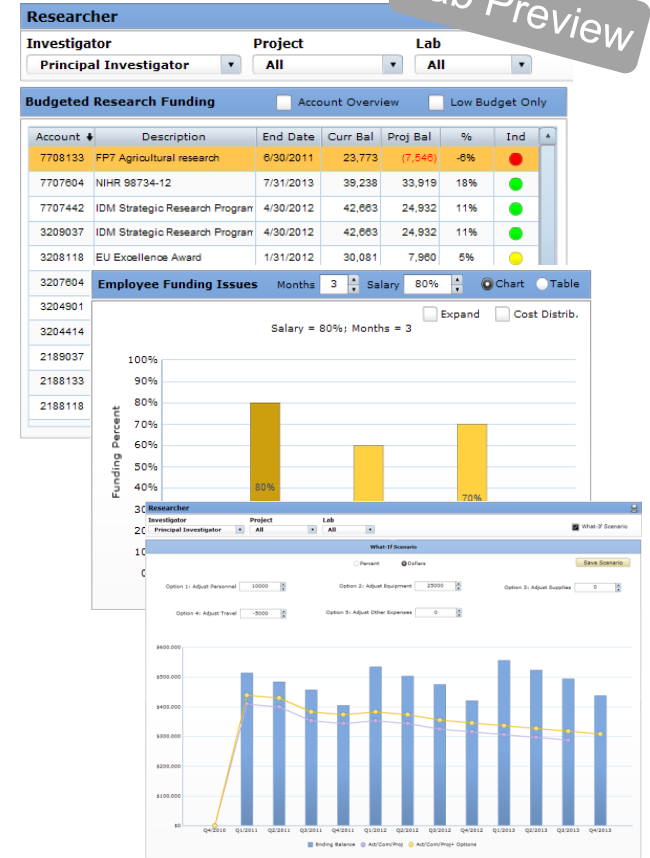
Researcher Visibility (phase 1)

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

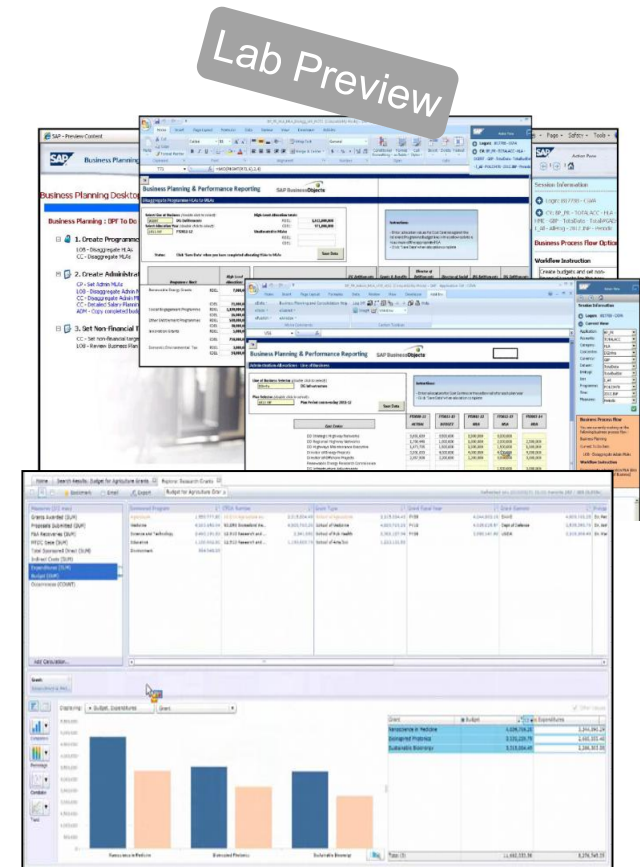
Researcher Visibility (phase 2)

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



PLANNED INNOVATIONS

Overview for LoB Product Development

Continuous Product and Service Innovation

	Key Needs	Key Innovations
Continuous Product and Service Innovation	<ul style="list-style-type: none">• Transparency and decision support for projects	<ul style="list-style-type: none">• (RDS) Portfolio Monitoring
	<ul style="list-style-type: none">• Quantity and quality of ideas; ability to select the right ideas early on; transparency and limited re-use of existing ideas & knowledge; Increase ROI of innovation initiatives	<ul style="list-style-type: none">• Idea Management
	<ul style="list-style-type: none">• Connecting multiple project management solutions within the IT ecosystem• Project transparency across the enterprise• Ability to report, analyze and/or react in a timely fashion to project issues• Visibility of project costs, schedule, resources and goals	<ul style="list-style-type: none">• Project Management Orchestration with MS Projects

PLANNED INNOVATIONS

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



Lab Preview

Portfolio Monitoring to increase transparency and support decision on up to date insights

PLANNED INNOVATIONS

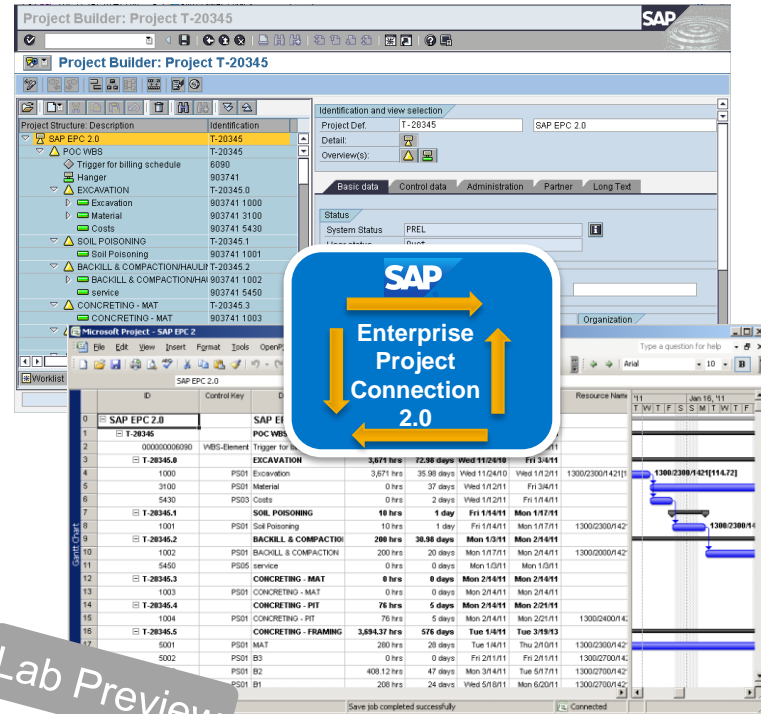
Planned: Enterprise Project Connection

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.



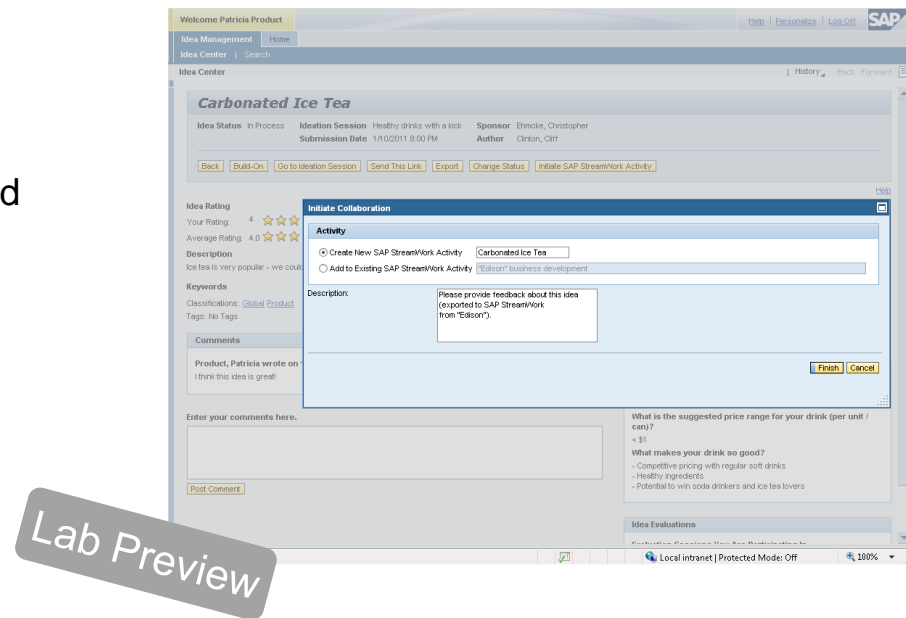
Project Management Orchestration to support external project scheduling that exists within IT ecosystem

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

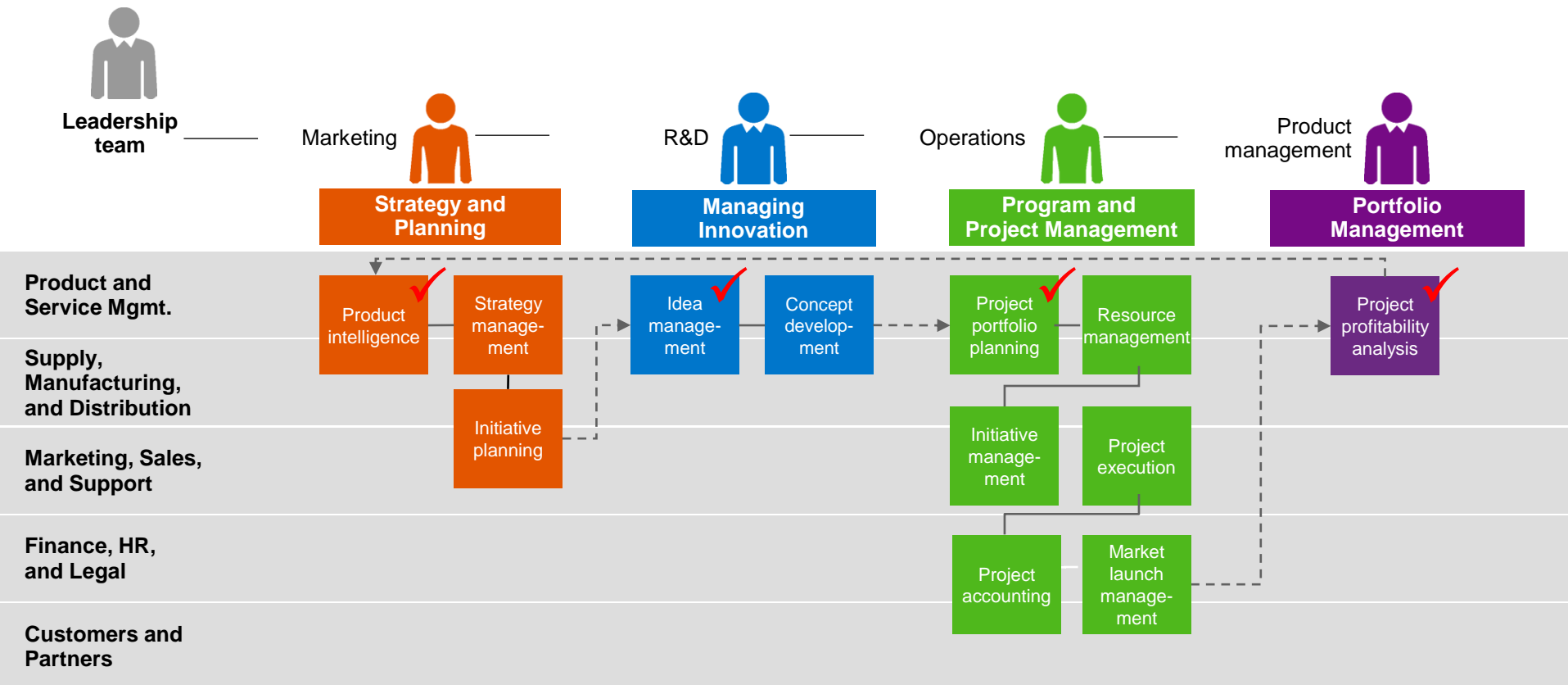


Enabling the end-to-end process from idea to execution

PLANNED INNOVATIONS

Continuous Product and Service Innovation

Portfolio and Project Management



PLANNED INNOVATIONS

✓ Updated functionality planned

Solutions for Higher Education and Research Finance

Research

- Research Project Execution
- Research Proposal Development

Sustainability

- Energy & Carbon Management

Human Resources

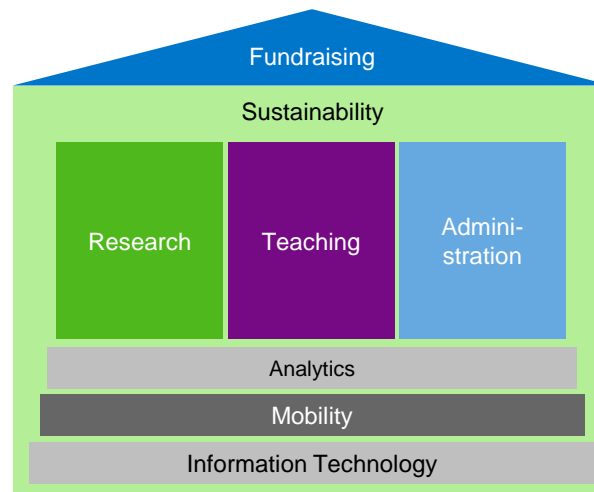
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Student Information

- Student Lifecycle Management



Fundraising and Donor Relations

- Donor and Alumni Management

Purchasing

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IT and Analytics

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Planned Innovations for LoB Finance

Overview: Risk and Compliance Management

	Key Needs	Key Innovations
Risk and Compliance Management	<ul style="list-style-type: none">• Manual audit processes• Visibility of how detailed audit data supports enterprise-level risk management	<ul style="list-style-type: none">• Risk-based approach to audit planning
	<ul style="list-style-type: none">• Automate remediation processes	<ul style="list-style-type: none">• Enhanced offline forms support

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

PLANNED INNOVATIONS

Solutions for Higher Education and Research Human Resources

Research

- Research Project Execution
- Research Proposal Development

Sustainability

- Energy & Carbon Management

Human Resources

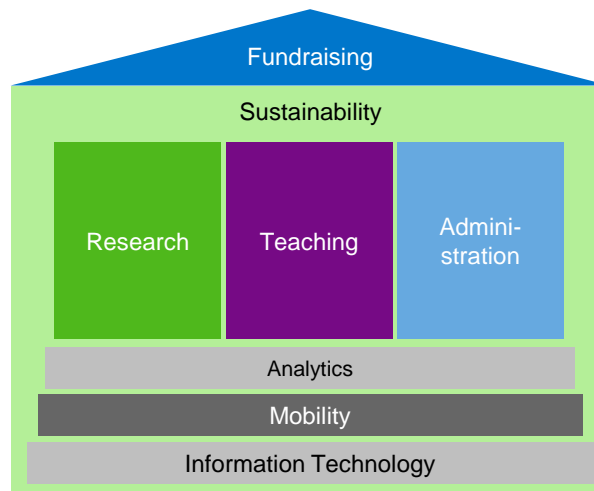
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SOLUTION TODAY

Planned Innovations for LoB Human Resources

Overview (1/2)

	Key Needs	Key Innovations
Build the Workforce	<ul style="list-style-type: none">• visibility into metrics around the recruiting process	<ul style="list-style-type: none">• Operational Reporting for SAP E-Recruiting
Drive Efficient HR Operations	<ul style="list-style-type: none">• Support of non-SAP portal environments• Shorten implementation project cycles• Ease implementation to avoid need of special skills (e.g. Java)• changed user expectations regarding usability	<ul style="list-style-type: none">• Employee Portal Renovation• Manager Portal Renovation
	<ul style="list-style-type: none">• Mobility is top concern for enterprises• Fundamental change in the way users access HCM processes• Mobile apps to support the business needs of employees, managers, and HR administrators	<ul style="list-style-type: none">• HCM on Device

PLANNED INNOVATIONS

Planned Innovations for LoB Human Resources

Overview (2/2)

	Key Needs	Key Innovations
Core HR and Payroll	<ul style="list-style-type: none"> • 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 	<ul style="list-style-type: none"> • Core Renovations in PA
	<ul style="list-style-type: none"> • UI should be good looking/robust • Requires substantial training to overcome feature overload • Mass change capability • visualization of contingent workers 	<ul style="list-style-type: none"> • Core Renovations in Org Management
	<ul style="list-style-type: none"> • Shorten and make the implementation of PA & Org Mgmt. less expensive • Reduce project risk • PA & OM prerequisites for other modules 	<ul style="list-style-type: none"> • Core HR: PA, OM, employee & manager
HR operations efficiency	<ul style="list-style-type: none"> • UI should be good looking/modern • Requires specialized knowledge to configure new forms/scenarios • Requires additional technical infrastructure 	<ul style="list-style-type: none"> • Renovations in Processes and Forms

PLANNED INNOVATIONS

Build the Workforce

Operational Reporting for SAP E-Recruiting

Solution Enhancements

- Instant access to real-time information about recruiting processes
- Flexible new framework for operational reporting
- Ability to leverage different visualization options based on customer need

Key Benefits

- Instant access to real-time information about recruiting processes
- Flexible new framework for operational reporting
- Ability to leverage different visualization options based on customer need

PLANNED INNOVATIONS

Drive Efficient HR Operations

Employee 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

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

Solution Enhancements

- New UX
- Specialized business processes
- Collaboration and analytics

Key Benefits

- Less training required
- Improved data quality
- Improved job satisfaction

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
- Prerequisite for other HR solutions (e.g., Talent Management)

PLANNED INNOVATIONS

HR operations efficiency

Renovations in Processes and Forms

Solution Enhancements

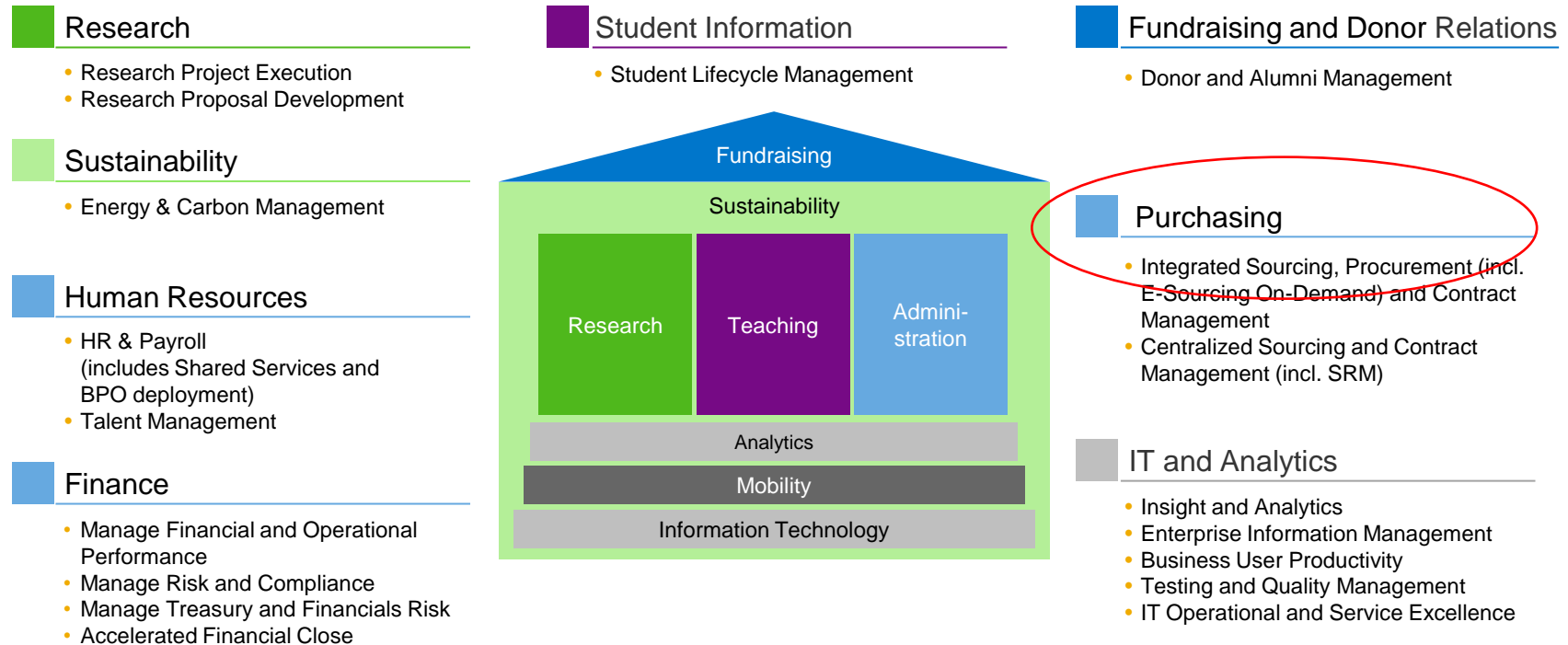
- New richer and more intuitive UX;
- Improved performance
- Corrections via regular SAP support mechanisms

Key Benefits

- Improved UX helps drive efficiency and satisfaction
- Leverage common /existing skill set to create new forms/scenarios
- Reduce technical infrastructure requirements and associated costs

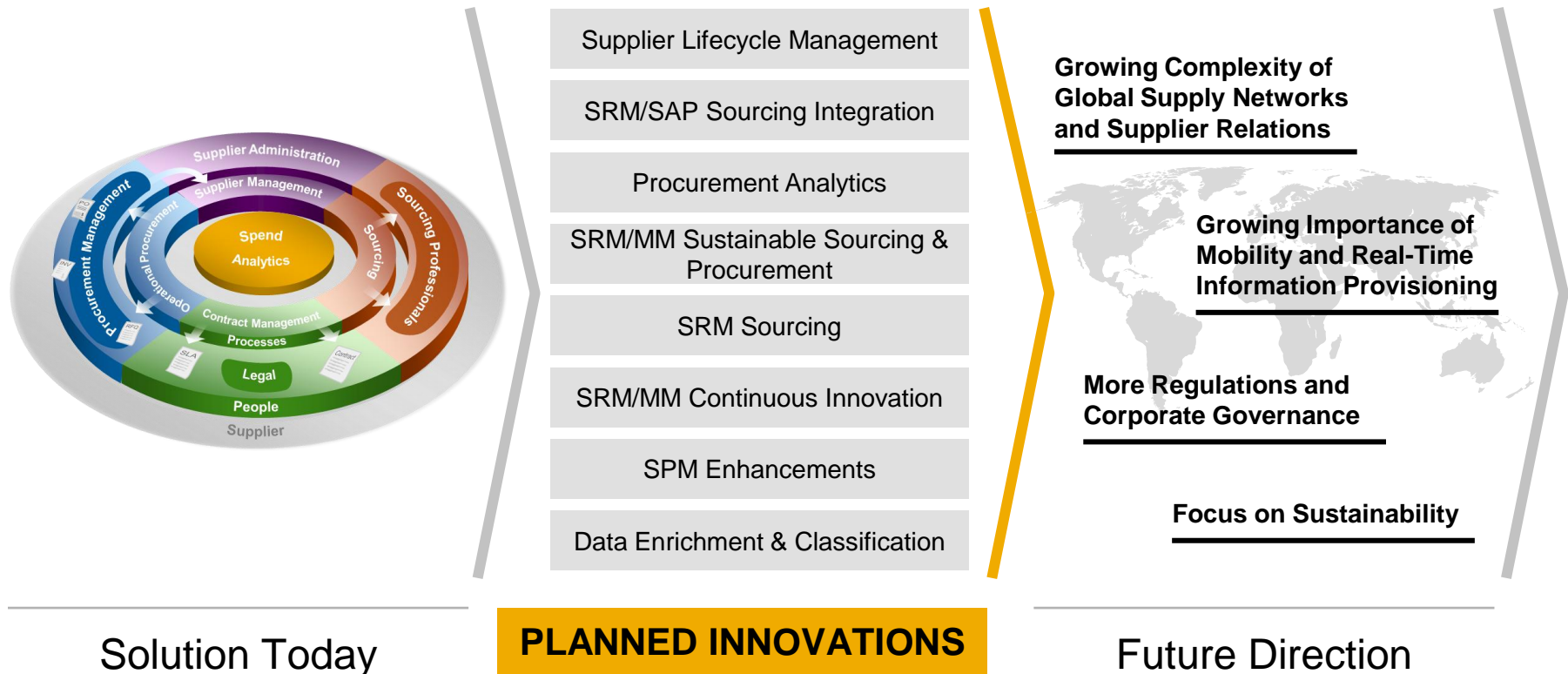
PLANNED INNOVATIONS

Solutions for Higher Education and Research Purchasing



SOLUTION TODAY

Overview of SAP Road Map for Procurement



Planned Innovations for Procurement

Overview: (1/2)

Key Needs

- Visibility on supplier performance
 - Manage increased supply risk
 - Transparency on the supply base
 - Need to maximize cost savings
 - Consistent supplier activities across multiple buying organizations
-
- Integrated contract management process across legal and operational contract
 - Avoid multiple stores for same contract and confusion on where to go for contract information
 - Better orchestration between on-Demand and on-Premise applications
-
- Improve usability, better visibility, and process efficiencies by embedding custom analytics and expanding into new roles and processes
 - Global procurement view without implementing BI. A holistic view to make global procurement decisions

Key Innovations

- Supplier Lifecycle Management
-
- SRM - SAP Sourcing Integration
-
- Enhanced Analytics - Real time, Embedded, Predictive

PLANNED INNOVATIONS

Planned Innovations for Procurement

Overview: (2/2)

Key Needs

- Manage increased supply chain risks
 - Avoid customer revenue loss
 - Increased focus on governance and compliance
-
- Optimize sourcing decisions
 - Process flexibility
 - Increased usability
-
- Strategic sourcing to contract process
 - Ensure compliance to contracts, SLA's and regulations
 - Ability to author, manage, amend and centrally store contracts
 - Visibility on supplier lifecycle and development
 - Ability to manage supplier qualification, evaluation and performance

Key Innovations

- SRM/MM Sustainable Sourcing & Procurement
-
- Enhanced Sourcing in SRM - Integration, Simulation and Analytics
-
- SAP Sourcing OP Enhancements - BO Reporting, Search, Mobile and Workflow

PLANNED INNOVATIONS

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.

PLANNED INNOVATIONS

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

Solution Enhancements

- Sustainable catalogue search and shopping
- Consider sustainable attributes in sourcing process
- Business partner enhancements to reflect sustainability criteria.
- Sustainable supplier evaluation and monitoring

Key Benefits

- Efficient information gathering
- Proactive development of sustainable and best suppliers
- Built-in sustainability for Procurement processes

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

- Full adoption of SAP BusinessObjects reporting tools
- Global search across the solution
- Support for Microsoft Word 7 for contract generation
- Full mobile device support for contract approvals
- Enhanced configurable supplier creation and change workflow approvals

Key Benefits

- Enables project based sourcing best practices
- Delivers time savings in response to supplier evaluations and scoring
- Quick and fully searchable repository
- Effective management of contract expirations and audits
- Quick supplier identification and maintenance

PLANNED INNOVATIONS

Solutions for Higher Education and Research: Sustainability

Research

- Research Project Execution
- Research Proposal Development

Sustainability

- Energy & Carbon Management

Human Resources

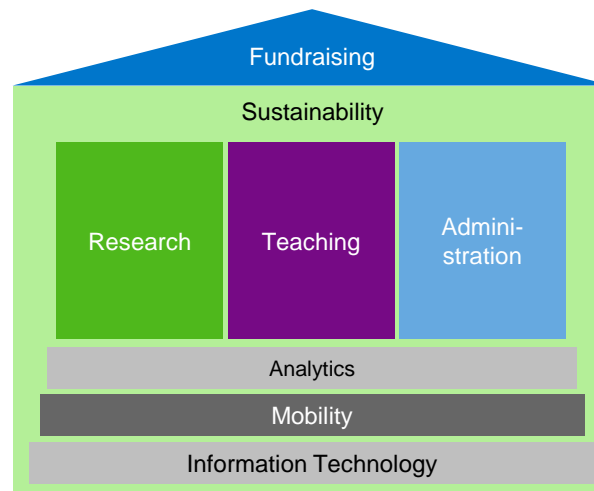
- HR & Payroll (includes Shared Services and BPO deployment)
- Talent Management

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

SOLUTION TODAY

Planned Innovations for LoB Sustainability

Overview: Embedded Product Compliance

	Key Needs	Key Innovations
Embedded Product Compliance	<ul style="list-style-type: none">• Accelerating rollout for global recycling obligations• Support for multi-sourced SKU's and what-if analysis	<ul style="list-style-type: none">• Recycling Administration
	<ul style="list-style-type: none">• Compliance to REACH, GHS, CLP and similar regulations	<ul style="list-style-type: none">• Product Safety
Energy & Carbon Management	<ul style="list-style-type: none">• Complying with reporting standards• Model corporate hierarchy for energy and carbon management• Energy forecasts for cost planning• Determining Abatement strategies• Understanding weather impacts on energy strategy	<ul style="list-style-type: none">• Carbon Impact
Operational Risk Management	<ul style="list-style-type: none">• Keep track of changing regulations and their impact to their operations and processes	<ul style="list-style-type: none">• Management of Change• Worker Safety• Environmental, Health, and Safety Risk Assessment

PLANNED INNOVATIONS

Embedded Product Compliance

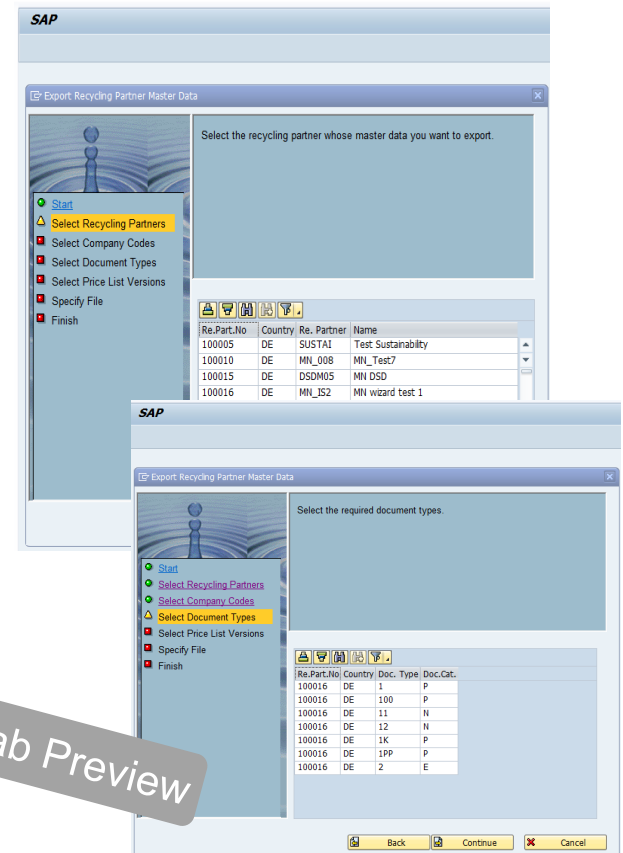
Recycling Administration

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

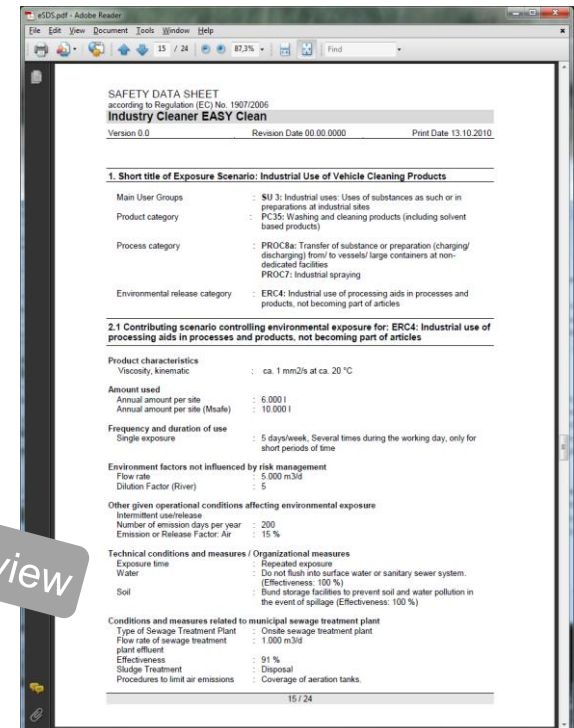
Product Safety and Compliance

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



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

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PLANNED INNOVATIONS

Operational Risk Management

Management of Change

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

Dec 2, 2010	Job Card	POLEDNA	Copy	H	Page 1
Order	4006942	Order Type	PM01	Maintenance order	
Description	Repair broken cover				
Start date	Dec 2, 2010	End date	Dec 2, 2010		
Priority					
Status	REL NMAT PRC TTJL				
Funct. location					
Equipment	10037809	Gas Tank			
Assembly					
Location					
PM planner grp					
Main work center	MECHANIK 0001	Plant Maintenance Mechanik	Room	PM plant	0001
Maintenance plan					
Revision number					
Safety Plan					
Relevant Risks					
 					
Explosion Falling from Heights					
Planned Safety Measures					
General Safety Measures					
🔧 Welding Permit					
Operations and Safety Measures					
Check pressure and temperature					
☞ Gas Detector GS13-S					
☞ Fire Extinguisher FE87-987					
☞ Safety belt 4711					
Remove cover					
☞ Safety belt 4711					
Check and repair cover					
No safety-relevant information available					
Install cover					
☞ Fire Extinguisher FE87-987					
☞ Safety belt 4711					

Lab Preview

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

Lab Preview

The screenshot displays the SAP Risk Assessment: Safety Assessment web interface. At the top, it shows the risk assessment type as 'Health' and the status as 'In Progress'. Below this, there are navigation tabs for 'Basic Information', 'Risks', 'Documents', and 'Tasks'. The 'Risks' section is active, showing a table of risks. The table has columns for Location Name, Hazard, Operational Status, Agent, Severity, Likelihood, Level, Risk Level, Evaluation, and Risk ID. One risk is listed: 'Standing' with hazard 'Cold Stress (hypoth...)', agent 'rest - cold', severity '4 - Major', likelihood '4 - Likely', level '3', risk level '3 - High', and risk ID '2379'. Below the table, there is a 'Steps' sidebar and a 'Determine Inherent Risk' section. This section includes a 'Value Comparison' table and a 'Graphical Risk Matrix'. The matrix is a 5x5 grid with Likelihood on the y-axis (1-5) and Severity on the x-axis (1-5). The values in the matrix range from 1 to 25. The value 16 is highlighted at the intersection of Likelihood 4 and Severity 4. Below the matrix, there are fields for 'Risk Matrix', 'Likelihood' (set to 4 - Likely), 'Severity' (set to 4 - Major), and 'Risk Value' (set to 16). There are also descriptive text fields and a comment field for each of these values.

PLANNED INNOVATIONS

Operational Risk Management

Regulatory Content Integration and change updates

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

Citation Update Task

Id: 1,000,124
Priority: Medium
Name: Citation Update Task
Description: Update task for BNA citations
Due Date: 2/3/2011 (based on time zone: Central European Time)
Status: New 0 %
Raise Exception: Raise
Comment:
Completion Date:

Details Citation Updates Raised Exceptions Documents

Publish Date	Effective Date	Provider	Title	Type
5/14/2010	1/1/2010	BNA	HAZARDOUS MATERIALS TRANSPORTATION	Proposed Rule
8/24/2010	1/1/2010	BNA	HAZARDOUS MATERIALS TRANSPORTATION	Proposed Rule
9/1/2010	1/1/2010	BNA	HAZARDOUS MATERIALS TRANSPORTATION	Final Rule
1/19/2011	1/1/2010	BNA	HAZARDOUS MATERIALS TRANSPORTATION	Final Rule

Citation Update

General Citations (1)

Affected Citations

Select All Deselect All Display Impact

Citation	Category
Test Citation BNA	

PLANNED INNOVATIONS

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

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- Student Lifecycle Management

Fundraising and Donor Relations

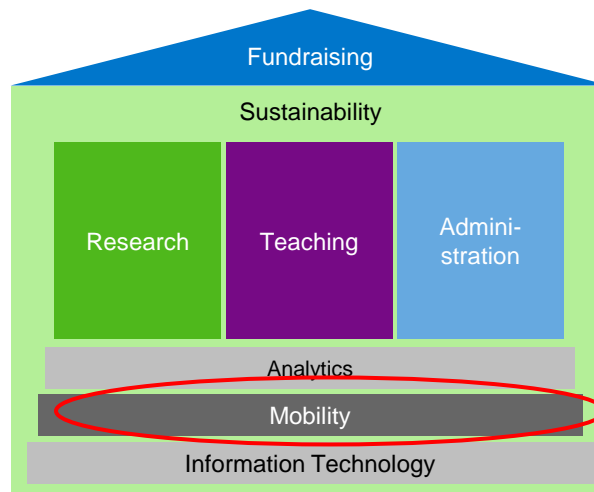
- Donor and Alumni Management

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

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

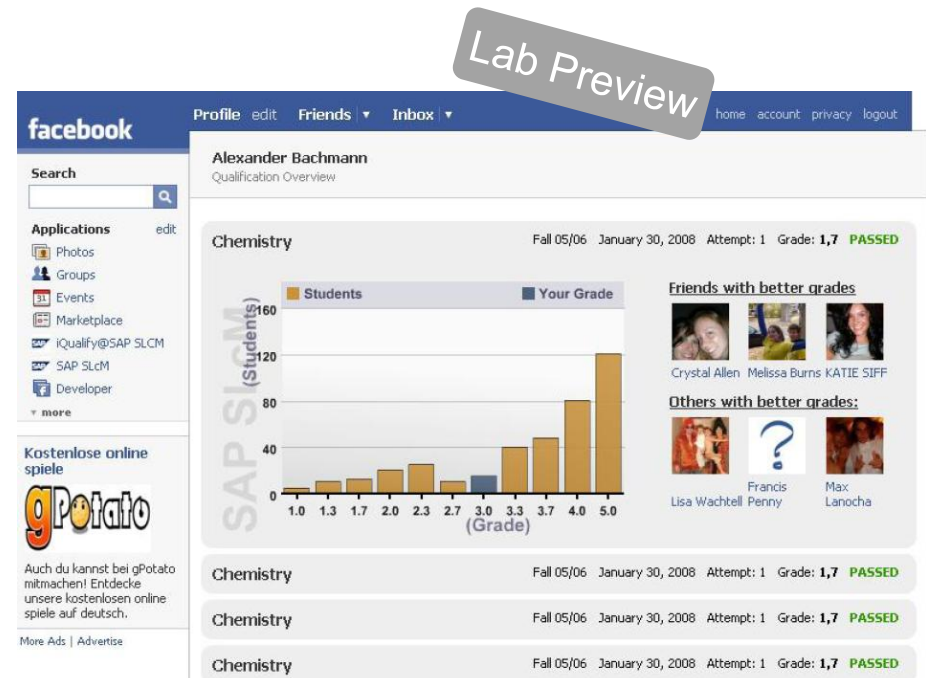
Integration to Facebook

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

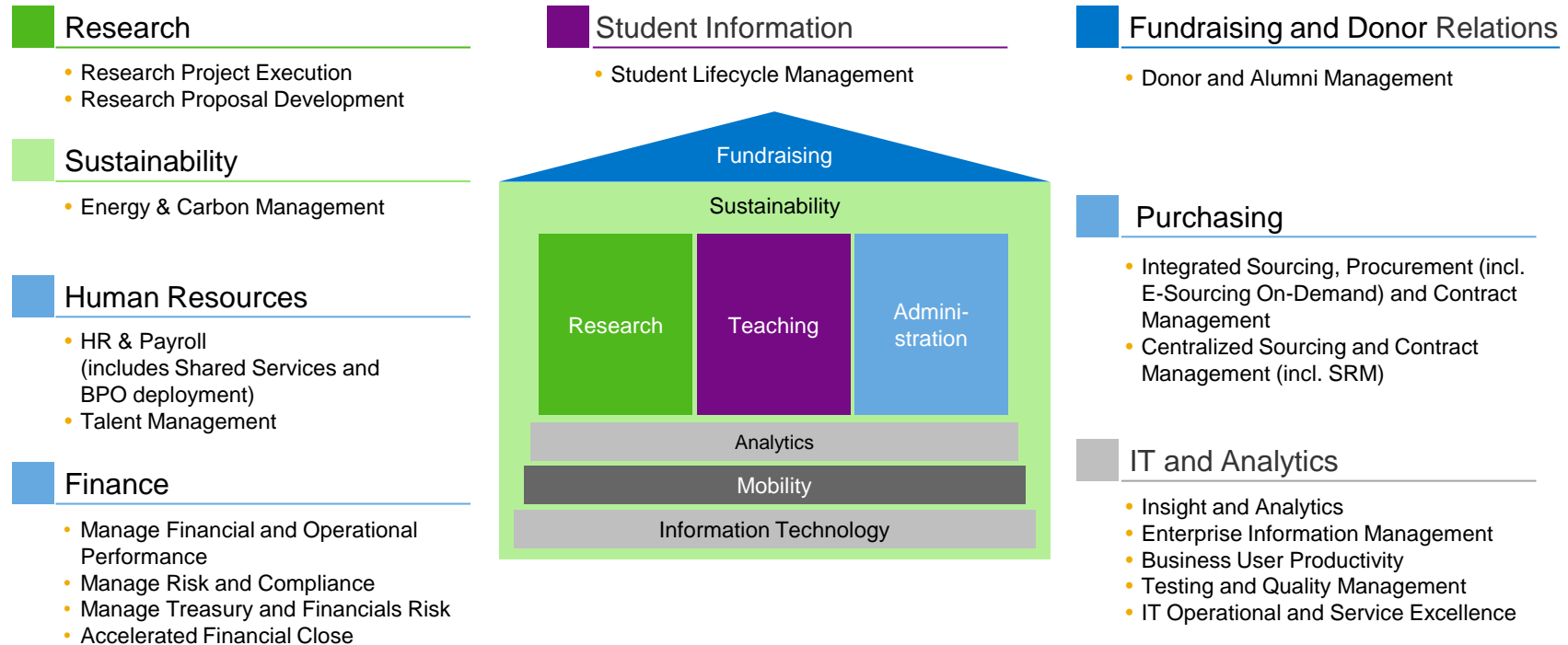
Key Benefits

- Improved student experience



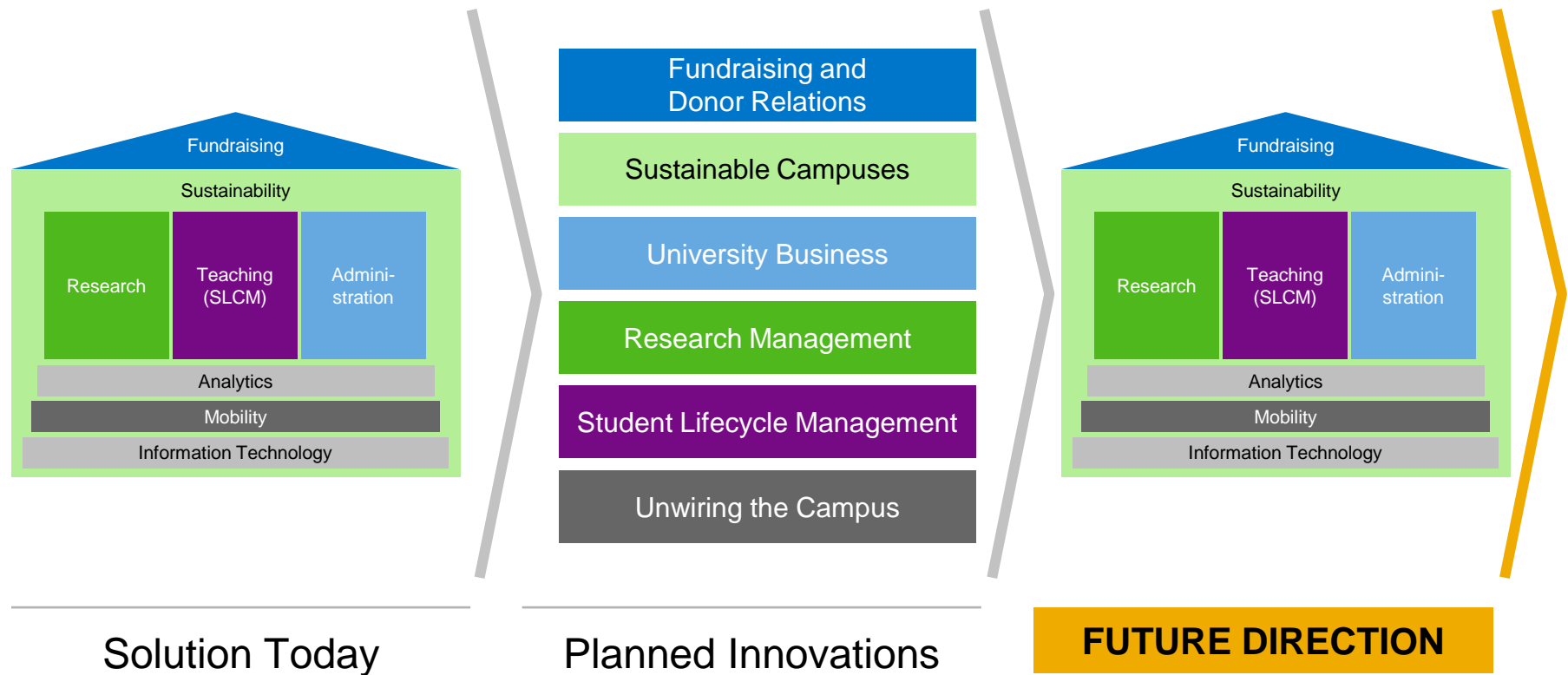
PLANNED INNOVATIONS

Solutions for Higher Education and Research



SOLUTION TODAY

Overview of SAP Road Map for Higher Education & Research



Key Trends Driving Future Innovations for Higher Education and Research

Business Approach to Managing Universities

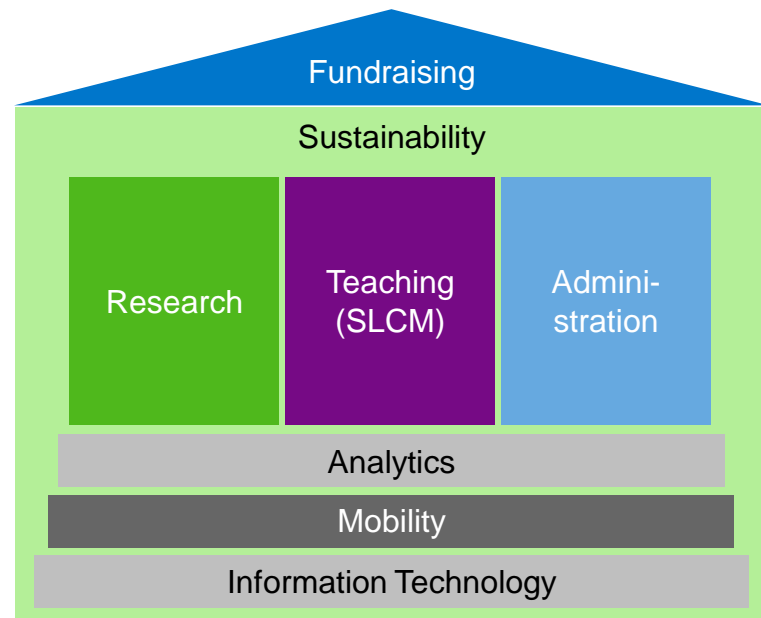
- Universities seek to implement best business practices
- Universities create greater student “customer” satisfaction

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!

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