



mySAP Higher Education & Research - standard solution for Universities

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THE BEST-RUN BUSINESSES RUN SAP





SAP – facts & figures

Global HER Market

Campus Management – solution overview

NetWeaver in HER Solution

Our Customer

SAP – facts & figures



SAP will...

...define and establish undisputed leadership in the emerging market for business process platform solutions,

...accelerate IT/business innovation for firms and industries worldwide,

...and thus contribute to economic development on a grand scale.

Summary of SAP Today



SAP AG in 2004 revenues: € 7.5 billion

- 96,400 installations
- More than 28,200 companies run SAP
- Providing more than 25 Industry Solutions
- 34,095 SAP employees (June 30, 2005)

12 million users in 120+ countries team with us to

- Integrate their business processes
- Extend their competitive capabilities
- Get a better return on investment at a lower total cost of ownership

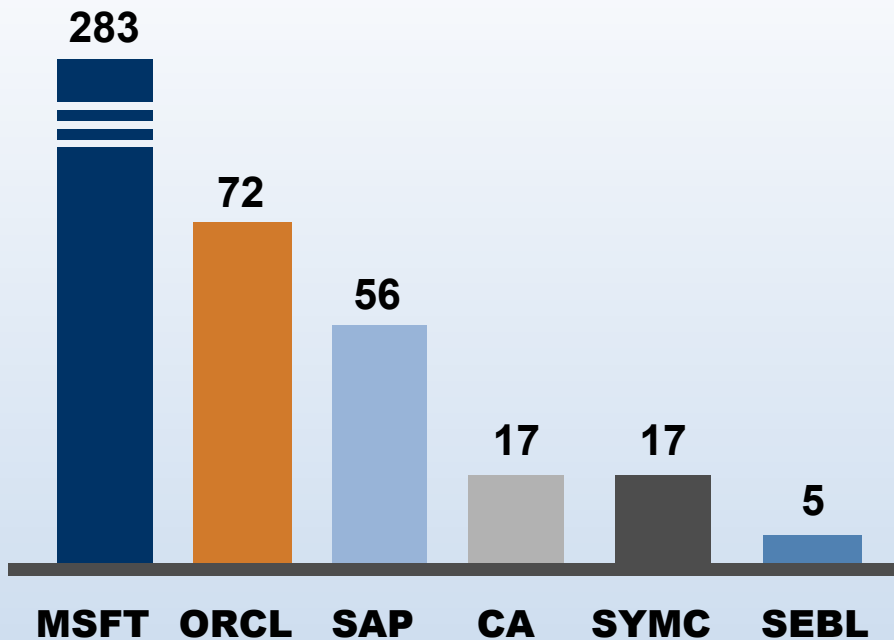
Unique Partner Ecosystem

- More than 1,600 partners
- Overall more than 180,000 SAP partner certificates

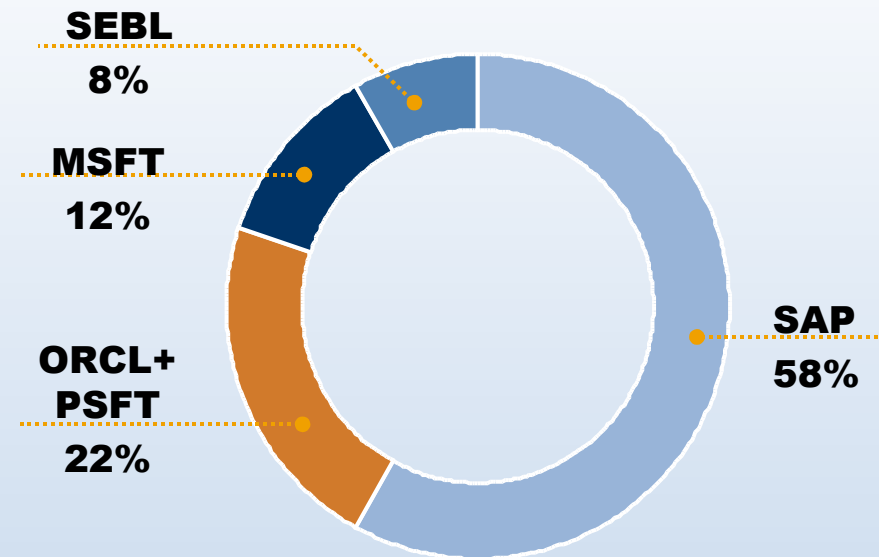
Expanding Leadership in Business Software*



The World's 7 Leading Software Companies By Equity Market Capitalization (in bill. USD)



SAP's Main Competitors by Software Revenues



* as of July 21, 2005

SAP AG 2005, mySAP Higher Education and Research -standard solution for Universities, Bartosz Gonczarek, SAP Poland

THE BEST-RUN BUSINESSES RUN SAP



SAP's Global R&D Organization

**>30% of SAP's developers are located
in nine International SAP Labs**





Education is the key driving force for innovation and revitalization of communities and economies. We seek to stimulate an environment that creates opportunities through different initiatives – globally and locally:

- **SAP University Alliances are currently operating in more than 500 universities worldwide with over 130,000 enrolled students in business management classes.**
- **Together with FIRST LEGO League, SAP initiated its first worldwide employee volunteering initiative to help children explore their innovative spirit and skills. In 2005, in 19 countries with over 700 kids participating, more than 170 SAP colleagues are engaged as coaches and mentors.**

Global HER Market

Key Drivers – Global Higher Education

Increasing competition for similar student populations

- As the rising cost of higher education leads students to be more selective in choosing which schools to attend, institutions must more actively compete for the top quality students. In addition, traditional institutions globally face increased competition from other sources, such as international universities, for-profit and virtual universities.
- The role of technology to address this challenge is twofold:
 - ◆ As a differentiator – higher education institutions are pushed to demonstrate that the institution is tech-savvy and tech-friendly to draw students in. In some cases, the need for differentiation also is pushing institutions to move beyond leveraging technology in administrative settings to instructional settings.
 - ◆ As a tool to identify and attract the “right” students - IT allows institutions to gather, manage, and analyze prospective student data, such as demographic data, academic major interests, career interests, athletic activities, etc. to personalize communications and interact with them more effectively.

Rising student demands (and expectations) for access to technology within the institution

- In many countries, higher education students have been brought up on a rich multimedia diet and expect to be inspired and motivated in the same variety of ways in the classroom as they are at home.
- In addition, as the populations of developed countries become more technology savvy, there is increasing demand for schools and universities to offer online services and increase student access to administrative services online, such as application, registration, tuition payment, and course management.

The need to increase access to higher education across borders – such as via e- or distance learning courses

- The new information society has transformed the way people access, transfer and process information. Students no longer need to be in the physical classroom to learn. By allowing students to access courses online, distance and e-learning technologies maintain or even improve access and quality while reducing costs.
- Great disparity among income levels translates into widespread differences in access to tertiary / higher education across countries within one region.

Students taking on more responsibility for the financing of their education

- In Europe, for example, students must pay for higher education now in the UK (and soon, Germany) rather than it being provided 100% by the central government. Shifting the financial burden to students leads to an emerging “consumerism” trend and presses the issue of affordability and equal opportunity.



What are the major challenges facing the HER market?

- Many colleges and universities rely on **disparate legacy systems** which are inefficient, utilize dated technology which is expensive to maintain, and which provide insufficient access to critical data.
- Many campuses are **fragmented into business “silos”** (academic, administrative, research) which leads to inefficiencies and poor service.
- With schools facing **increasing competition for funds**, resources are too focused on administration and maintenance, instead on the goals of the institution: excellence in teaching and research.
- **Students expect** higher levels of service, including 24-hour, web-enabled access to services.

How does SAP help institutions to meet these challenges?

- SAP's integrated system architecture enables customers to **reduce total cost of ownership** savings and improve return on investment, allowing schools to **concentrate resources** on teaching and research.
- The SAP **solution is flexible** and can be configured to support existing business processes and to enable future change.
- SAP technology and design brings **best business practices** from hundreds of global installations.
- The SAP Campus Management solution **supports a student-centric approach** to University administration.
- SAP contributes to the overall **competitiveness** of all its customers – including those in Higher Education.

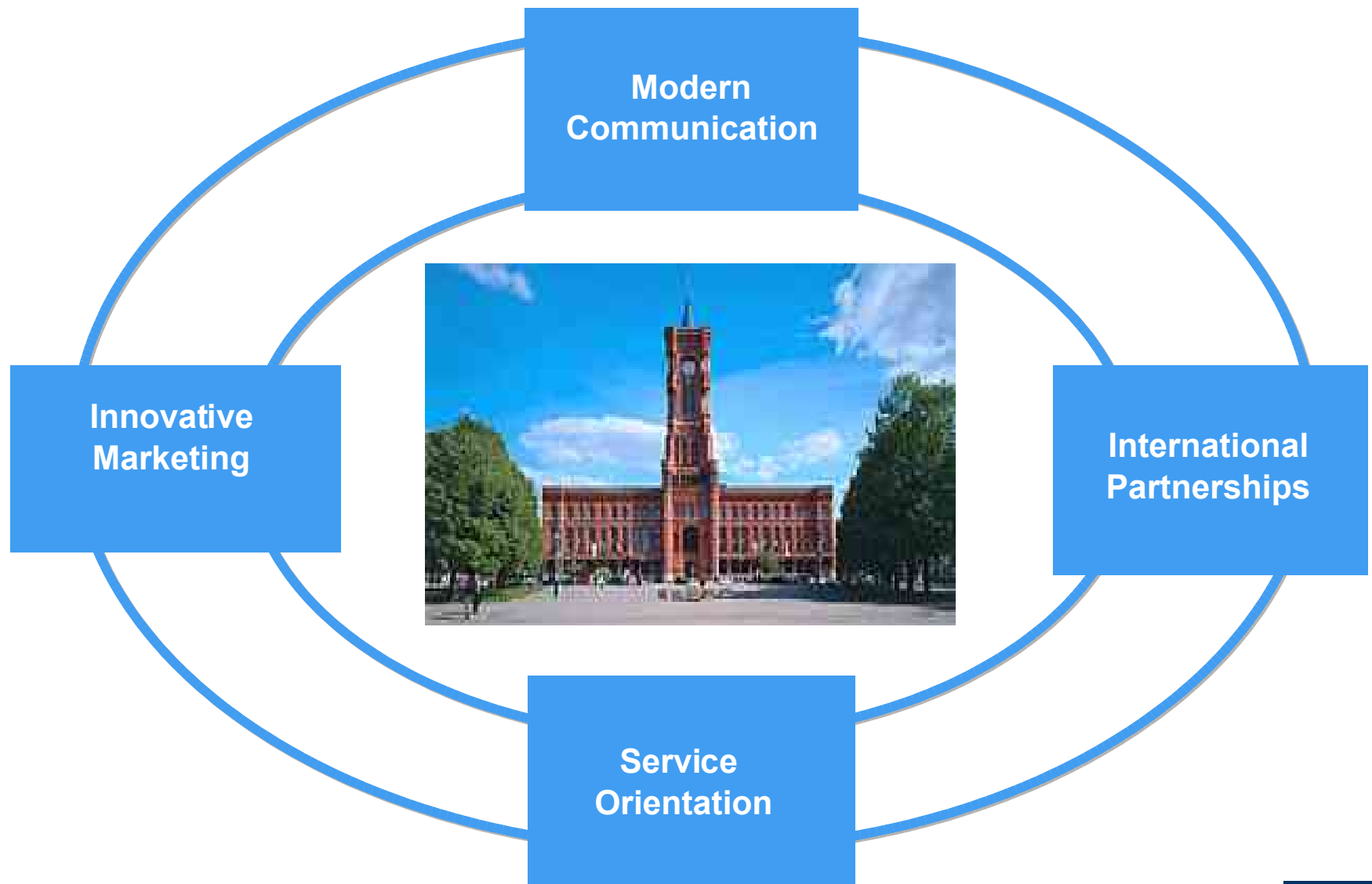
SAP Vision for Our HER Customers

Our long-term vision is to become the primary business enabler for centers and communities of learning and research around the world.

Our immediate goal is to provide the the world's best solution for institutions of higher learning by combining the most productive business platform in use in the world today with the most robust technology ever developed to meet their specific operational and academic needs.

We aim to do this by becoming the strategic business partner to our customers, helping them grow more efficient in campus administration and more competitive as academic centers. We want our customers, and their customers, to enjoy the measurable benefits they see not only from SAP, but from all their current and future investments in information technology.

A modern university – external view



A vision for modernization – internal view

A modern university ...

- ... is an enterprise which has or aims for a **leading position** in an increasingly competitive education & research environment
- ... understands competition as a **stimulant to growth**
- ... runs an environment to maximize operational & **outcome driven excellence** in teaching / learning, research and business
- ... applies strategies to deploy global **best business practices** proven in other industries where applicable, while developing best practices in their core competency areas
- ... **collaborates** globally
- ... constantly looks for **innovation**
- ... establishes the **agility** to quickly react to changing market and regulatory influences

...

A modern university ...

attracts the most qualified **students**, e.g. through

- Targeted recruitment of students
- Attractive study offerings and individualized services

attracts the most qualified **teachers**, e.g. through

- Excellent teaching environment
- Administrative support
- Environment which promotes career opportunities

attracts the most qualified **researchers**, e.g. through

- Excellent research environment
- Modern equipment
- Global collaboration

attracts the best available **service & business employees**, e.g. through

- Deployment of best business practices
- Professional Development

attracts other stakeholders such as **partners, government, industry**, ...

→ **promotes excellence in business, teaching & research**

Campus Management – solution overview

Higher Education & Research 2005

Financial Management & Decision Support	Strategic Enterprise Management	Budget Formulation	Budget Execution	Revenue Management	Financial Accounting	Managerial Accounting
Institutional Development	Market Research & Analysis	Marketing	Fund Raising	Partner Management	Alumni Management	
Studies Management	Academic Program Planning	Resources & Scheduling	Teaching & Learning	Academic Advising & Career Placement		
Student Life Cycle Management	Recruitment, Prospects & Admissions	Student Registration	Academic Progress	Student Receivables	Financial Aid & Sponsoring	
Institutional Services	Campus Services	Online Services	Library & Media Management	Housing	IT Services	
Grants Management	Planning, Application & Preaward	Financial Accounting for Sponsored Programs	Reimbursement for Sponsored Programs	Reporting to Sponsors & Closeout	Grantor Management	
Research Management	Research Planning	Research Project Management	Research Information	Research Result Management		
Human Resource Management	Organization & Position Management	Recruitment	Personnel Administration	Time Management	Personnel Development & Training	Compensation & Benefits Administration
Material Management & Business Support	Procurement Process Management	Inventory Management	Facility Management	Reimbursable Services	Goods & Services Sales & Distribution	Real Estate Management
					Cash Management & Treasury	Travel Management

Product Vision: mySAP HE&R as Integrated Solution

mySAP Human Resources

- Personal Admin.
- Personal Develop.
- Payroll
- Recruiting

mySAP Enterprise Portal

- University portal
- Student portal
- Employee portal

mySAP Financials

- Financial Admin.
- Controlling
- Biller
- Direct

mySAP Public Sector

- Funds & position Mgmt.
- Contract Acc.
- Grants mgmt.
- Records mgmt.

mySAP CRM

- Marketing & Sales
- Opportunities & Call Center
- Web Application

Campus Management

- Student Life Cycle – core functionality



mySAP
Higher Education &
Research solution

mySAP Business Intelligence

- Reporting
- Enterprise management

SAP Basis

- Org Mgmt.
- ALE
- Workfolw
- Archiving

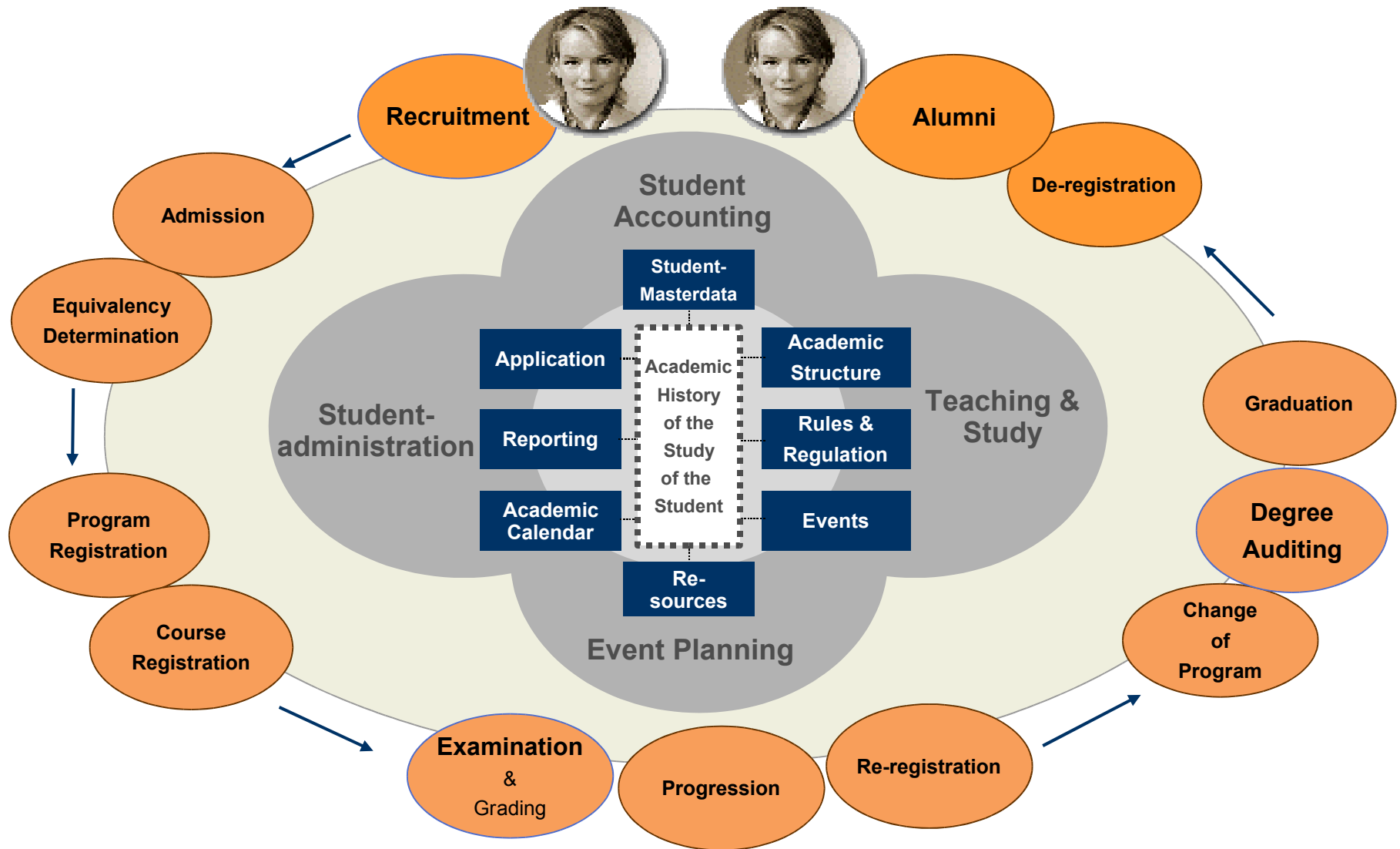
SAP Learning Solution

- Life Long Learning
- Distance Learning
- CMS Systems

mySAP SRM

- eProcurement

Managing the Student Life Cycle



Different Study Models in one ,Global Educational System ‘

Non Program oriented

- Courses offered mainly for continuing education
- Appraisals
- Earned qualifications

Current Project:

British Council
(92 teaching centres worldwide)

Program Type oriented

Admission:

- As undergraduate
- As freshman

Progression

- Based on last academic standing and academic session

Degree Audit:

- Based on full academic history

US Customers:

University of Mississippi,
Central Michigan University

Program oriented

Admission:

- To program
- on stage (e.g. first year, second year)

Progression

- Stage progression
- Last stage

Degree Audit:

- Stage audit
- Last academic session

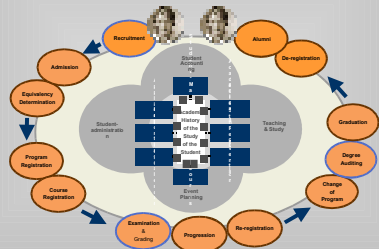
European Customers:

University of Newcastle,
Katholic University Leuven,
University of Basel

Campus Management supports both models according to the Bologna Agreement

Campus Management – Student Life Cycle

Campus Management

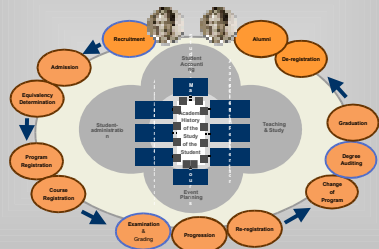


Registration

Administer your students registration to programs of study.



Campus Management

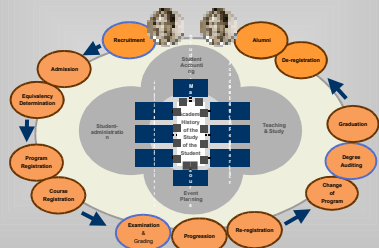


Course registration

Booking on arbitrary courses and events via various media in self-service or assisted by an advisor including automated control of students eligibility to register for a class by rules, time limits and holds as well as drops and withdrawals from courses.



Campus Management



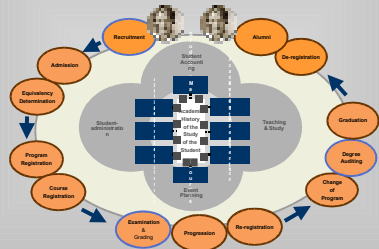
Fee Calculation

Calculate every kind of fee according to your rules based on the students data and his current enrollment to your institution



Campus Management – Student Life Cycle

Campus Management



Sponsoring

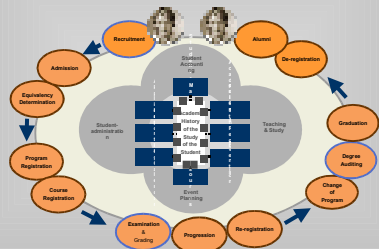
Manage sponsor supporting students and conditions for achieving a grant.

Financial Aid

Interface your Financial Aid system to Campus Management for a full integration of processes



Campus Management

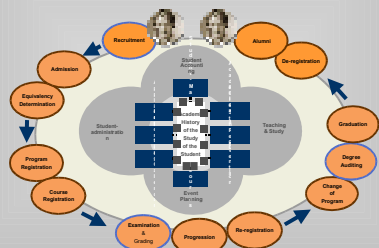


Student Accounting

Manage students financial accounts fully integrated in SAP's financial environment including controlling and funds management with state-of-art technology like electronic bill payment and posting.



Campus Management



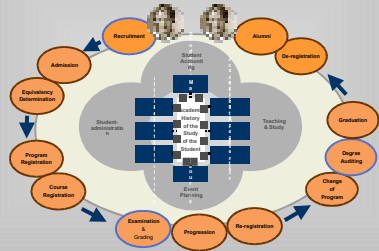
Progression

Evaluate students progress for different study models - highly flexible and automated



Campus Management – Student Life Cycle

Campus Management

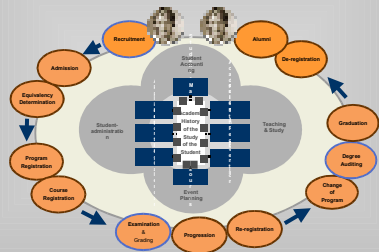


Re-registration

Control students re-registration to a program and manage their leave of absence



Campus Management

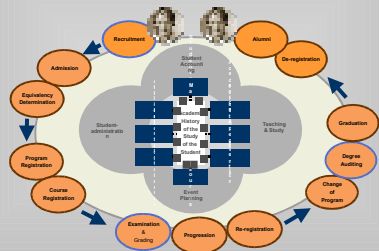


Degree Auditing

Compare students academic history with the degree requirements for students in self service and your experts in the office - fully integrated in one system



Campus Management



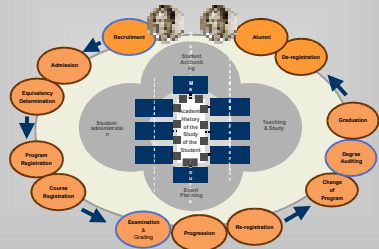
Graduation

Confer the degree to the student and manage their graduation



Campus Management – Student Life Cycle

Campus Management

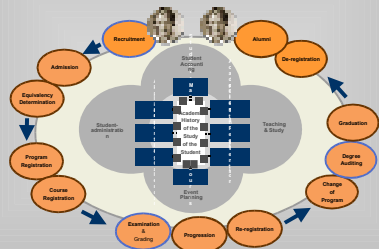


De-registration

Administer students deregistration, withdrawal and dismissal from programs of study



Campus Management

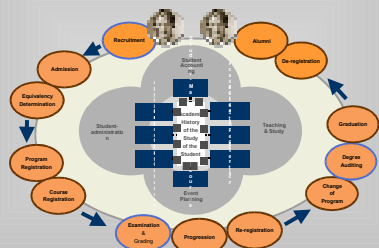


Examination and Grading

Complete management of students exams, grades and credits - according to the individual regulations of your university.



Campus Management



Alumni

Take care on your good relationship to your former students and potential sponsors with a professional Customer Relationship Management

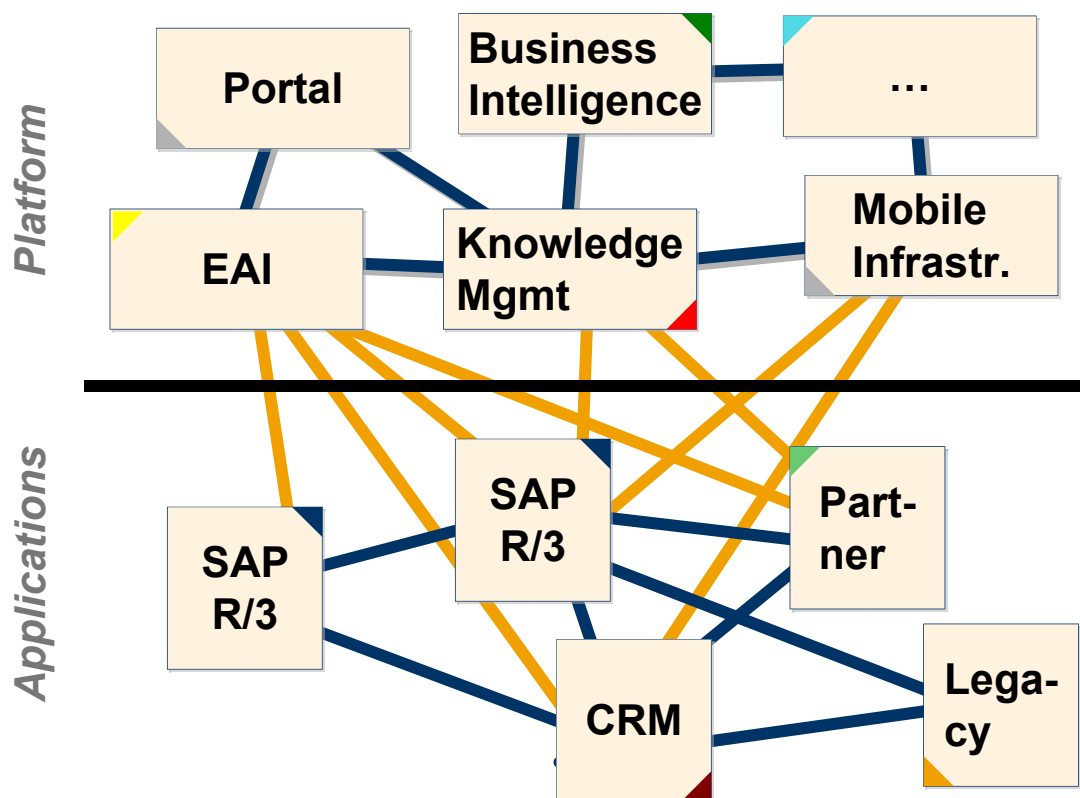




NetWeaver in HER Solution

The Complete TCO Picture

Complexity & cost drivers identified



Overall TCO =

Integration platform cost

+

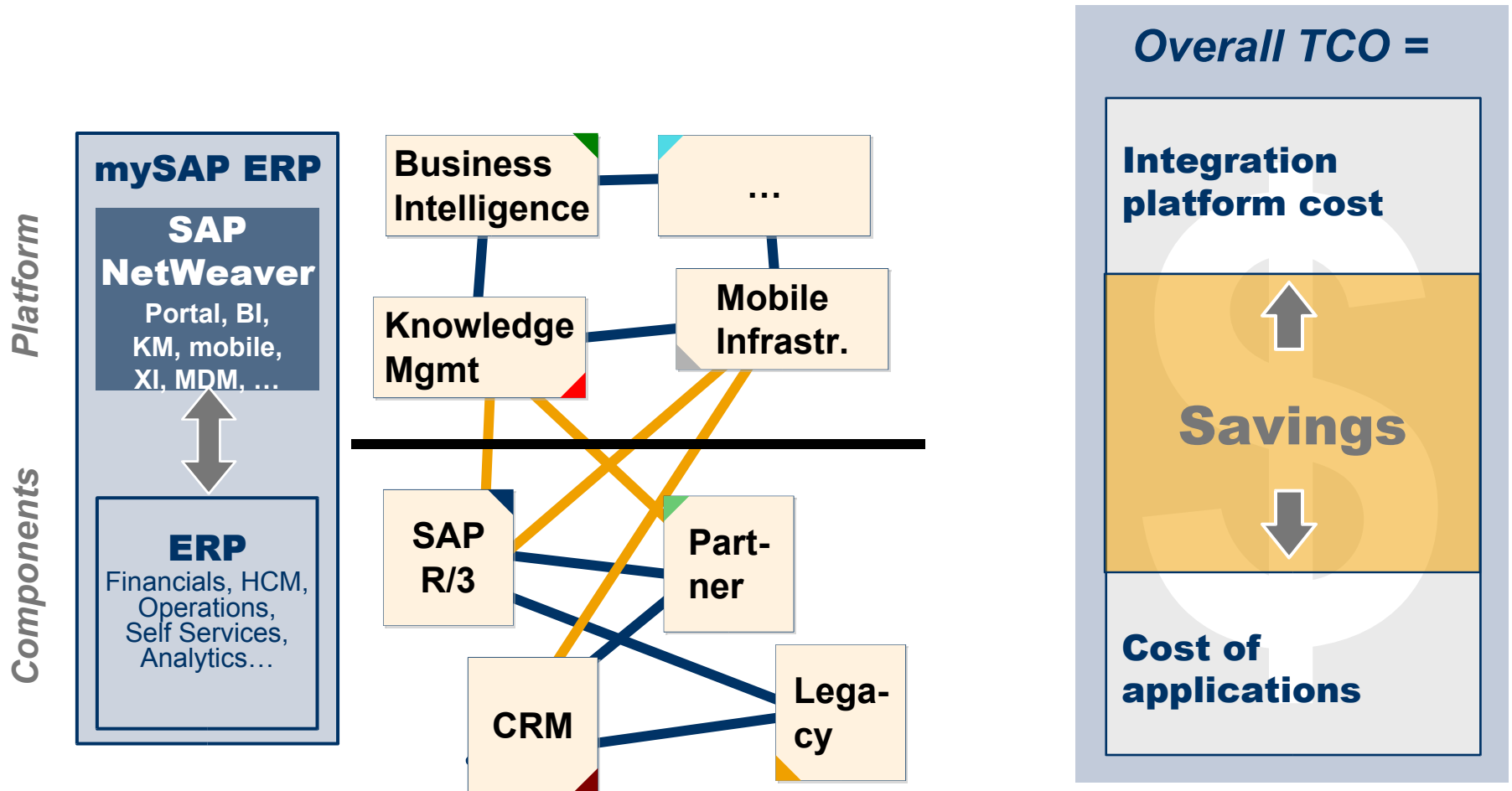
Cost of integrating applications and platforms

+

Cost of applications

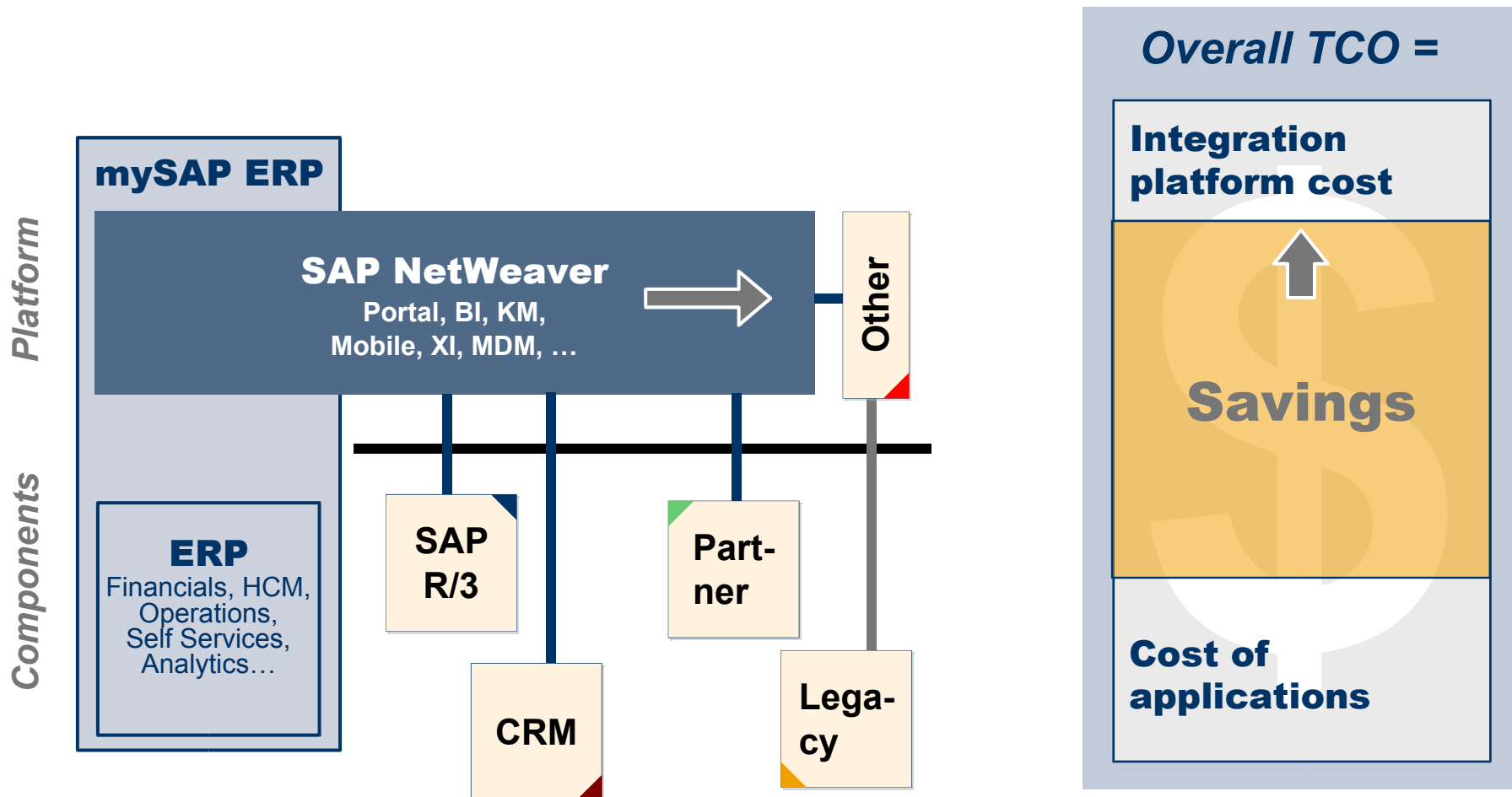
Innovate while Containing Costs

SAP solutions uniquely reduce costly platform to application integration

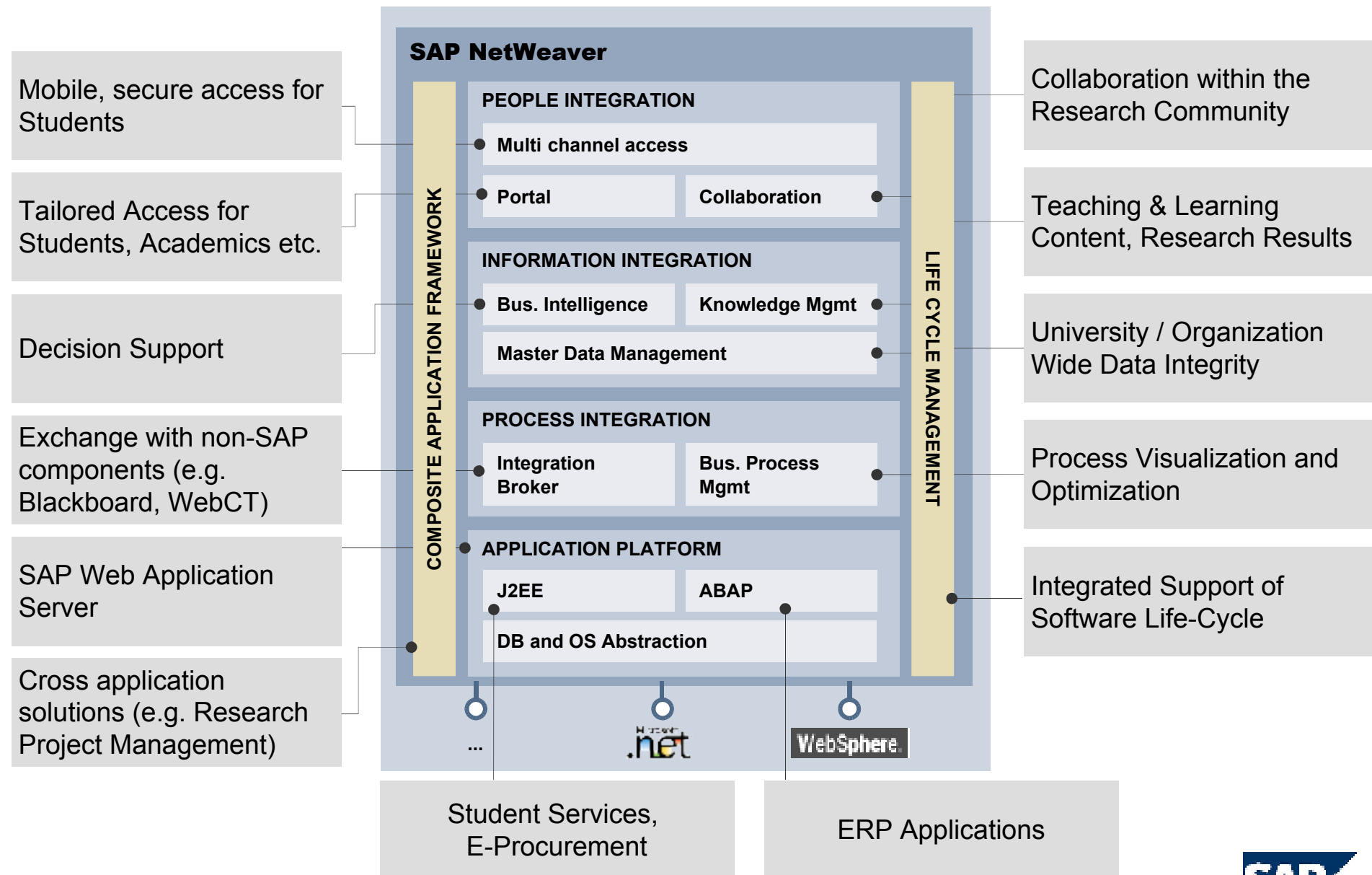


Innovate while Containing Costs

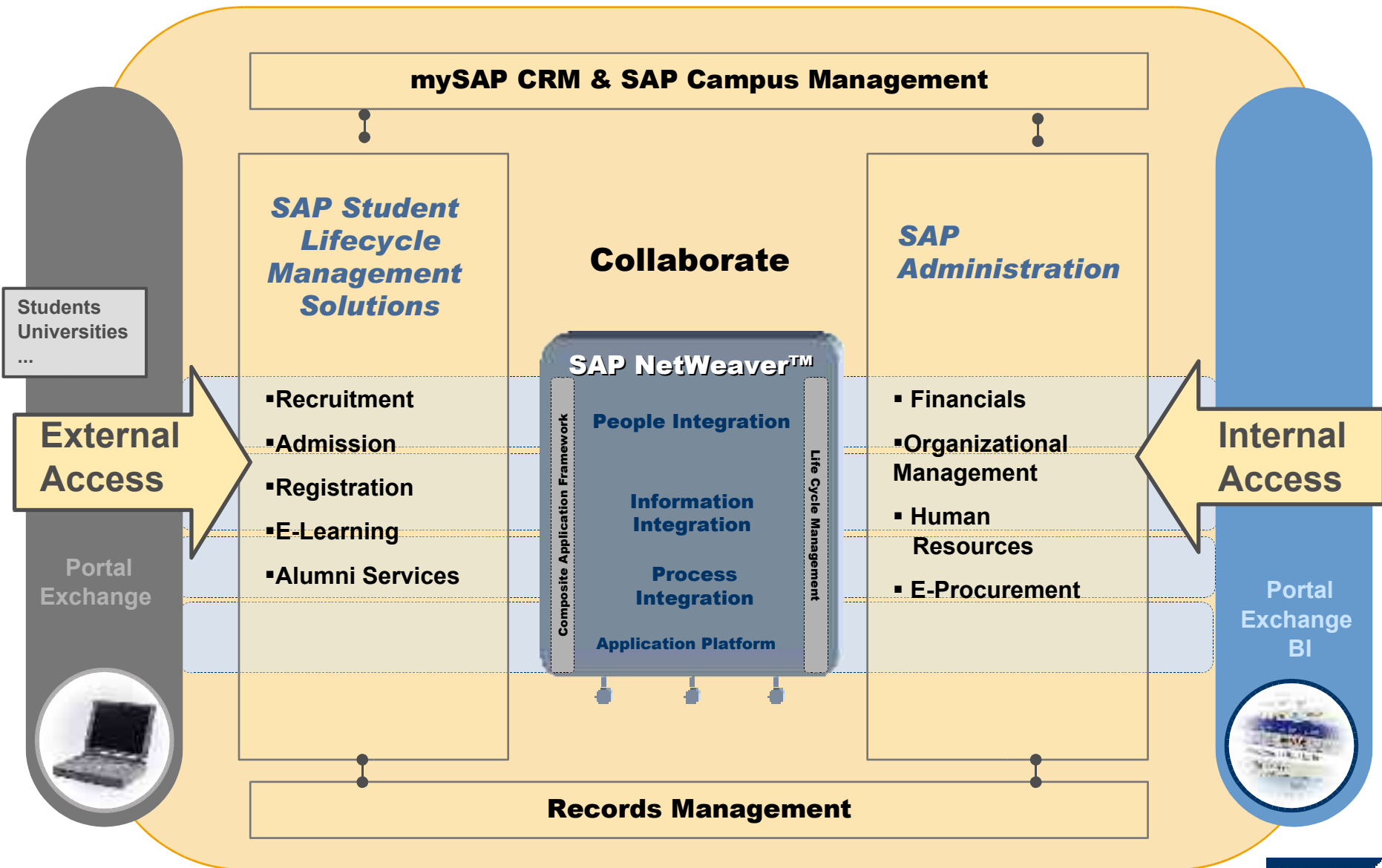
SAP NetWeaver is the best platform for SAP & non-SAP application integration



SAP NetWeaver & SAP for Higher Education & Research



SAP Solution Architecture for mySAP HE&R





Our Customer

Cindy Vautrin, the Project Manager from Central Michigan University's implementation indicated that SAP provides her institution with **„...strong ERP integration, flexibility, and ease in extracting information.“**

At the University of Mississippi, Buster Hale, Associate Vice Chancellor for Information Technology, believes the **“...richness of the software's functionality and SAP's commitment to continuously improving its product to meet the customer's needs...”**

Neal Wormsley, the Associate Treasurer and Project Manager for the University of Tennessee System implementation said, **“If we want to take a step forward, we can buy anything. If we want to take a giant leap forward, we can only buy SAP.”**

Some SAP Higher Education & Research Customers

United States & Canada

- **University of Mississippi**
- MIT
- University of Nebraska
- **Central Michigan Univ.**
- Baylor College of Medicine
- Duke University
- University of Toronto
- LACCD

Latin America

- UNISUL
- Estácio de Sá
- Universidade Castelo Branco
- Centro Educacional Alves Faria
- CONALEP
- **Universidad de Montevideo**
- Universidad San Martin de Porres
- **ESAN**

UK and Europe

- University of Amsterdam
- **University of Zurich**
- **Technical Uni. Munich**
- Univ. Complutense de Madrid
- University of Lausanne
- Fachhochschulen (DA)
- University of Fribourg
- University of Liège
- **University of Newcastle**
- University of Warwick
- University of Leeds
- Leicester University
- **Katholic Univ. Leuven**
- **University of Basel**
- **British Council**

Asia Pacific

- NUS (Singapore)
- **NTU (Singapore)**
- SMU (Singapore)
- **ASTAR (Singapore)**
- **The Chinese University (HK)**
- **Seoul National University**
- **Chulalongkorn University (Thailand)**
- **Shanghai Jiao Tong University**
- **Monash University (Australia)**
- **La Trobe University (Australia)**
- **RMIT (Australia)**
- **Yonsei University (Korea)**

Africa

- **University of Cape Town**

ERP+CM Customers
ERP Customers without CM

THE BEST-RUN BUSINESSES RUN SAP



Overview Campus Management Customers

Current Live Customers

2002

- University of Basel (Switzerland)
- University of Montevideo (Uruguay)
- Petronas (Malaysia)

2003

- Tel Aviv College (Israel)
- Ole Miss (USA)
- Newcastle (UK)
- Katholic University Leuven (Belgium)

2004

- Central Michigan University (USA)
- University of Zurich (Switzerland)
- Universidad Externado de Colombia

Future Live Customers

Scheduled Go Lives 2005-2007

- State System of Higher
- Education Pennsylvania (USA)
- University of Kentucky (USA)
- University of Tennessee (USA)
- Northern Kentucky University (USA)
- Duke University (USA)
- British Council (UK)
- City of Guilds (UK)
- Tec de Mileno (Mexico)
- Indian School of Business (India)
- University of Haifa (Israel)
- University of Berlin (Germany)

• ...

HER Netweaver: All Are References

Los Angeles Community College District

- SAP Business Intelligence, SAP Enterprise Portal
- 3rd party Student Information System (WebFocus)



University of Tennessee

- SAP Business Intelligence, mySAP SRM, mySAP SCM
- 3rd party contract-tracking system



National University of Singapore

- SAP Business Intelligence, SAP Enterprise Portal
- 3rd party ("home-grown") Student Information System



University of Toronto (Canada)

- SAP EBP
- 3rd party student information and alumni development applications



Uni.Verse, Austrian Public Universities

- SAP Business Intelligence, mySAP ERP
- Legacy applications



Katholic University of Leuven

- SAP Campus Management, SAP Business Intelligence
- Integration with 3rd part Curriculum Management System (Blackboard)



Baylor College of Medicine (USA)

- SAP Business Intelligence, SAP Enterprise Portal, SAP XI
- 3rd party student information system



University of Mississippi

- SAP Campus Management, SAP Business Intelligence
- 3rd party Financial Aid System (Sigma Systems)



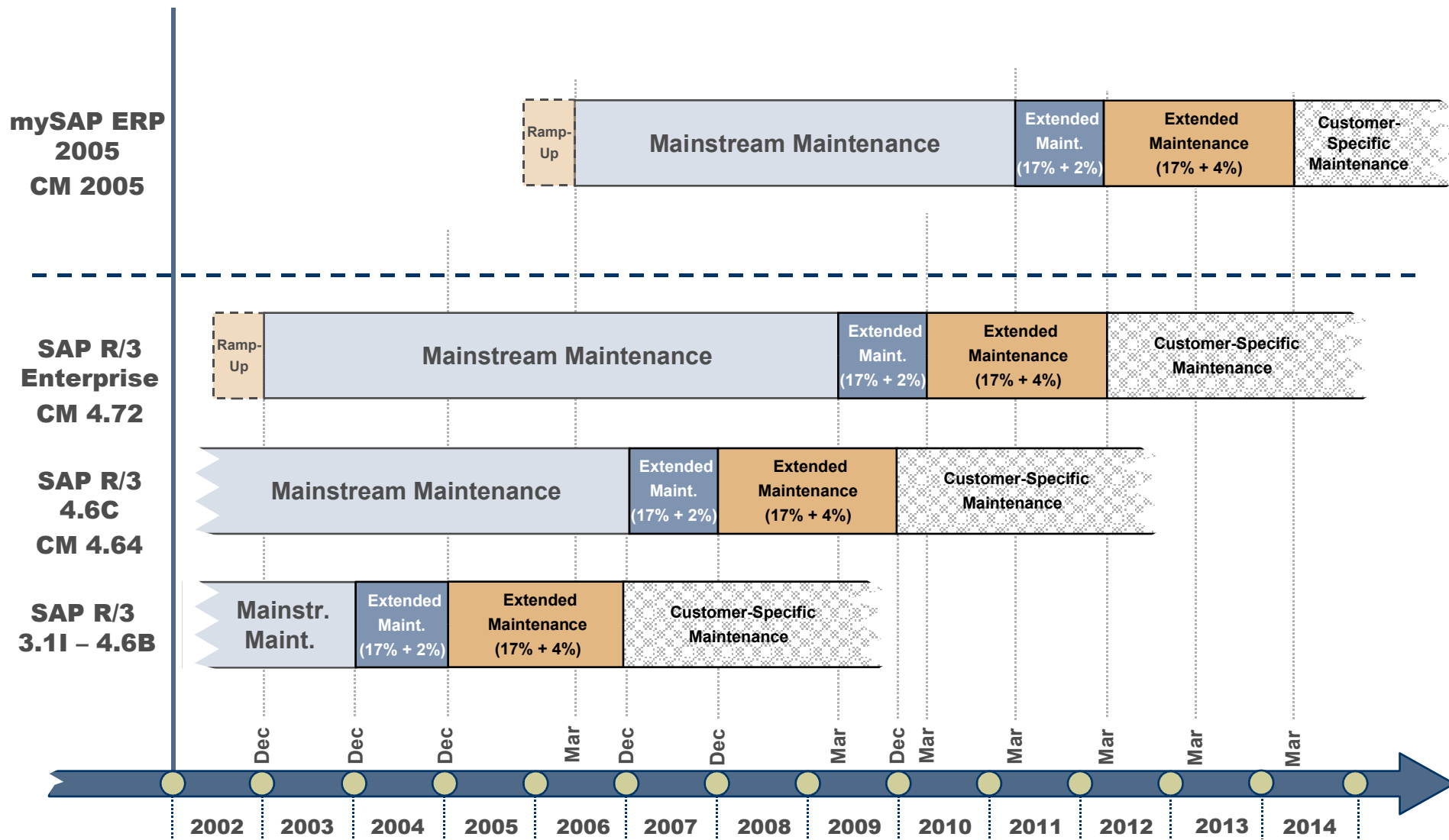
University of Leeds (UK)

- SAP Business Intelligence; SAP Grants Management (IS-PS)



Release strategy

Release and Maintenance Strategy



This strategy is also valid for all **Industry Add-Ons** based on the releases above.

SAP Campus Management Value

- The Campus Management solution is an integrated module within mySAP Higher Education and Research, **designed to streamline and support core student administrative processes** including Course Planning, Admissions, Enrollment, Student Account Management, Grading, Degree Audit, Graduation.
- **The SAP solution is built on a data model unique among solutions for the Higher Education market today.** The highly integrated system and single database lowers total cost of ownership and increases return on investment through business process improvement, and better use of resources. The result is both a healthier business, and a more successful and competitive institution of higher education.
- Campus Management has been designed by SAP's world-class development organization, with input from SAP's global higher education customer base. **It combines proven technologies with best business processes used by customers and educational systems around the world.**
- Campus Management extends SAP's commitment to building solutions based on industry knowledge and needs, **uniting greater student service with greater business efficiency.**



Thank You !

Any questions?

