

#SkillsforSuccess

Build Your Skills for SAP S/4HANA

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SAP S/4HANA Movement Program

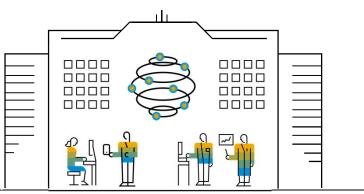
Your Vision-to-Value Journey

S/4HANA MOVEMENT Program

answers customers most essential questions:

- What are the benefits to "MOVE" now?
- How does SAP S/4HANA address my business and IT requirements?
- How does SAP optimize my Total Cost of Implementation (TCI) / Total Cost of Ownership (TCO)?
- Is there sufficient capacity on the market to manage all aspects of the transformation?







Key program activities are linked to the questions above:

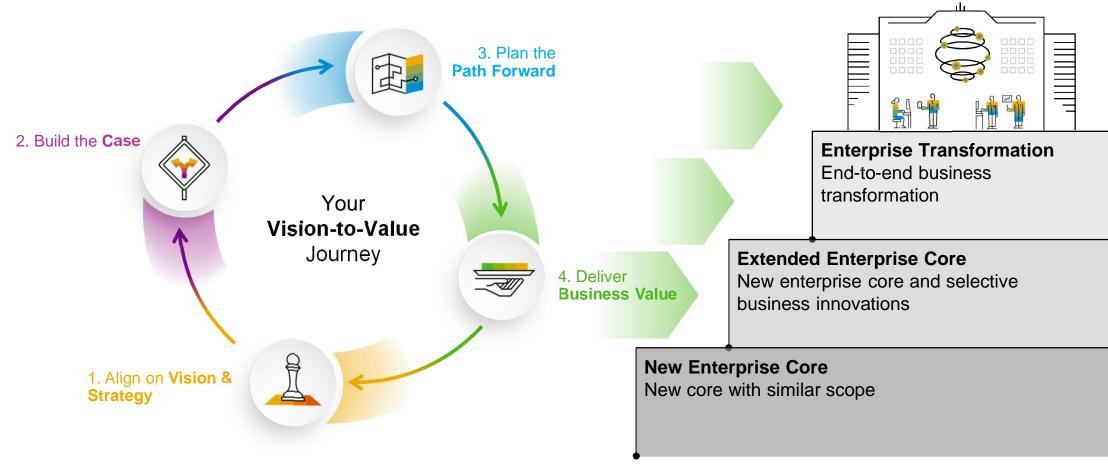
Continue to enhance the attractiveness of the SAP S/4HANA product Optimize tools for the entire customer journey Optimize and scale customer engagement frameworks

Engage and educate the ecosystem

SAP S/4HANA Movement Program

Your Vision-to-Value Journey

Intelligent Enterprise



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Agenda

1	Why SAP S/4HANA skills matter?	
2	SAP's role-based enablement offering for SAP professionals and SAP users	Eva Zauke
3	Learning for the SAP S/4HANA Professional Demo	Timo Schuette
4	Learning for the SAP S/4HANA User Demo	Timo Schuelle
5	Call to Action and Q&A	All

Agenda

1 Why SAP S/4HANA skills matter?

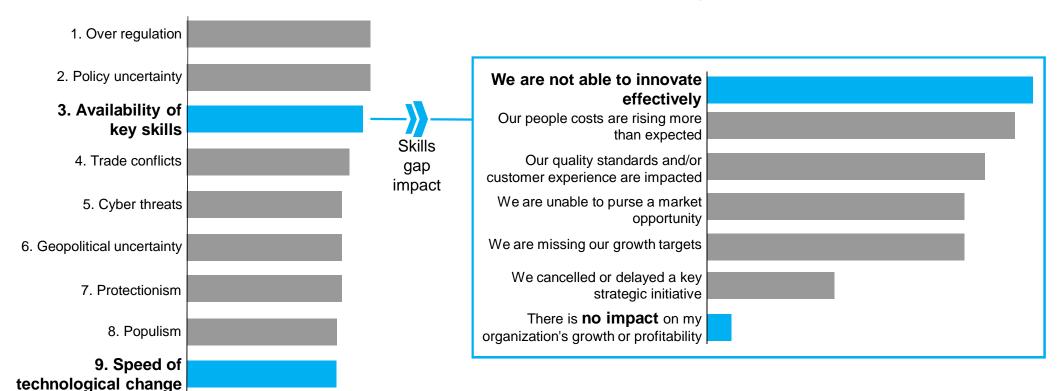
Eva Zauke

- 2 SAP's role-based enablement offering for SAP professionals and SAP users
- 3 Learning for the SAP S/4HANA Professional | Demo
- 4 Learning for the SAP S/4HANA User | Demo
- 5 Call to Action and Q&A

How to close the knowledge and skills gap keeps CEOs awake

Top threats seen by CEOs

Impact of skills gap on company's success



Source: PwC, 22nd Annual Global CEO Survey, 2019; charts indicate percentage of respondents

Training and enablement for project teams, admins, key- and end-users drive transformation success

Build Run Value Realization When Implementation teams are well trained When Administrators are well trained When End users are well trained

Organizations can reduce **deployment time** 10%, On average, almost a month



Organizations initiate fewer support calls and fewer critical tickets



Organizations show improvements in solution specific value drivers or KPIs



SAP Ariba 20% reduction SAP Ariba 58% SuccessFactors 62% reduction SuccessFactors 51% SAP S/4HANA 20% reduction SAP S/4HANA 51%

3x

Transformation success is more than three times likelier when organizations have invested the right amount in digital talent.²

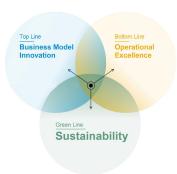
Source: IDC White Paper, sponsored by SAP, How Much Is Enough? Defining How Much Training Is Required to Achieve Maximum Business Value, August 2018

² McKinsey, Unlocking success in digital transformations, October 2018

People make digital transformation a success

Digital skill development is a key success factor for driving a company's transformation towards the intelligent enterprise.

Opportunities
with the
Intelligent
Enterprise



- Technology is the driver of innovation in the digital economy
- The intelligent enterprise offers plenty of opportunity to impact
 - top line (business model innovation)
 - bottom line (operational excellence)
 - and green line (sustainability)

Business and IT need digital skills to capitalize on the opportunities



- Future success largely depends on digital skills to explore these opportunities.
- Business and IT need the right skills to recognize the potential, define a digital vision for their companies, work out execution plans for how to get there and capitalize on that potential.
- With the knowledge to identify digital opportunities and with an upskilled workforce to implement the strategies, businesses will be able to create and execute effective digital strategies.

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As companies are transforming to intelligent enterprises, they are experiencing a change in workforce skills they need to thrive and grow



Lines of Business skills

IT skills

Skills to extend the Core

Digitalization skills leveraging intelligent technologies

SAP S/4HANA® Cloud SAP SuccessFactors SAP S/4HANA® SAP® C/4HANA

SAP Ariba SAP Concur

SAP® Cloud Platform SAP Fieldglass SAP HANA® qualtrics.™

- Industry domain knowledge
- Business processes

- ECC to SAP S/4HANA migration
- Integration
- Application life-cycle management
- On-premise/Cloud hybrid landscapes

Extend skills for application consultants in SAP S/4HANA, SAP C/4HANA.

SAP SuccessFactors, etc. by

- SAP Cloud Platform
- SAP Analytics Cloud

- Cloud
- Robotics
- Big Data
- Blockchain Internet of Things
 Digital Security
- Machine Learning...
- Analytics

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- 1 Why SAP S/4HANA skills matter?
- 2 SAP's role-based enablement offering for SAP professionals and SAP users

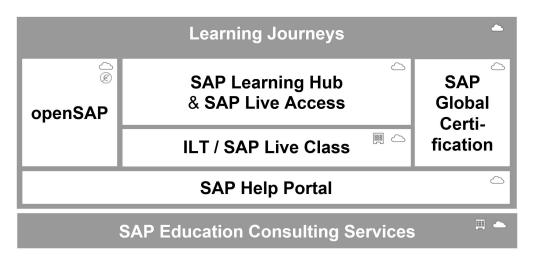
Eva Zauke

- 3 Learning for the SAP S/4HANA Professional | Demo
- 4 Learning for the SAP S/4HANA User | Demo
- 5 Call to Action and Q&A

SAP's role-based enablement offering for SAP professionals and SAP users drive adoption and customer success

For SAP professionals

Digital learning and enablement services blended with instructor led live training to gain and keep skills up-to-date



For SAP users

Intelligent in-app user assistance to drive user productivity and adoption



Learning offerings for SAP Professionals

Digital learning and enablement services blended with instructor led live training to gain and keep skills up-to-date

Learning for SAP Professionals

- Project team members
- Consultants
- Administrators
- Developers

Guides with recommended learning activities

• SAP's Learning Journeys

Self-paced digital learning

- openSAP
- SAP Learning Hub with SAP Live Access

Recognized Professional SAP expertise

• SAP Global Certification

Guided instructor led training

- Classroom training
- SAP Live Class (virtual classroom)
- SAP Blended Learning Academy

SAP Help and Assistance

SAP Help Portal

Advice and Consulting

• SAP Education consulting

SAP Learning Hub: Digital learning for all Professionals

Learning Journeys

Learning offerings with relevant learning scenarios (get an overview, become competent, stay current) for multiple roles

SAP Learning Rooms

Collaboration, social learning, community videos, events, and more led by experts from SAP

Learning Content

Thousands of self-paced titles in various formats and languages:

- E-books and e-learning courses
- Stay-current learning



SAP Live Access

Option for on-demand access to live, preconfigured training systems

Learning Management System

Powerful learning management capabilities to manage corporate and company-wide enablement

SAP Global Certification

is an exam conducted by SAP, to help validate the expertise and experience. Relevant for professionals who are looking to be placed in a SAP environment. SAP Global certification is recognized globally and is a standardized criterion for several roles and responsibilities.

SAP Learning Hub Editions

- Discovery edition (14-day free access)
- Professional edition
- Solution editions (SAP S/4 HANA Cloud, Digital Platforms, Procurement and Networks, Analytics, Customer Experience, IoT and Digital Supply Chain, People Engagement, Finance)
- Business edition
- Student edition
- Edition for SAP Enterprise Support
- Edition for SAP PartnerEdge
- Edition for SAP Business One

The key element to learn about SAP S/4HANA, SAP S/4HANA Cloud or any SAP innovation are Learning Journeys

 SAP's Learning Journeys are structured guides to help a learner understand and navigate the recommended learning activities to accomplish a learning goal.

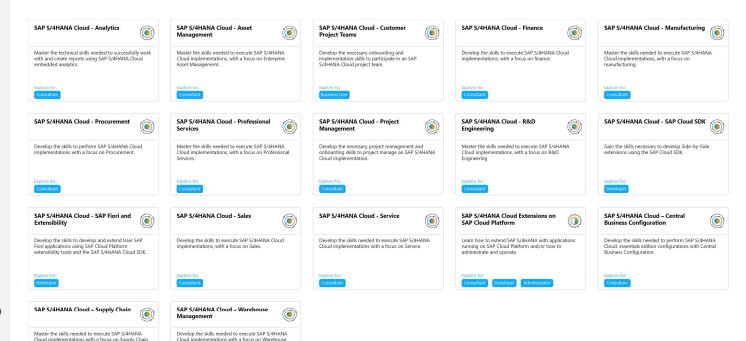
Learning Journeys

- are structured per SAP product and per role.
- outline all relevant learning offerings, including SAP Learning Hub, openSAP courses, classroom training, and all other related digital offerings.

Available inside SAP Learning Hub and on SAP Help Portal

https://help.sap.com/LearningJourneys

Example: S/4HANA Cloud Learning Journeys



Example

Learning Journeys guide your learning from beginning to certification and help to keep your skills up to date

Learning Journey example: SAP S/4HANA Cloud - Finance



SAP Live Class | The face-to-face online class

- Ensures a premium digital learning experience
- Offers location-independent classes, enabling learning from the workplace or from home
- Integrates real-time videos of all students
- Provides a human touch to digital learning



SAP Live Class

Selected examples:

- Integrated Business
 Processes in SAP S/4HANA
- Technology Fundamentals for SAP S/4HANA
- Innovative Logistics Processes in SAP S/4HANA
- Financial Accounting in SAP S/4HANA for SAP ERP FI Professionals (Delta)
- SAP Central Finance in SAP S/4HANA



Brandon Hall Silver Award for "Best Advance in Technology for Virtual Classroom Technology"

Top learning topics for SAP S/4HANA across major channels

openSAP

- SAP S/4HANA Movement specific courses focused on conversion and innovation topics:
 - Building tomorrow's ERP with SAP S/4HANA
 - Getting Started with SAP Model Company
 - Migrating Your Business Data to SAP S/4HANA – New Implementation
 - Business Process Automation in SAP S/4HANA with SAP Intelligent RPA
 - Implementing SAP S/4HANA Cloud with the Central Business Configuration Capability

SAP Learning Hub

SAP S/4HANA on AnyPremise

- SAP S/4HANA Overview
- SAP Business Suite to SAP S/4HANA Delta
- Overview of Financials in SAP S/4HANA

SAP S/4HANA Cloud

- SAP S/4HANA Cloud Implementation Fundamentals
- Implementing SAP S/4HANA Cloud Finance
- SAP S/4HANA Cloud Implementation Learning Room

SAP Instructor Led Training

SAP S/4HANA on AnyPremise

- SAP S/4HANA Overview
- Innovative Logistics Processes in SAP S/4HANA
- Integrated Business Processes in SAP S/4HANA

SAP S/4HANA Cloud

- SAP S/4HANA Cloud Implementation Fundamentals
- Implementing SAP S/4HANA Cloud Finance
- Implementing SAP S/4HANA Cloud -Sales

SAP Blended Learning Academy

The SAP Blended Learning Academy is a guided modular training program that combines virtual instructor led live classroom learning units with self-study learning via the SAP Learning Hub as well as access to the training systems and ends in the SAP consultant certification.

Key Components

- Defined start and end date: 3-5 months duration, depending on the Learning Journey
- Instructor-led kick-off event (SAP Live Class)
- Self-Study phase including
 - Engaging eLearning and multi-media formats in SAP Learning Hub
 - Hands-on Practice with SAP Live Access
 - SAP Learning Room with instructor-led guidance and social exchange during the complete learning process
- Scheduled, halfway SAP Live Class session for review and Q&A
- Instructor-led wrap up event for final review and certification preparation (SAP Live Class)
- Certification (SAP Global Certification)



Instructor-led training (SAP Live Class)



Self-Study with SAP Learning Hub





Hands-on practice with SAP Live Access





Review and Q&A sessions





Moderated Learning Room





Effective, personalized self-paced learning and successful certification

SAP S/4HANA Academy

Financial Accounting (FI)/Management Accounting (CO)/Manufacturing (PP), Procurement (MM)/Sales (SD)

SAP S/4HANA Integration

Integrated Business Processes in SAP S/4HANA

SAP S/4HANA Conversion

Finance (FI/CO)/Manufacturing (PP), Procurement (MM)/Sales (SD)

SAP Global Certification

Innovative, trusted and globally recognized certification for professional SAP expertise



Interactive, user-friendly learning and certification exams via SAP Learning Hub.

150+ certifications by area of focus and skill level to gain specialized skills and expertise.



Anytime, anywhere access to certification training and exams

- Online: Remotely proctored and can be taken at home on the computer
- On-site: Taken in person by booking at a SAP Training Center* near you.



Globally recognized certification with standardized criterion for major SAP roles and responsibilities..

Digital badges to verify certification status and skills, and make learning achievements visible.



Stay current content and assessments for new SAP releases to keep skills up-to-date.









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^{*} Onsite exams are also available online, SAP selects the onsite exam location

SAP Enable Now



Enabling SAP users with intelligent user assistance embedded in SAP solutions



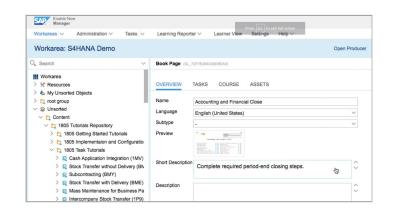
Providing user enablement "in the flow of work," in the moment of need and embedded in the application.

Contextual Embedded learning Guided tours help



2 Customer-specific enablement

With **SAP Enable Now,** customers and partners can customize standard content and create new content to build customer-specific enablement.



Already available for below solutions, further products planned

SAP S/4HANA Cloud SAP S/4HANA SAP Cloud Platform

SAP SuccessFactors SAP Fieldglass

SAP Customer Experience
SAP Marketing Cloud
SAP Sales Cloud

SAP Integrated Business Planning SAP Digital Manufacturing Cloud

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Select partner and customer success stories

SAP Learning Hub

















































P Education Financial services Germany

SAP Learning Hub, SAP Enable Now SAP S/4HANA implementation Services: Learning Need Analysis, enablement strategy, enablement content development, train the trainer

Consumer products

Germany
3,000 affected users
SAP Enable Now
SAP S/4HANA implementation
Services: Learning Need Analysis,
enablement strategy, enablement
content development (more than
1000 recordings), train the trainer

Food and beverage company Switzerland

300,000 employees SAP Learning Hub, SAP Enable Now, SAP User Experience Mngmt. by Knoa

Services: Set-up enablement architecture, systems and learning organization for performance support and embedded learning for more than 40 applications

Wrap-up and call to action

People make transformation to SAP S/4HANA a success

Training and enablement for project teams, admins, keyand end-users drive a successful transformation to SAP S/4HANA.

Enablement Planning & Execution

- Assess a company's enablement capability, define its enablement strategy and analyze learning needs for all roles.
- SAP project teams, admins and users need to be enabled along the customer innovation lifecycle for SAP S/4HANA.

Continuous SAP S/4HANA enablement for all roles

- SAP Professionals are learning prior, during and after project delivery.
- Drive user adoption and performance by enabling users in the flow of work with Web Assistant and create customer specific in-app help and learning.

Learning is a decisive factor for sustainable success

Digital skill development is a key success factor for driving a company's transformation towards the intelligent enterprise with SAP S/4HANA.

Select SAP offerings

Digital learning

- openSAP
- SAP Learning Hub
- SAP Live Access
- SAP Global Certification

Instructor Led learning

- On-site classroom
- SAP Live Class

End User Enablement

SAP Enable Now

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Timo Schuette

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- 5 Call to Action and Q&A

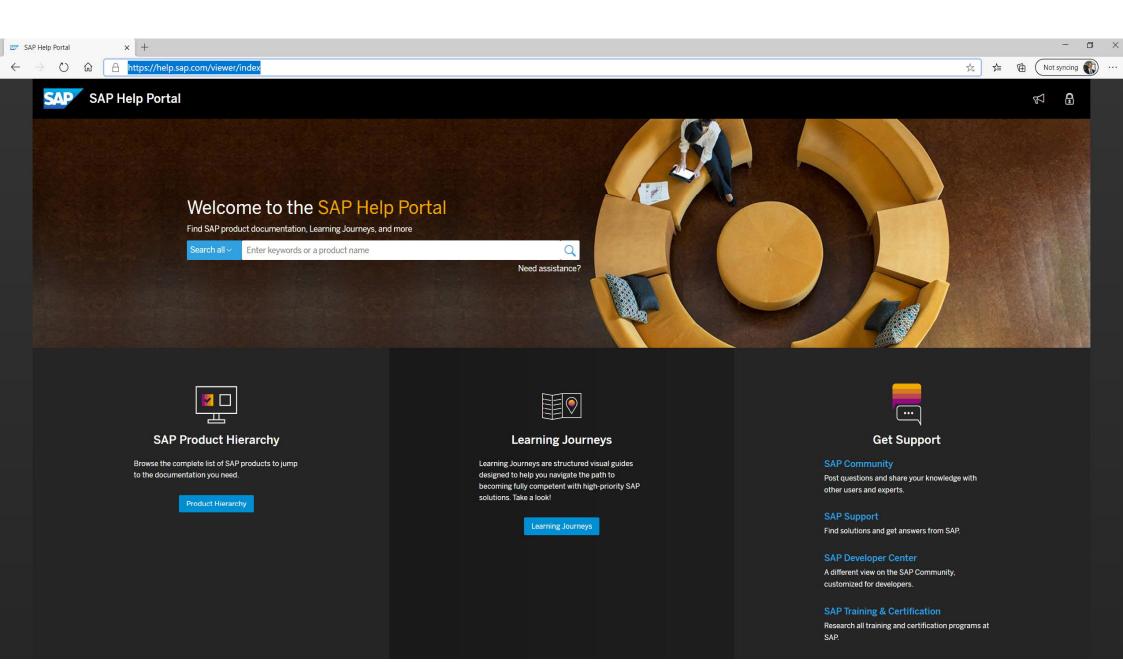
Demo

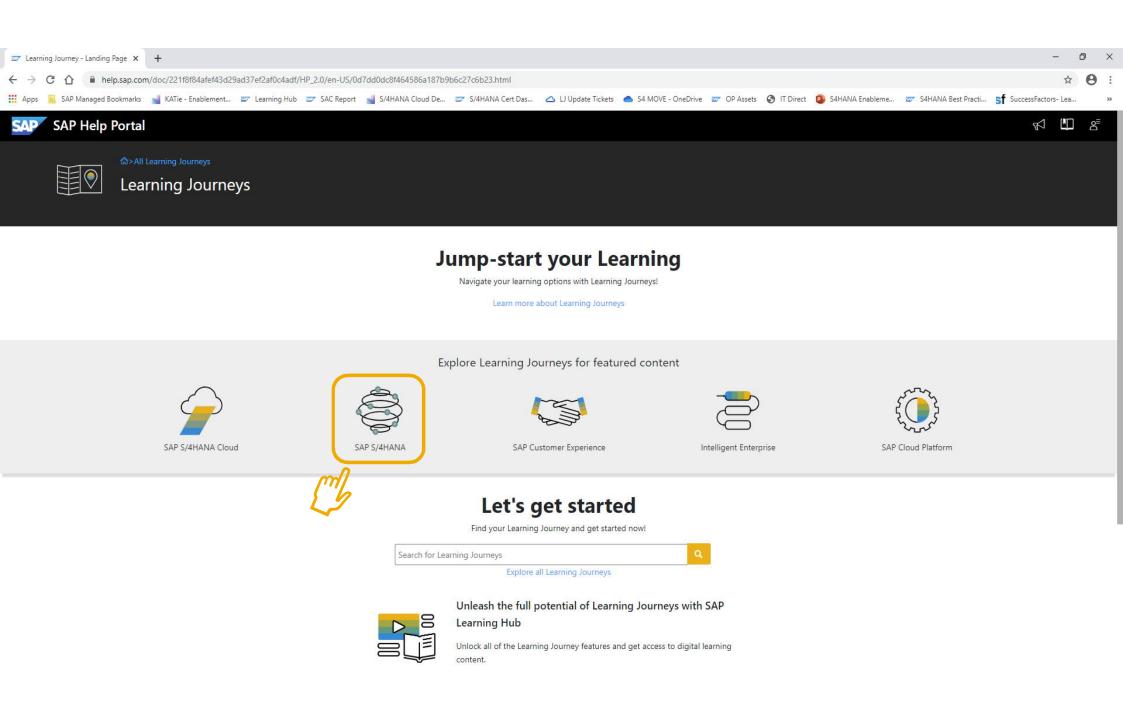
Learning Journeys, SAP Learning Hub, Digital Content

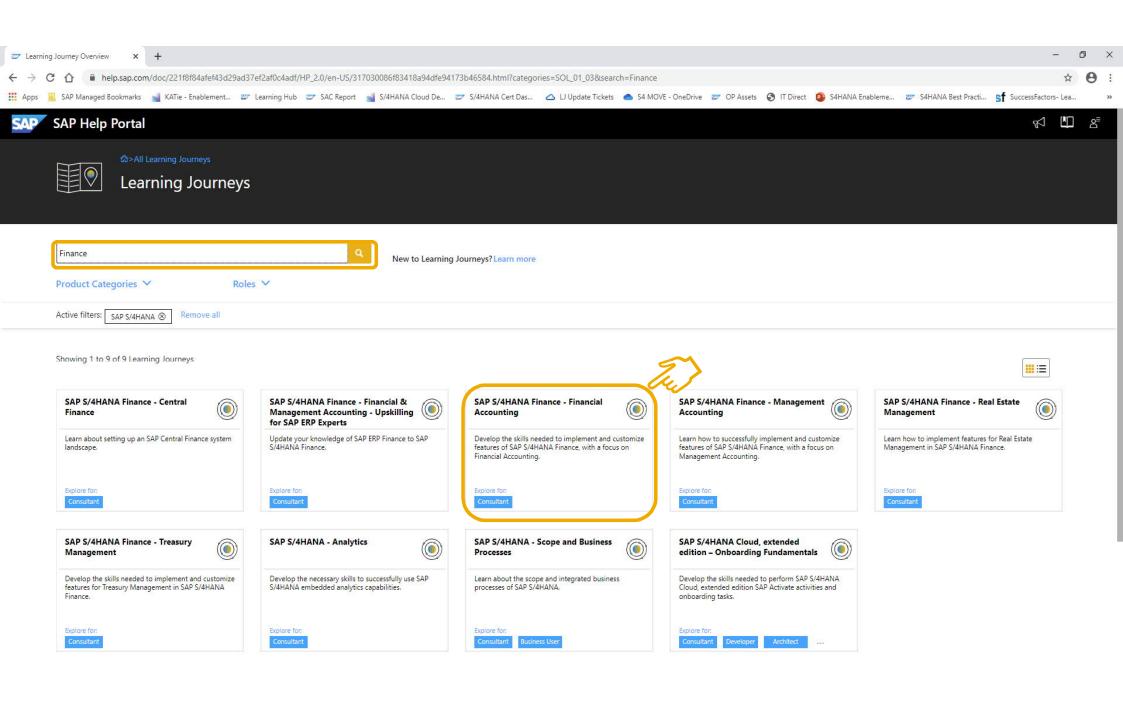
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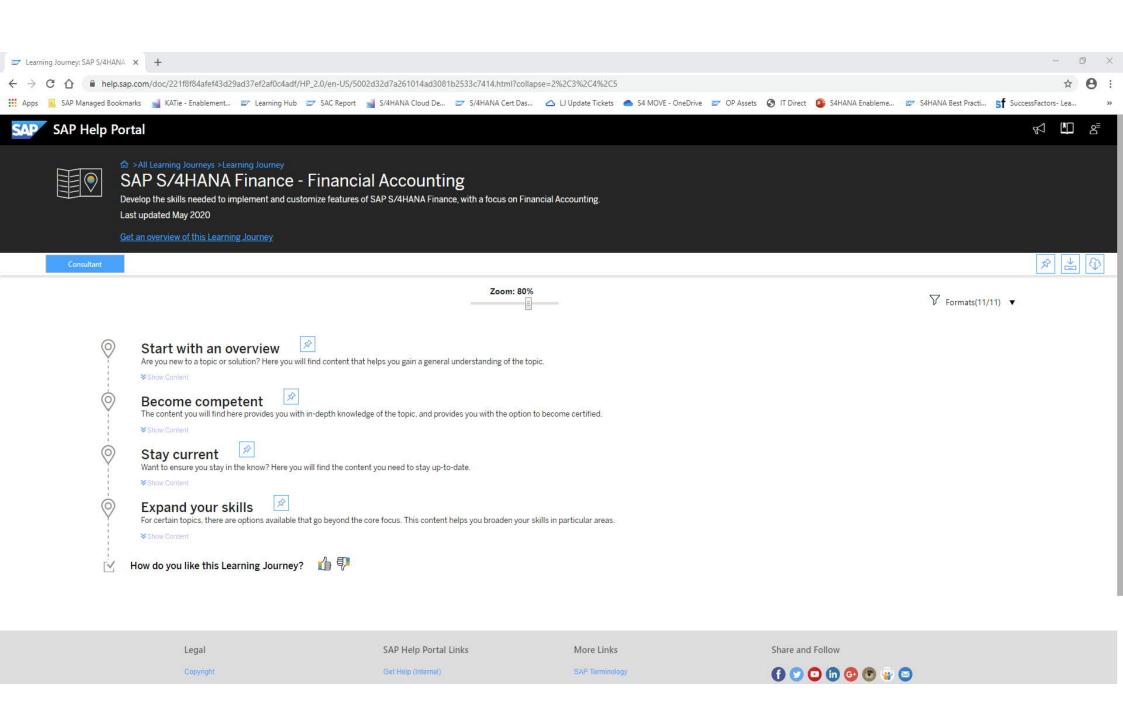
- SAP S/4HANA Learning Journeys
- SAP S/4HANA Learning Rooms

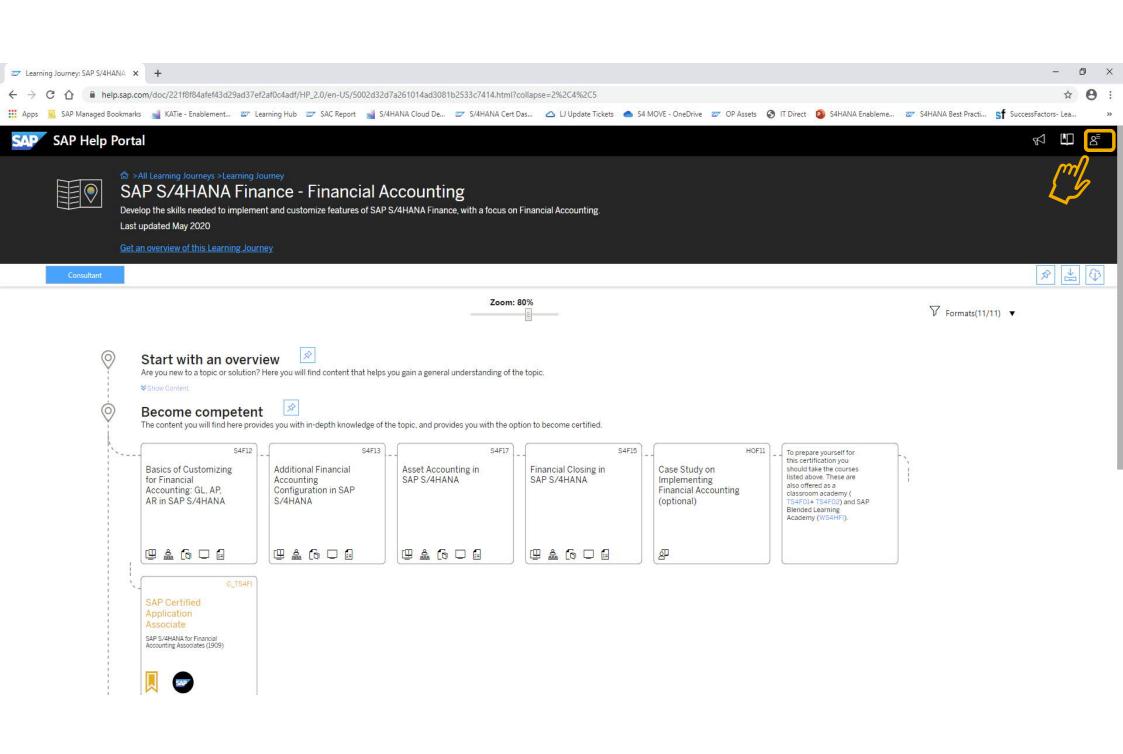


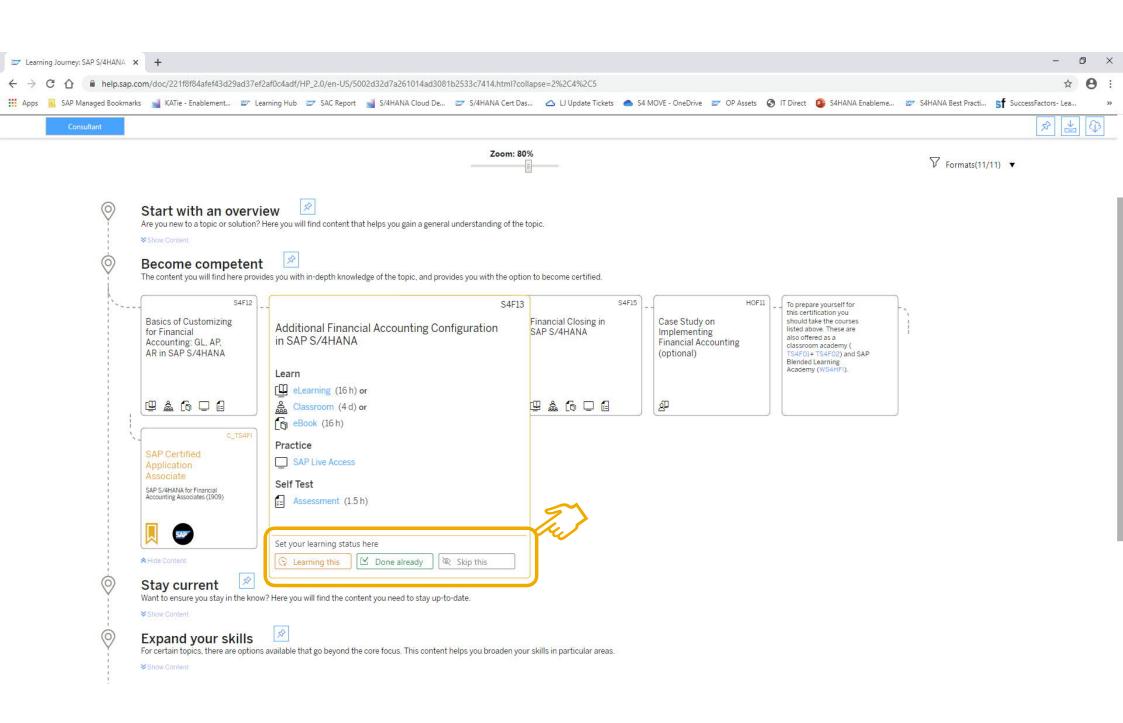


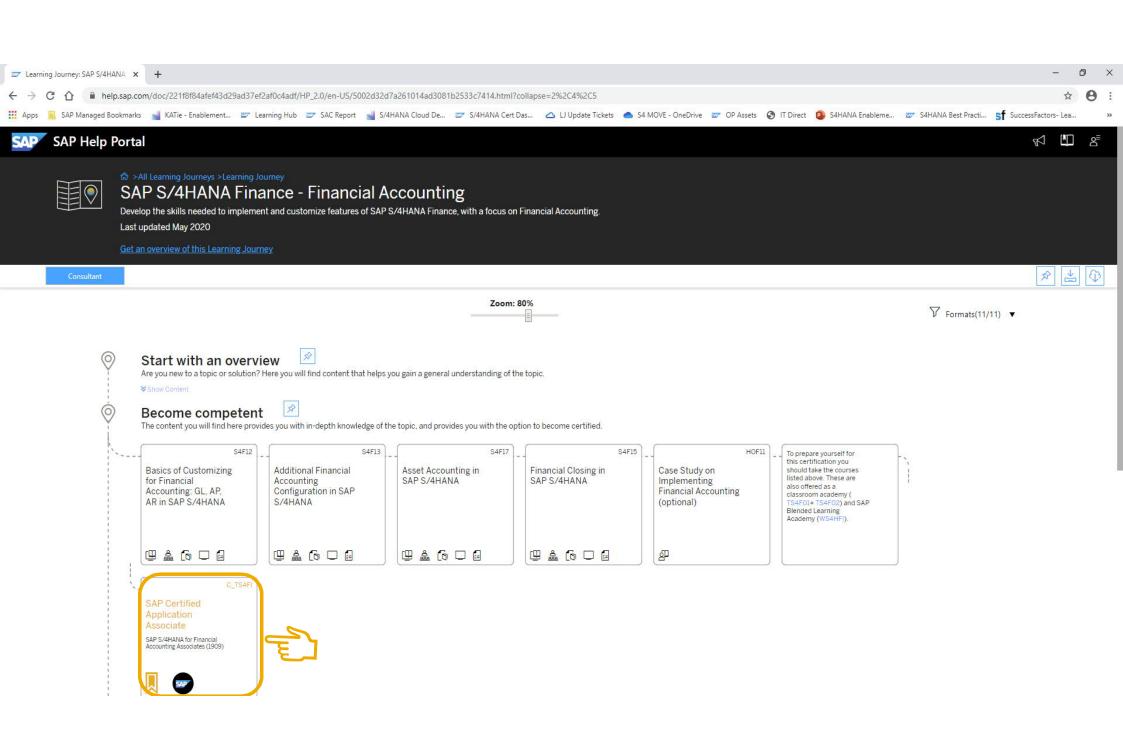


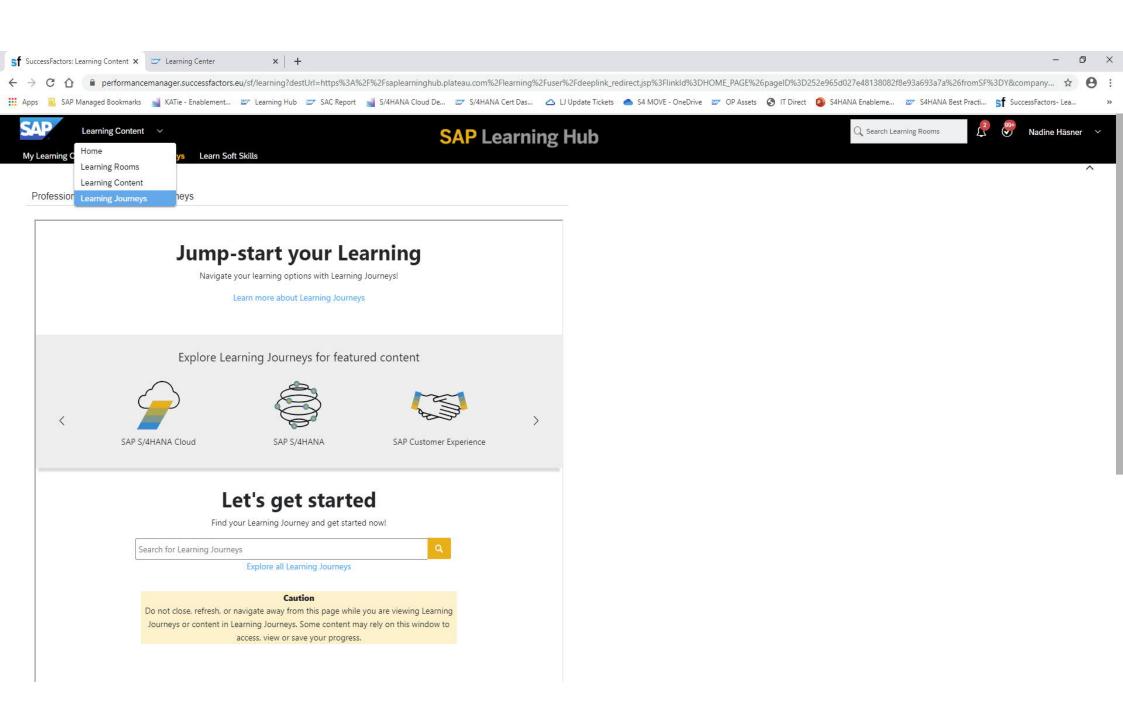


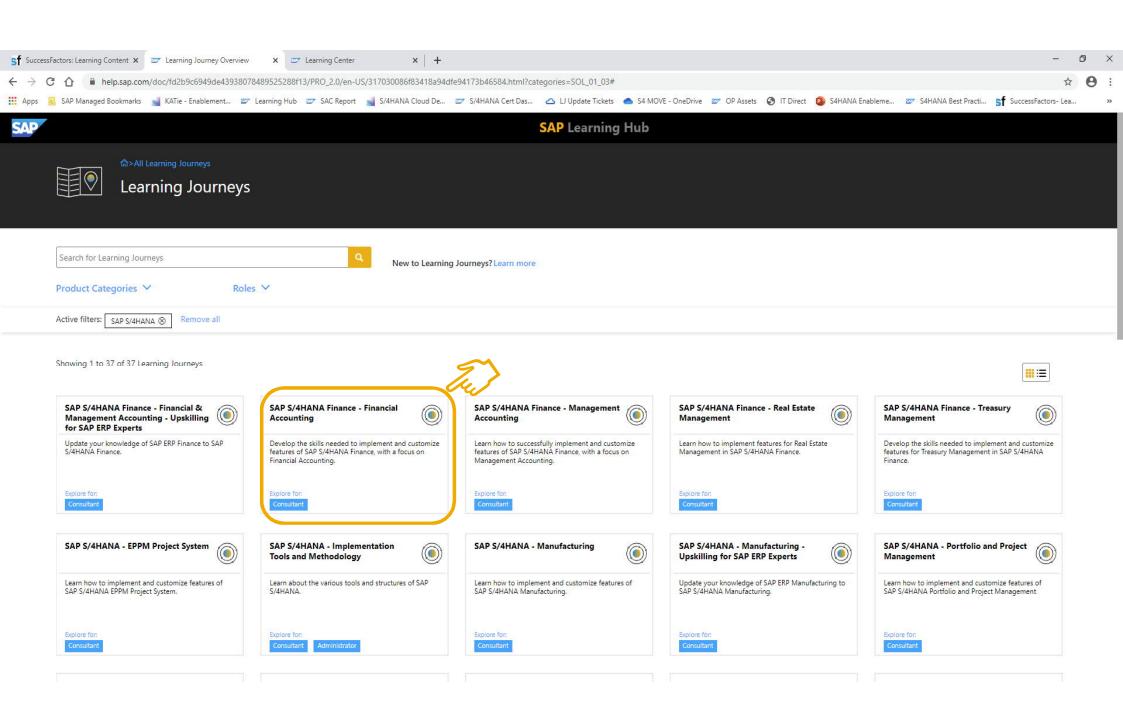


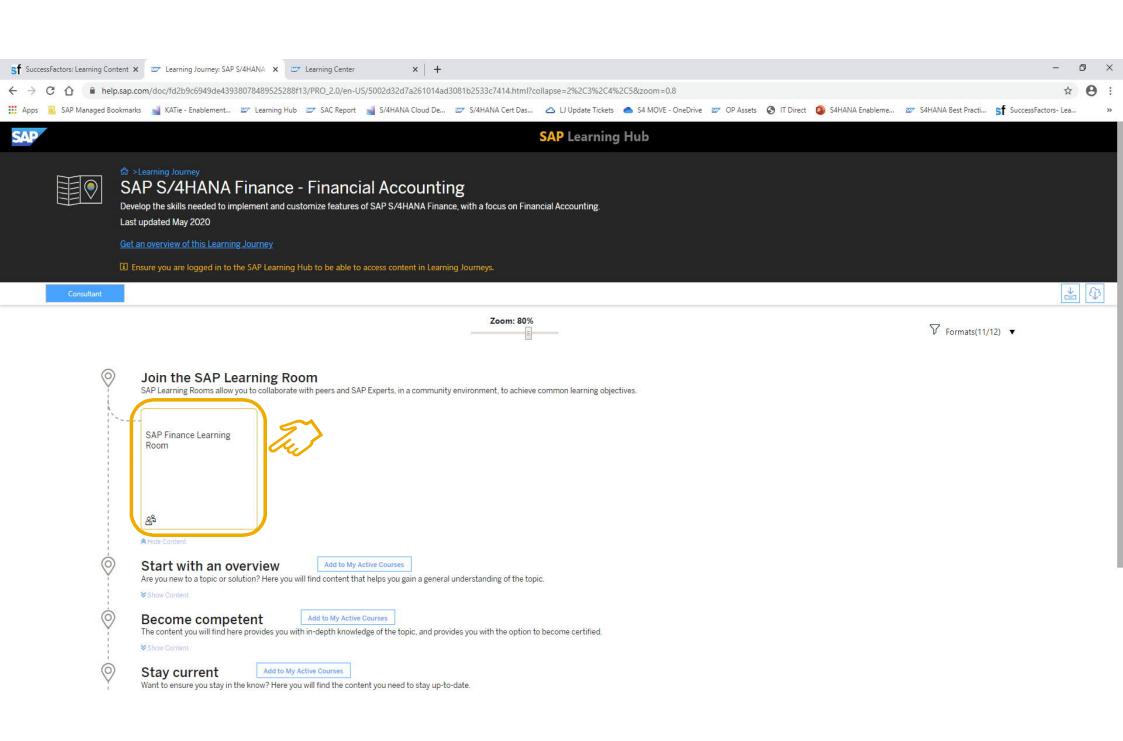


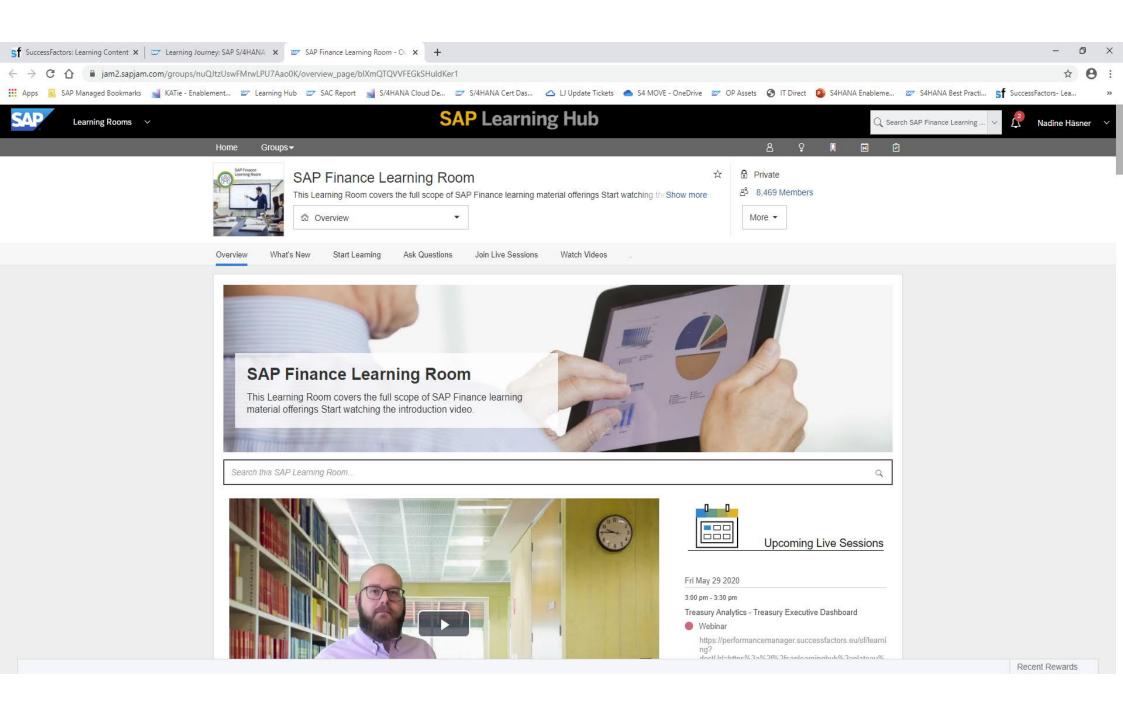


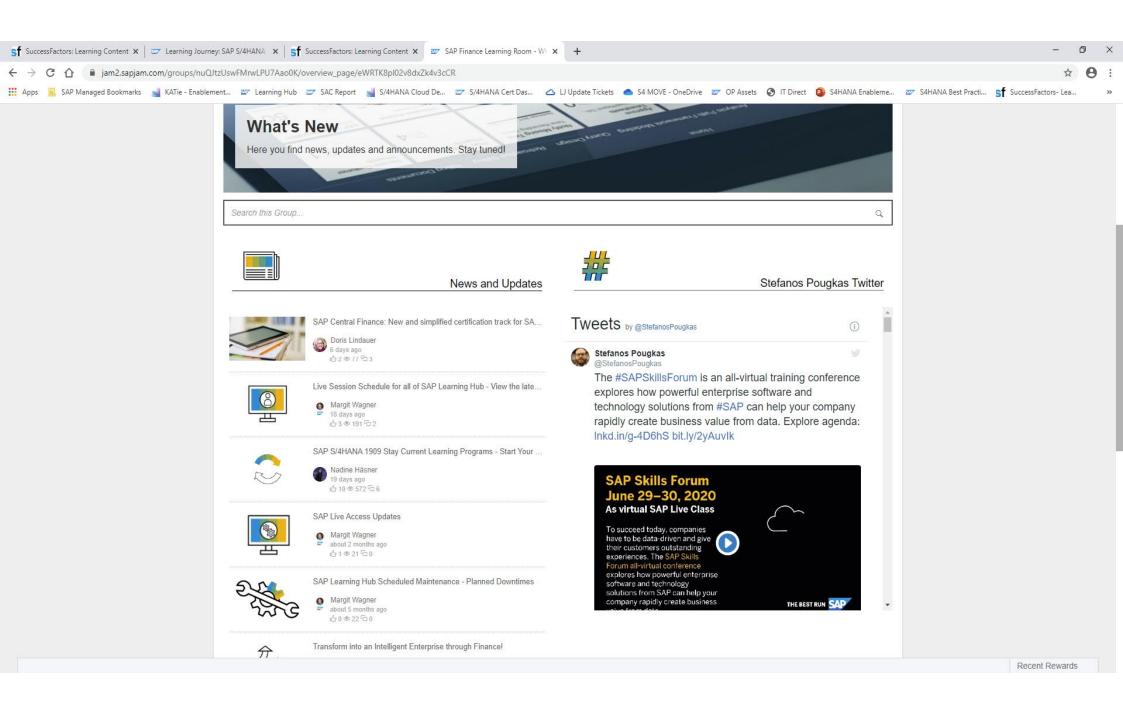


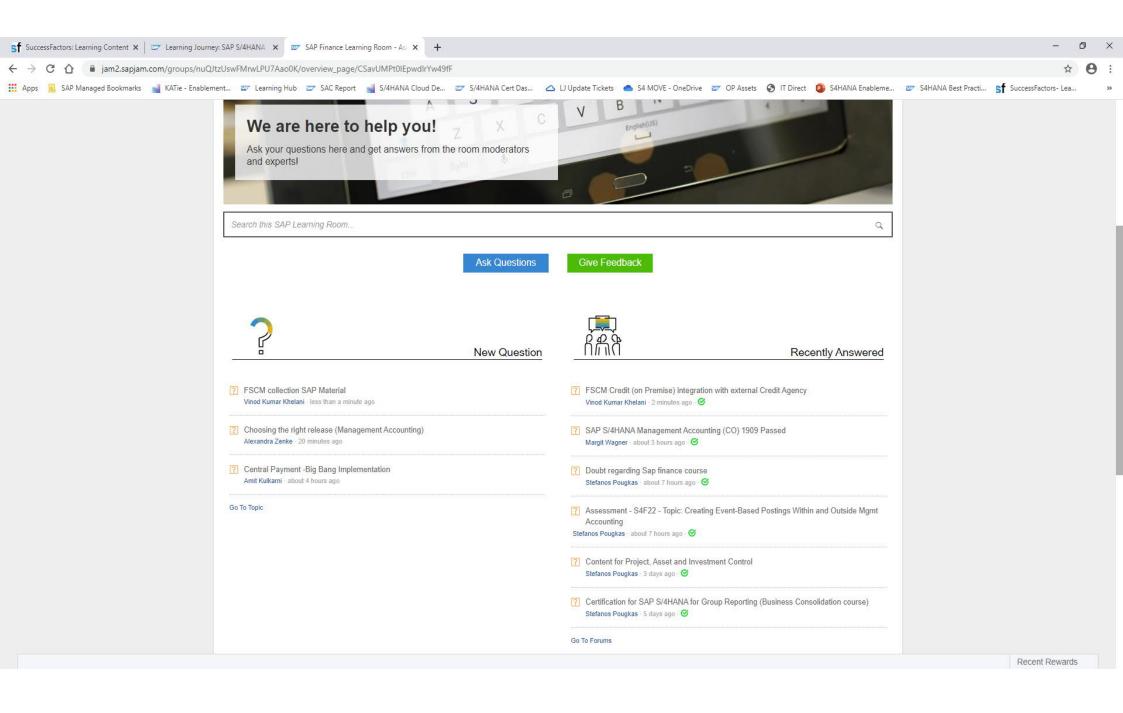


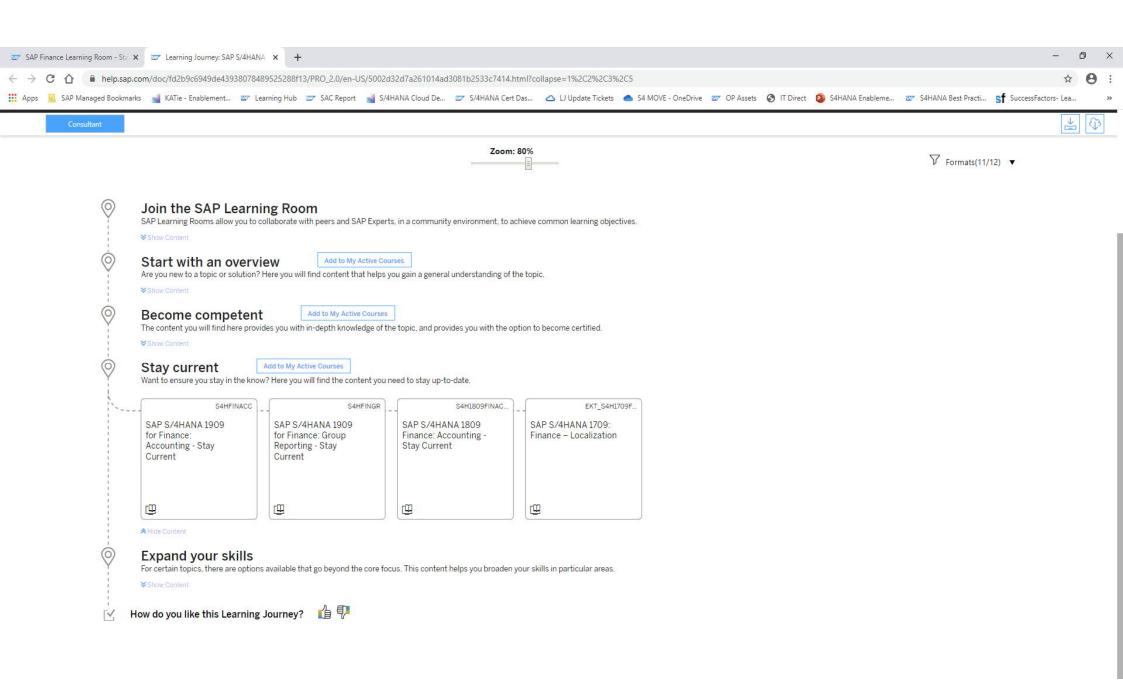


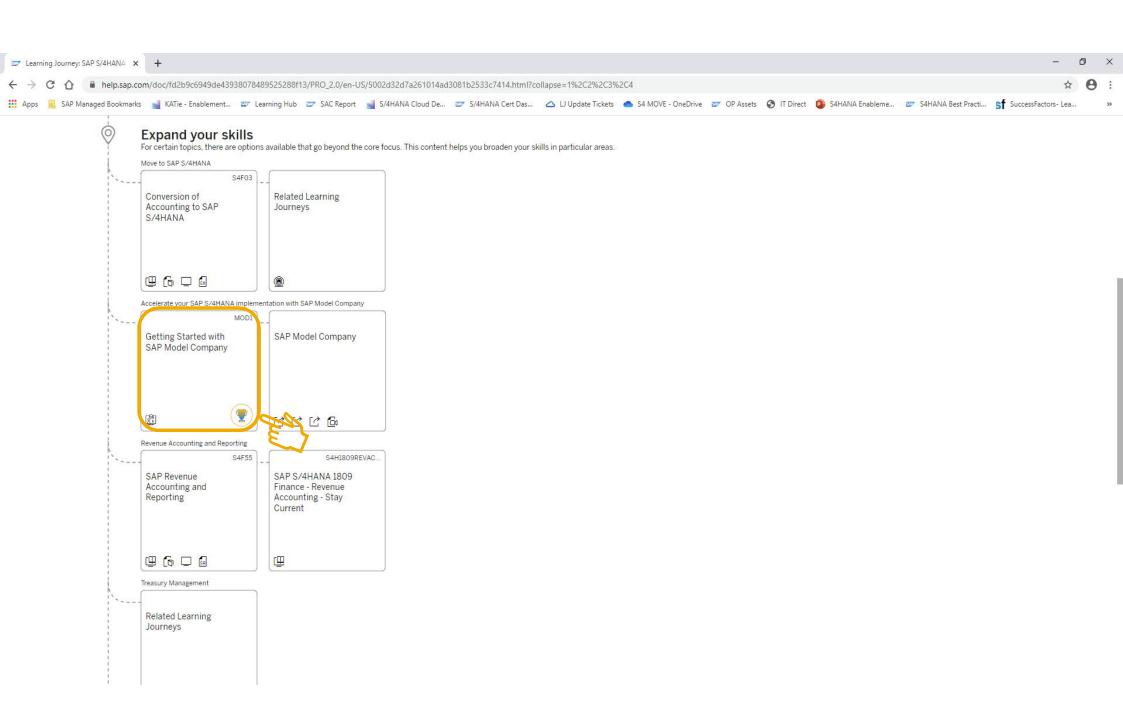


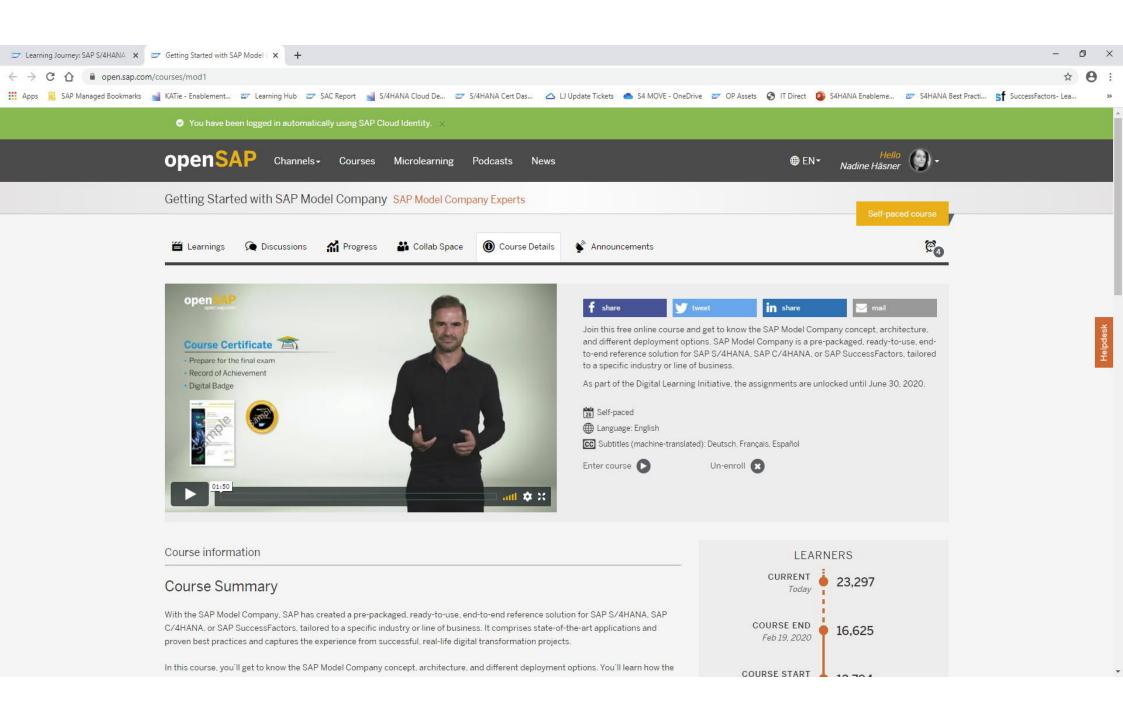












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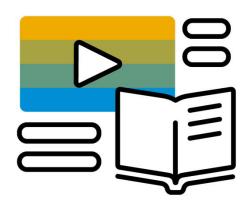
5 Call to Action and Q&A

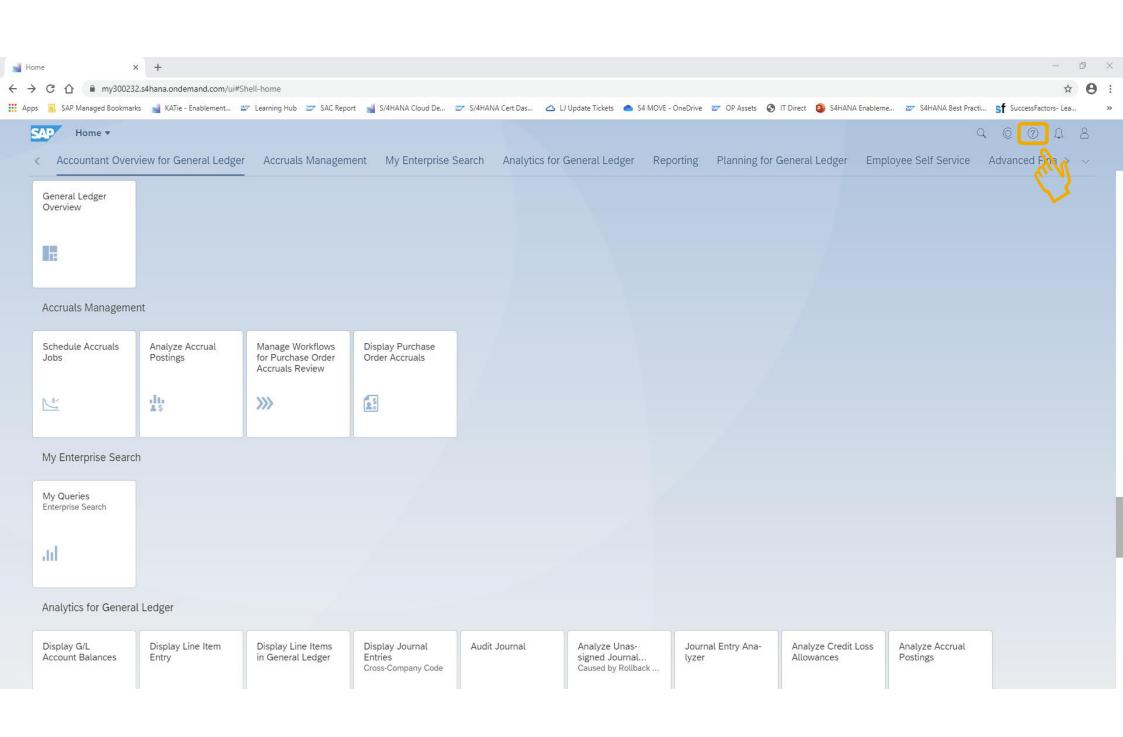
Demo

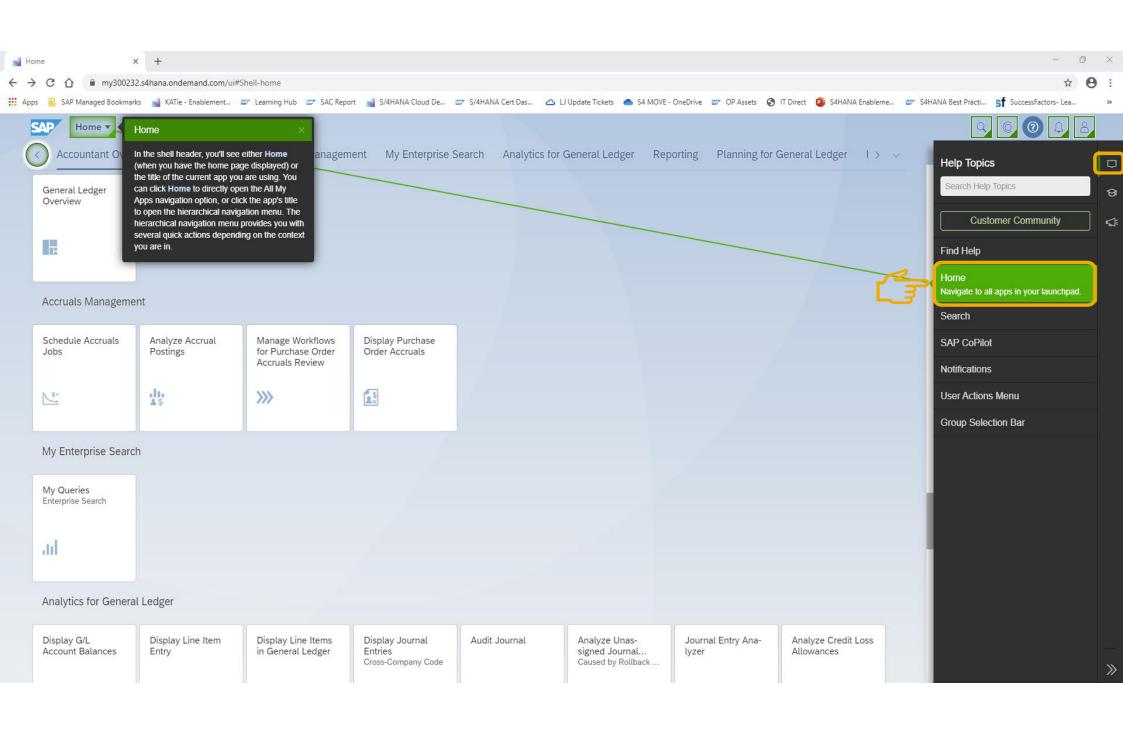
SAP S/4HANA Embedded Enablement Content with SAP Enable Now

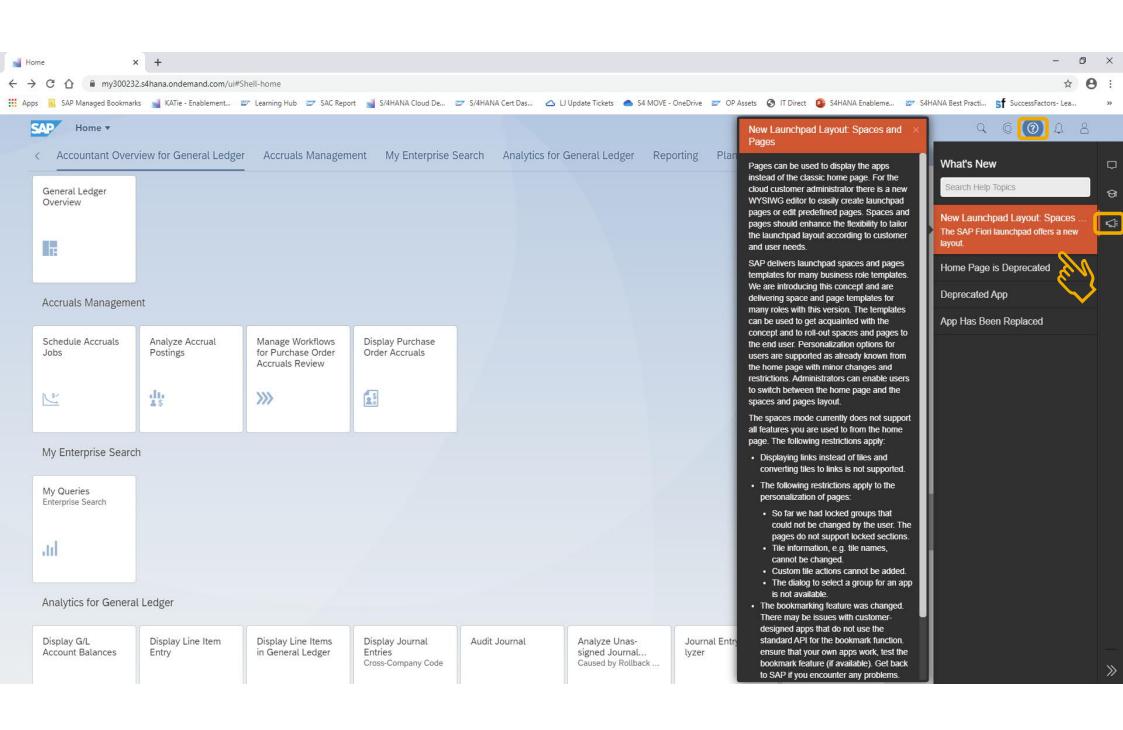
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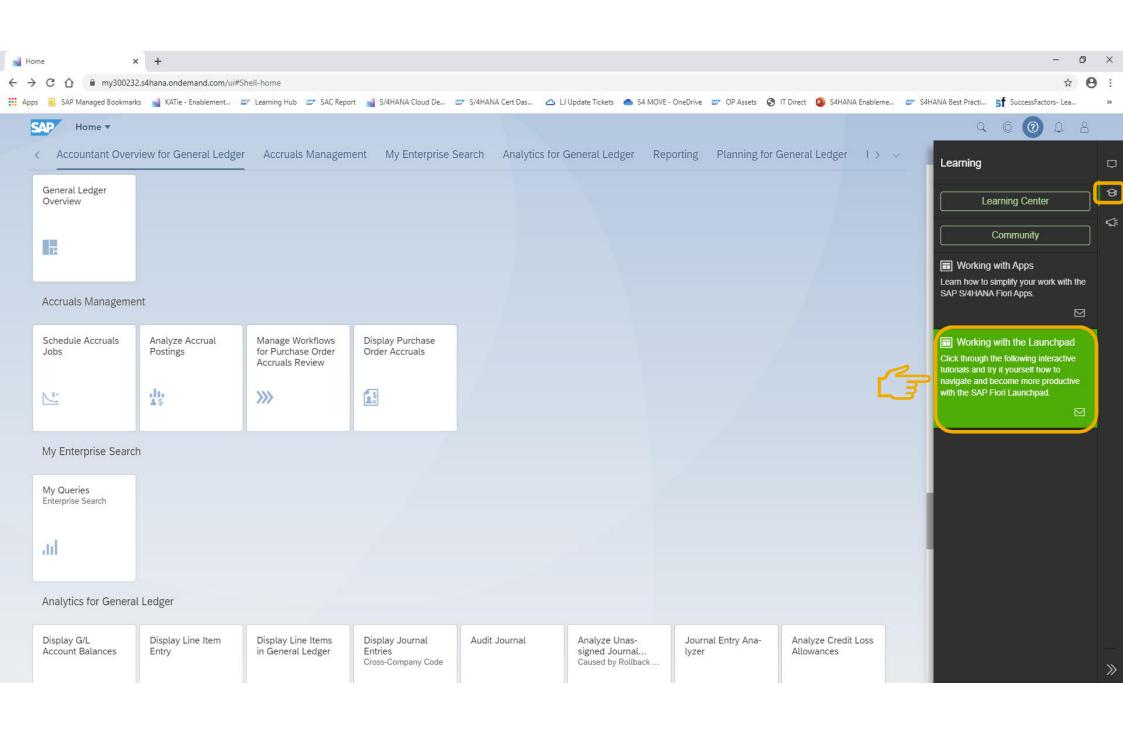
- SAP S/4HANA Learning Tutorials
- SAP S/4HANA Help: Contextual Help

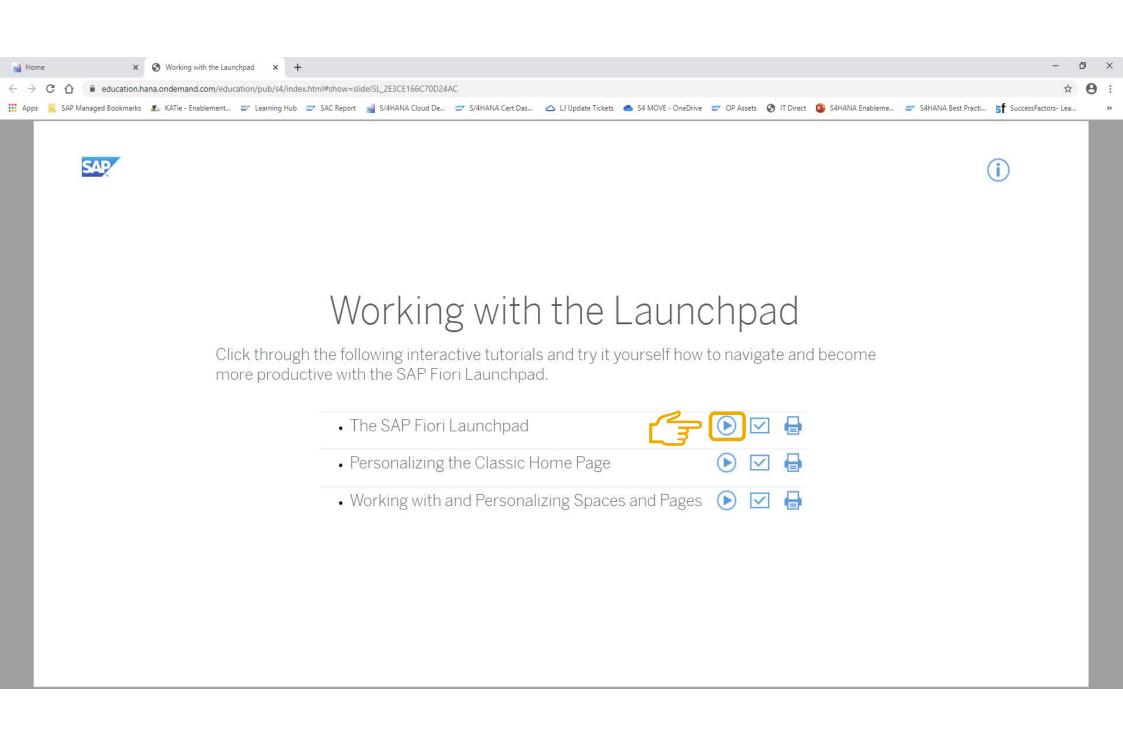


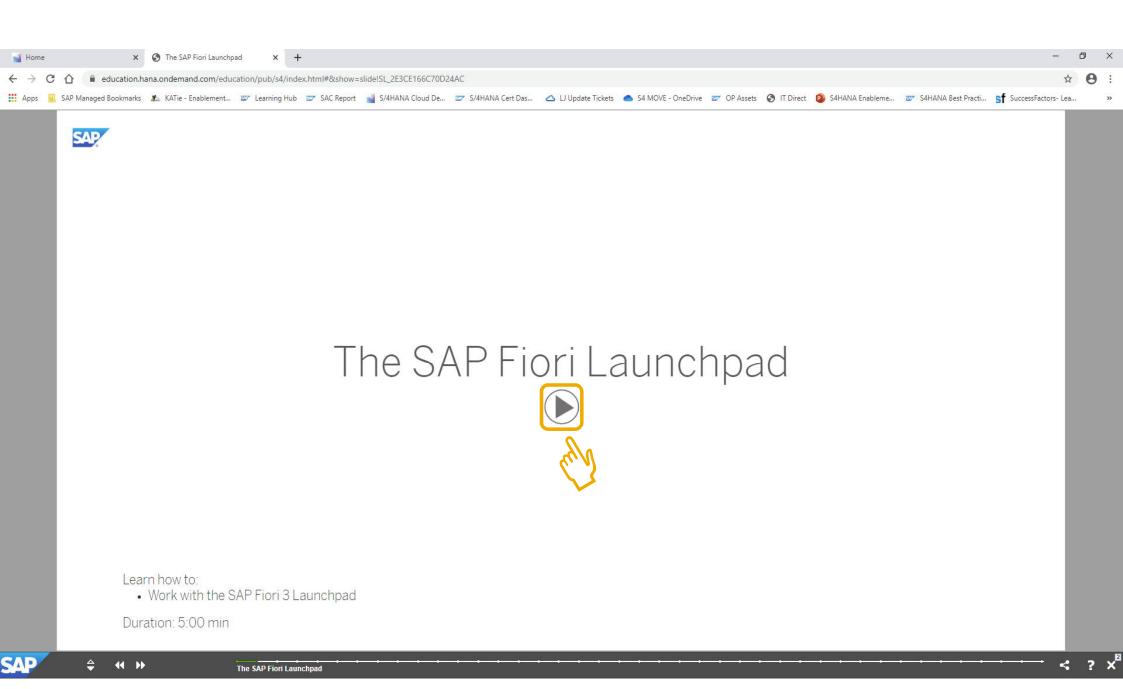


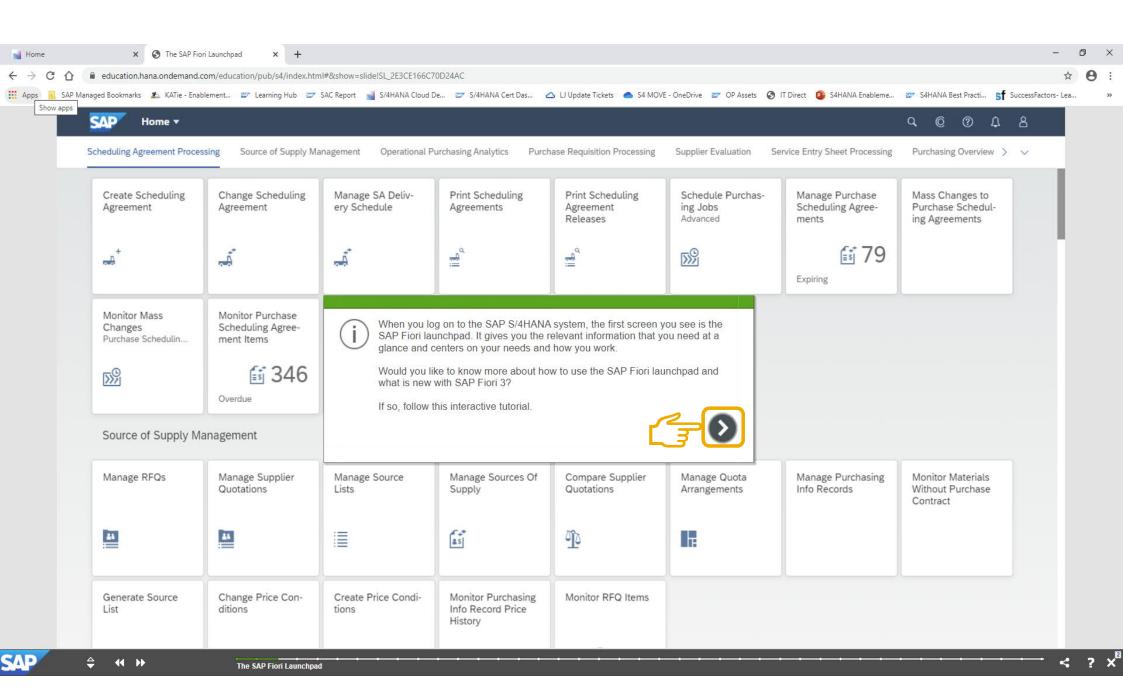


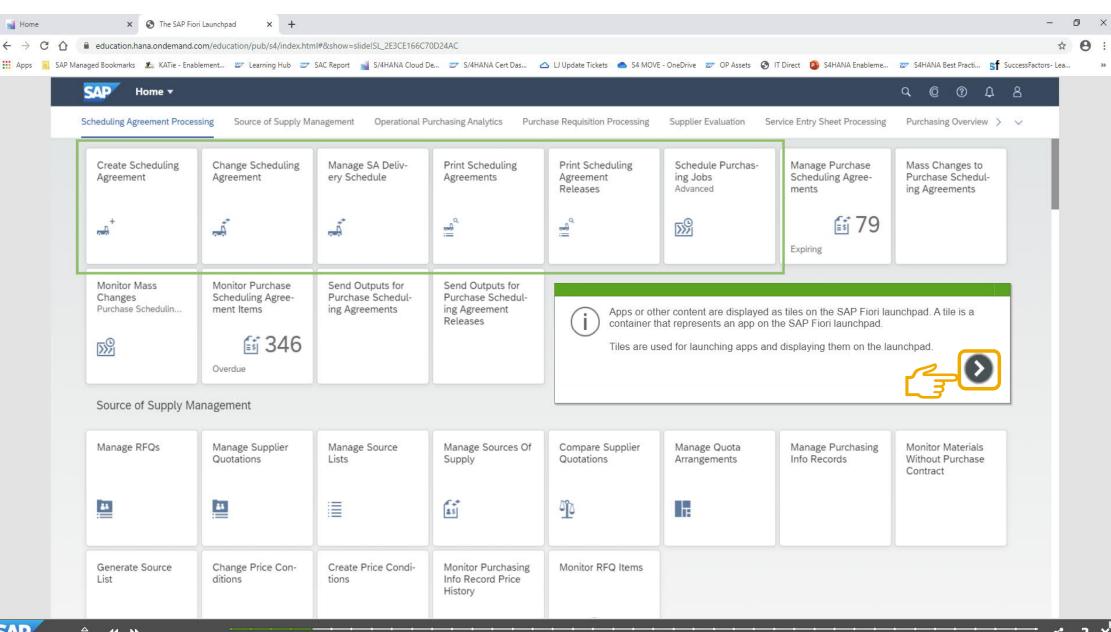


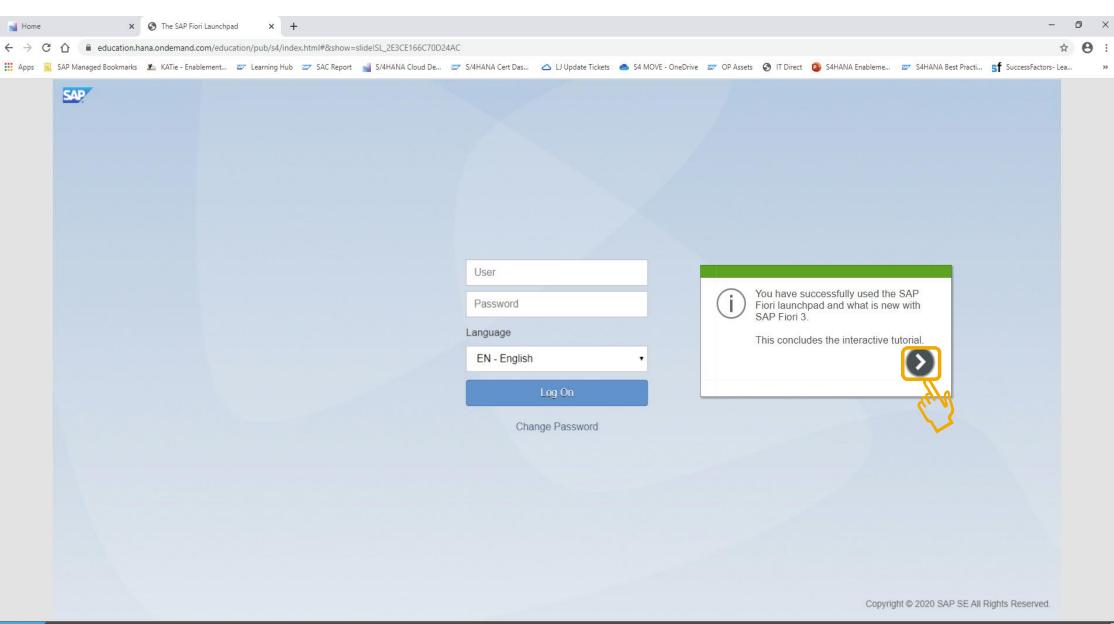




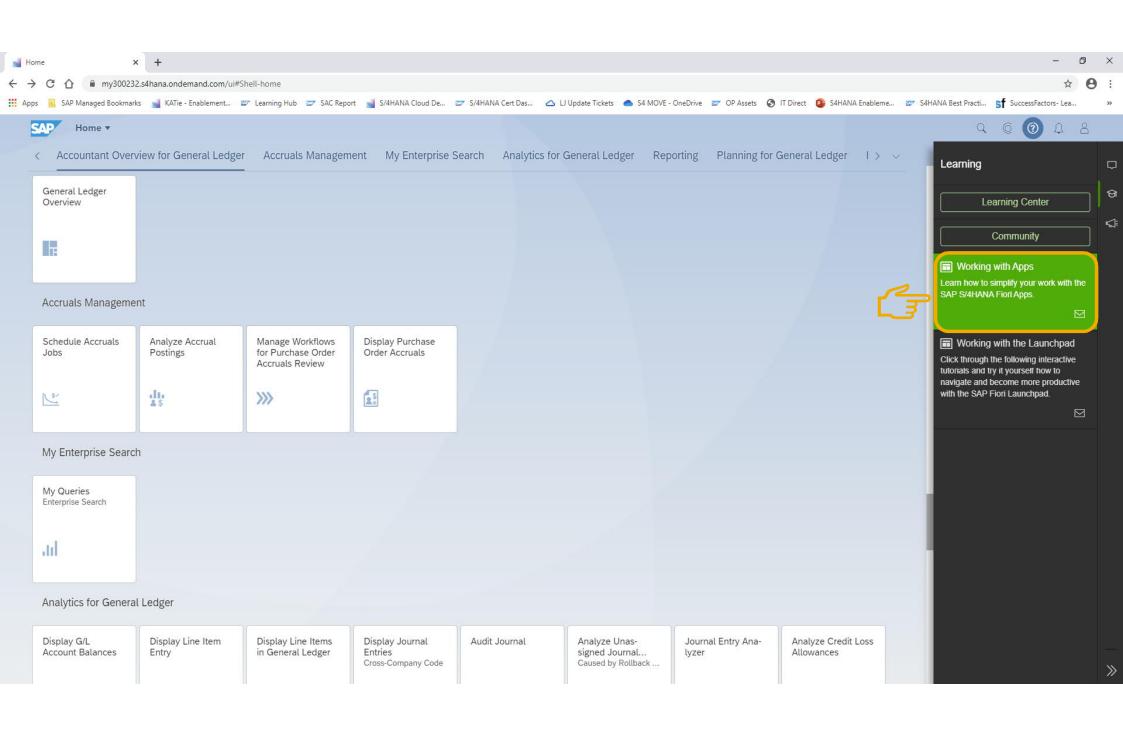


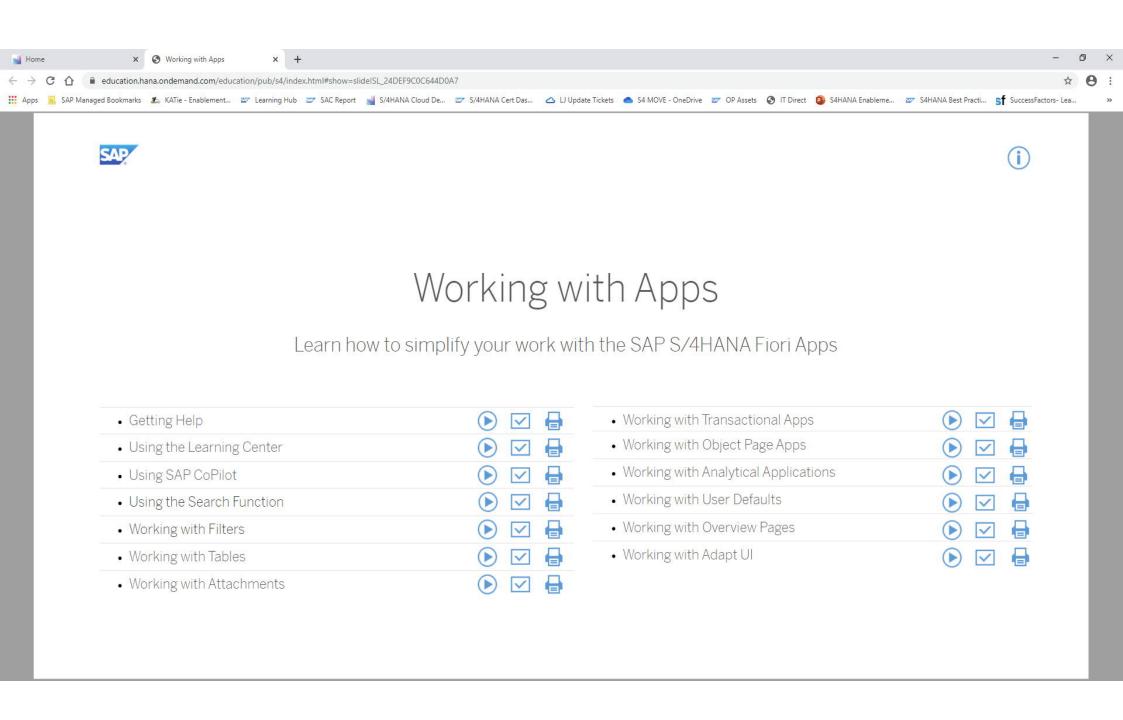


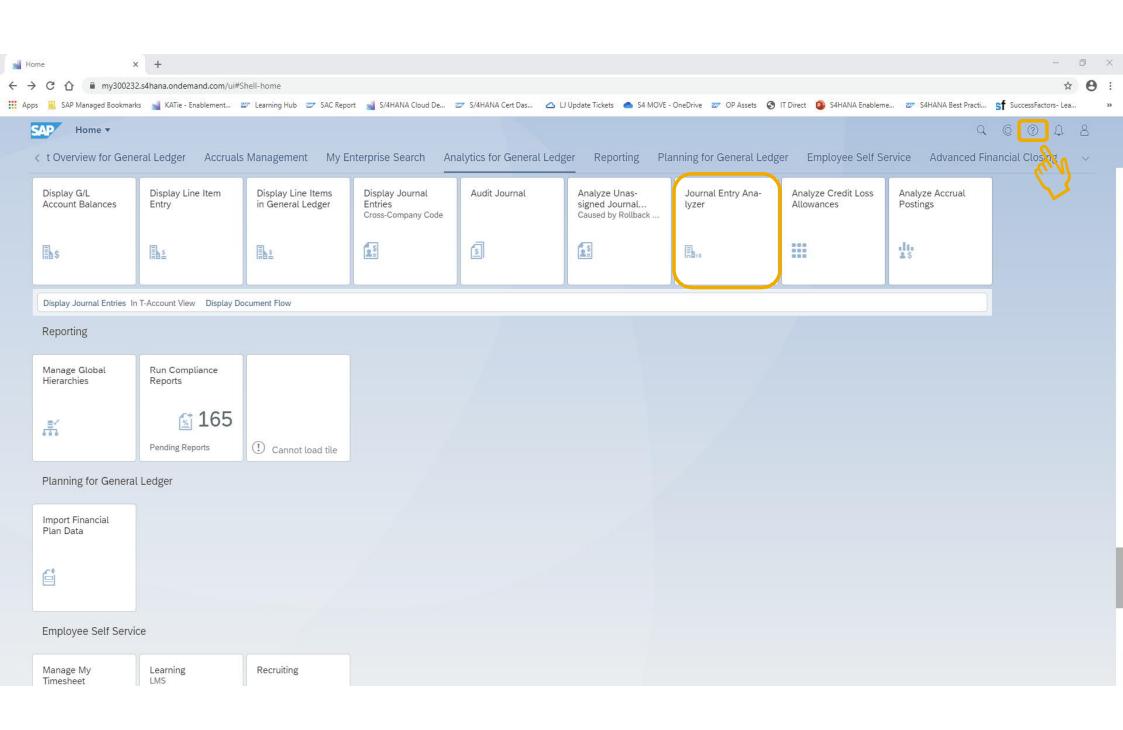


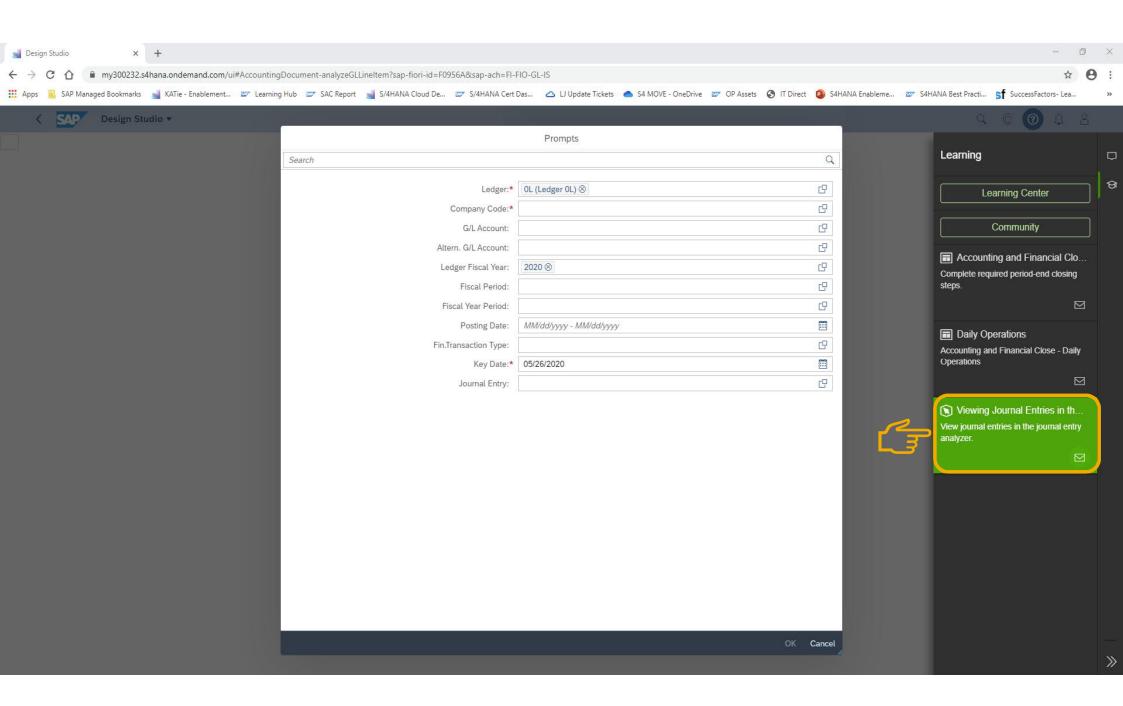
















Viewing Journal Entries in the Journal Entry Analyzer



Learn how to:

· View journal entries in the Journal Entry Analyzer

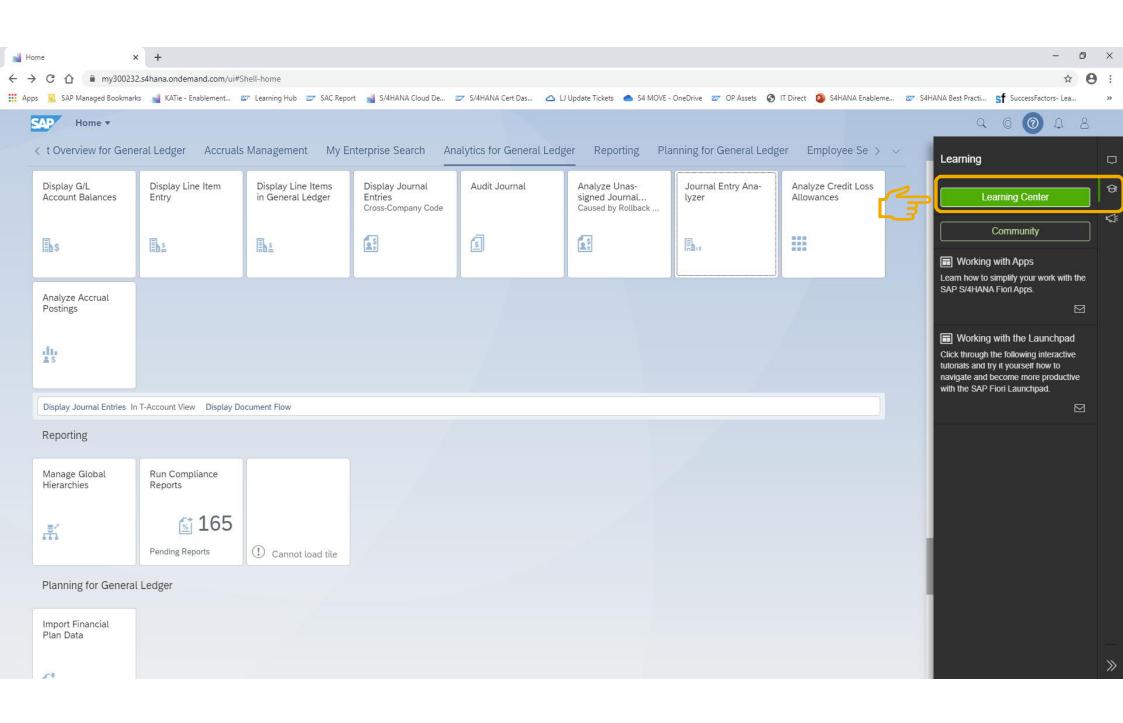
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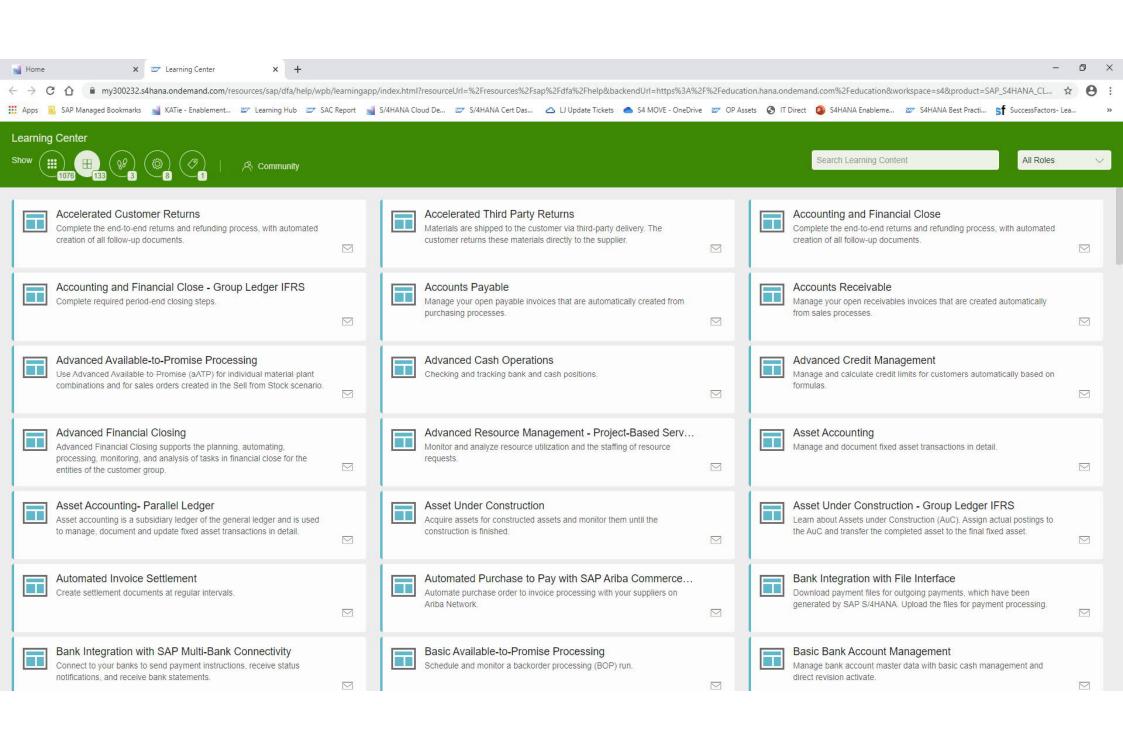


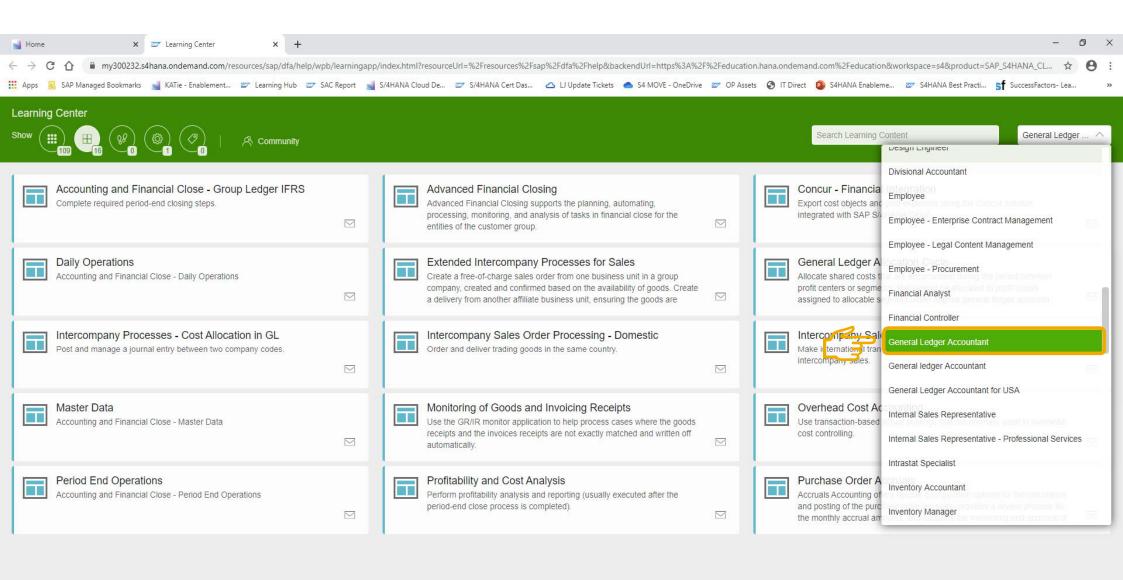
Print the content of the tutorial

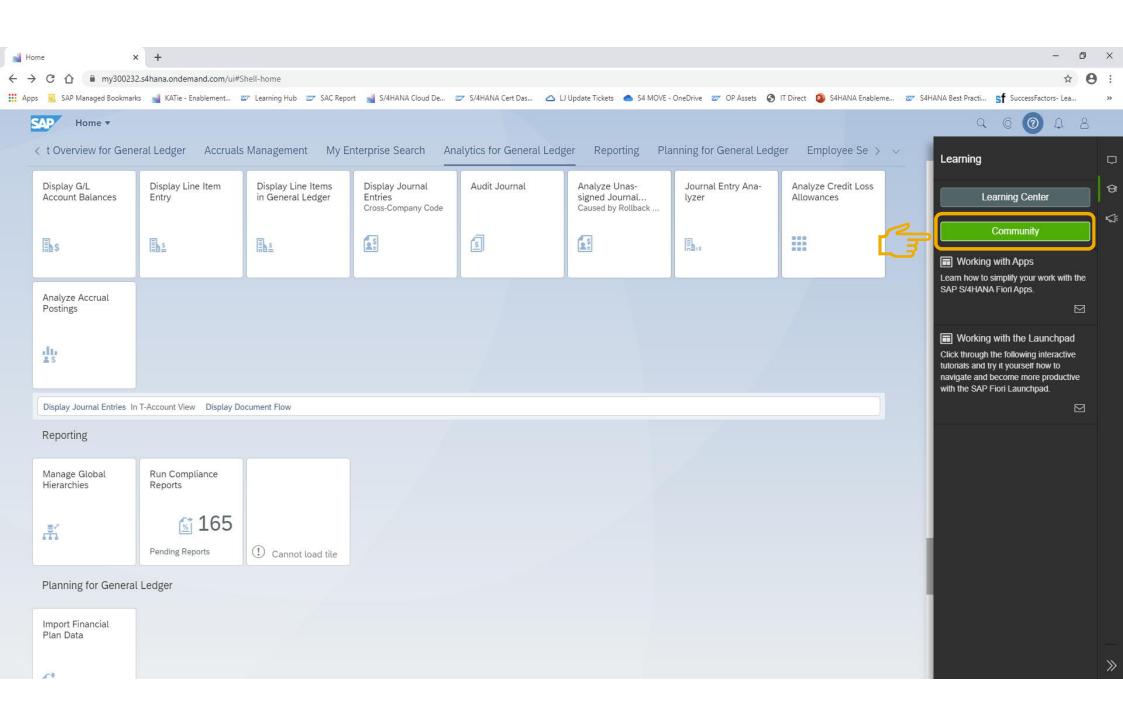


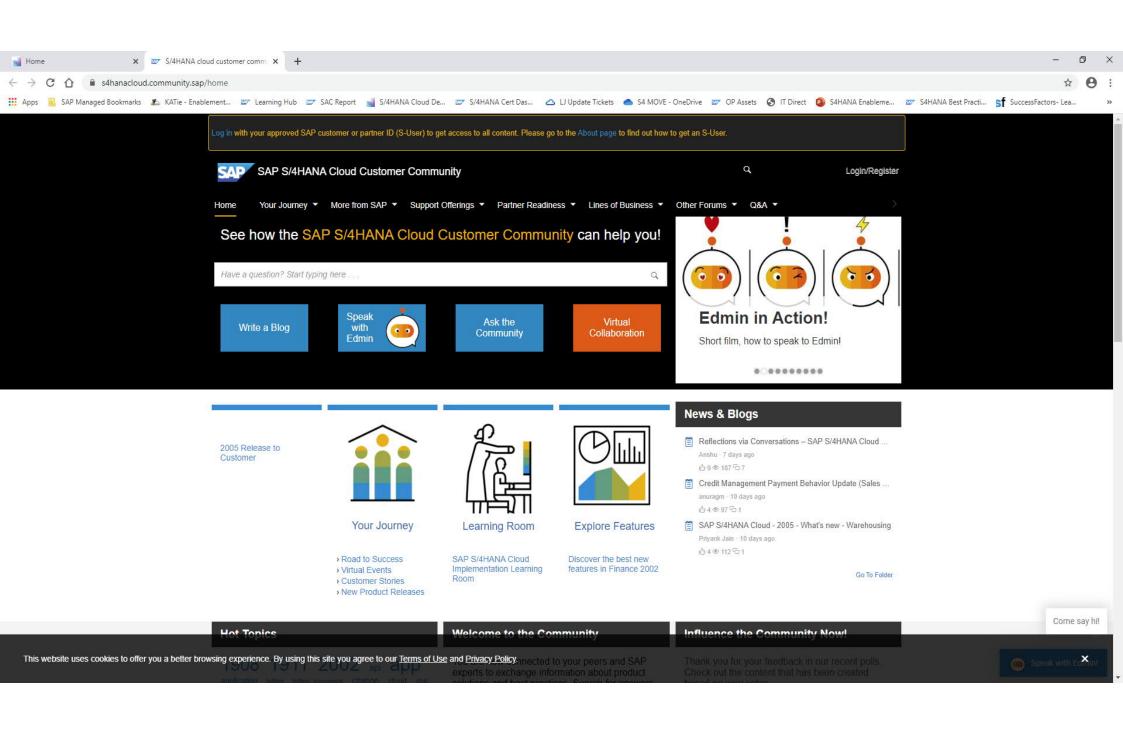


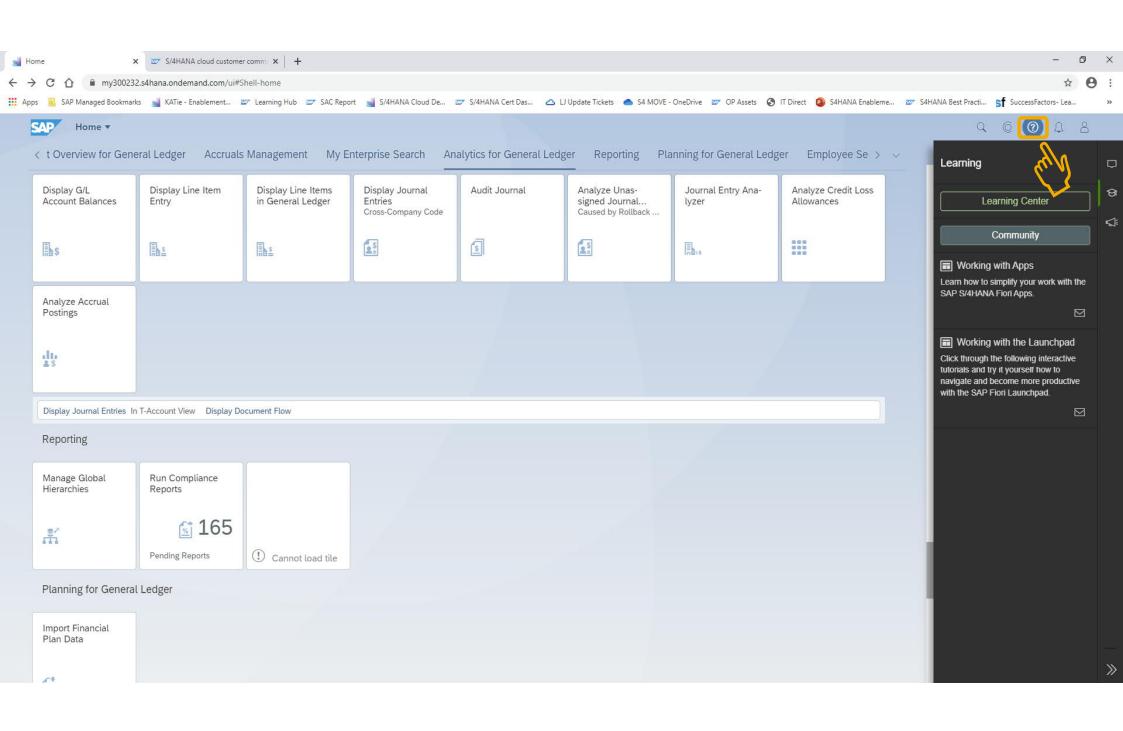












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Q&A

Q: Do we get only the Digital Badge like for OpenSAP or do we also get the original certificate in PDF/paper form?

A: The SAP Global Certification digital badge you get when passing a certification exam is the original certificate. You can download the Digital Badges also as PDF certificate via the "print" functionality in Acclaim but we recommend to share the digital badge URL to allow real time verification.

Q: Do the existing SAP Partners get any discounts for their consultants when they book certification subscriptions?

A: Partner companies can buy the SAP Learning Hub Solution Edition that includes certification subscription for 2 certification attempts and assign this to their consultants. In case Partner Companies want to buy the Certification subscription package with 6 attempts for their consultants, they should watch out for campaign offerings that SAP run from time to time that might also include certification attempts.

Q: Six attempt means - consultants can try to get certified in six different learning journey OR six attempts restricted only to one learning journey?

A: Six attempts means that you buy a subscription for 6 tries not matter which certification exam you want to take. You can try one exam 3 times using 3 attempts. In case you pass all exams with the first try you can do 6 different certifications with the 6 attempts no matter to which Learning journey the certifications belong to.

Q: It seems there are several "Associate" only levels but do not offer a "Professional" certification level for common topics like ACTIVATE. But how can I book a professional level/learning on SAP Learning Hub and do the certification for the professional level?

A: Yes the "Professional" level is only offered in solutions that have a high demand to show this second level also to their customers. For common topics like Activate we do not offer such a Professional level because these certifications were often shown in the consultants curriculum in addition to the solution or product they have specialized in. If there is no "Professional" Level shown in the Learning Journey it is not existing and cannot be booked.

Q: I hope my point is not too specific, it is about content delivery in a Learning Hub course. THE Core course for SAP Activate in the Learning Hub is ACT100. Unfortunately, it is rather a fragment. WHO can be asked to take a look and to put some effort into this specific course?

A: The ACT100 course had a full update last year 2019 and the new version has been available since January 2020. Changes to the course we did in full alignment with SAP Activate's Chief Product Owner and customer feedback. Please have also a look into this <u>blog</u> that our portfolio manager posted in SAP Community last week, which stresses the significance of that update

Q&A

Q: there is a dedicated partnership with some universities and students in those universities benefit from free SAP Certifications. However, there are some students in other universities who are keen on taking up SAP Certifications. Will there be free access for such students?

A: Thank you for your interest in SAP certifications for students! Indeed, for a period of three months (ending soon!), there is a free offering for students from SAP University Alliances member universities to get access to learning material, live system access to practice and finally one free attempt for a certification:

https://training.sap.com/content/student-learning-offering If your university is not yet an SAP University Alliances member, the university can contact us via uasupport.germany@sap.com to receive membership information. Once the free access period is closed, the student certifications continue to be available for the student price of 125€ plus tax, varies per region: https://training.sap.com/course/cers01-sap-certification-in-the-cloud-for-students-1-attempt-certification-online-010-de-de/ Please check also our OpenSAP courses.

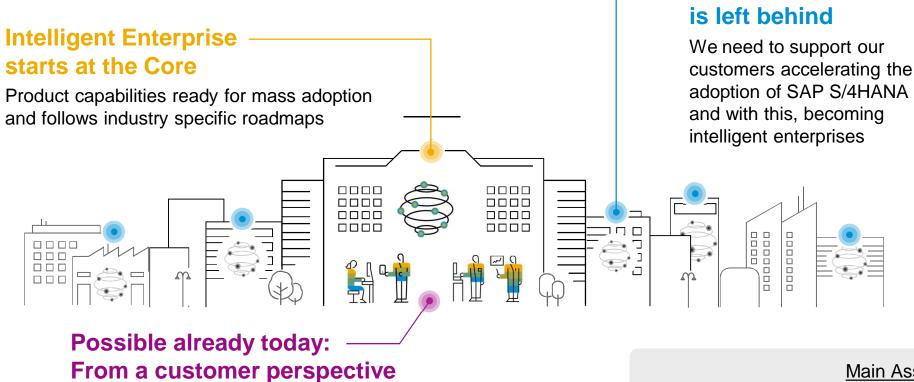
Q: Can we get all the required certification material on learning hub? if yes, how can we find it and download? s well?

A: Yes, all the required certification material you can find in the SAP Learning Hub. You can check for each certification what is required and which courses you need to study. You can also choose the academy classes (also visible in the Learning journey as I presented), because this material is focused on the certification topics.

Q: Are there free-of-charge learnings for system administrators?

A: Yes, we offer several topics in openSAP, but for sure it depends on what you looking for.

Let's MOVE together



Main Assets:

www.sap.com/jointhemovement www.sap.com/s4hana-starter SAP S/4HANA Manifesto

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Thank you.

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