



SAP Training & Adoption: How Customers and Partners Can **Stay Current** with their SAP Knowledge

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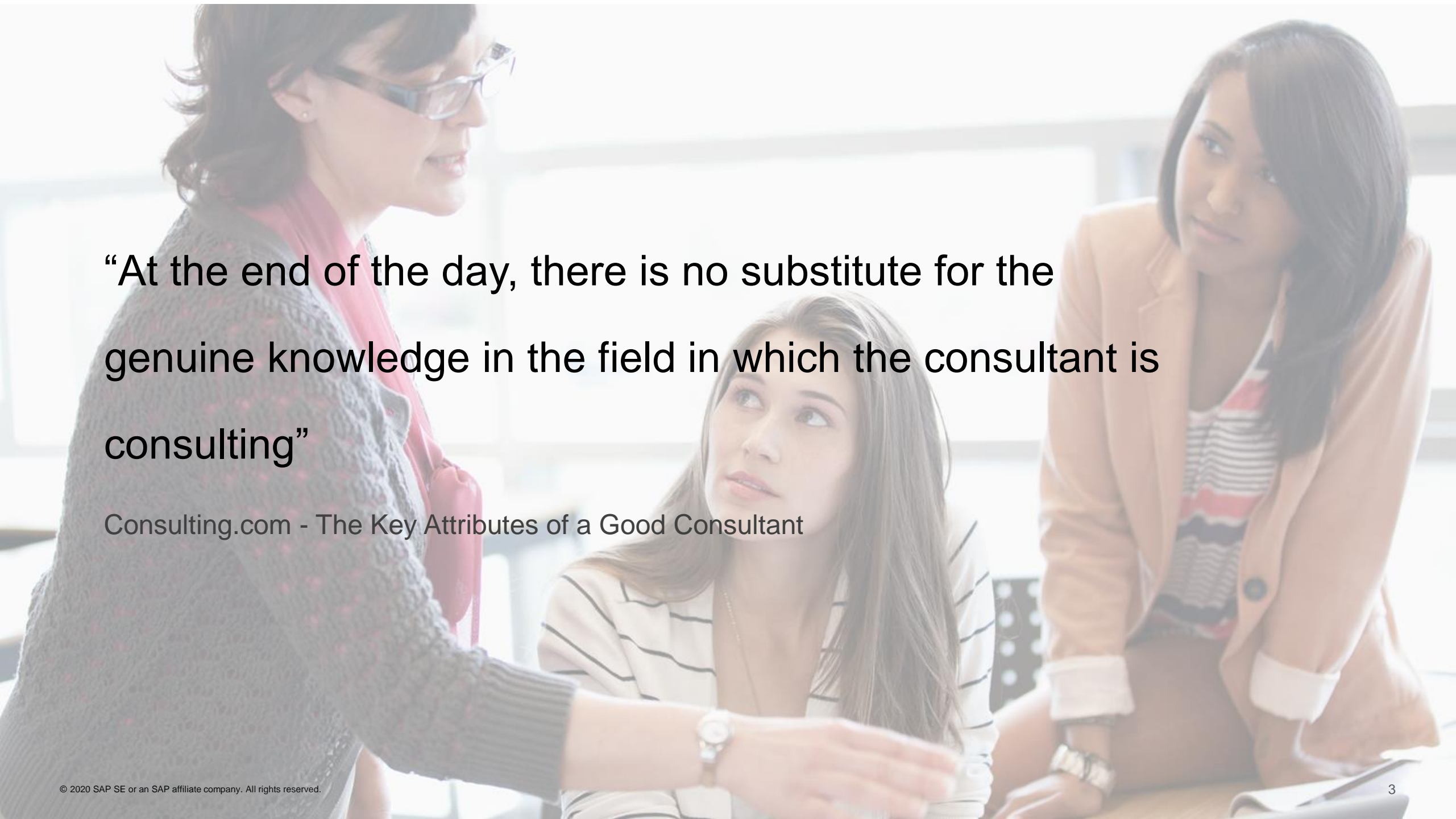
May 2020

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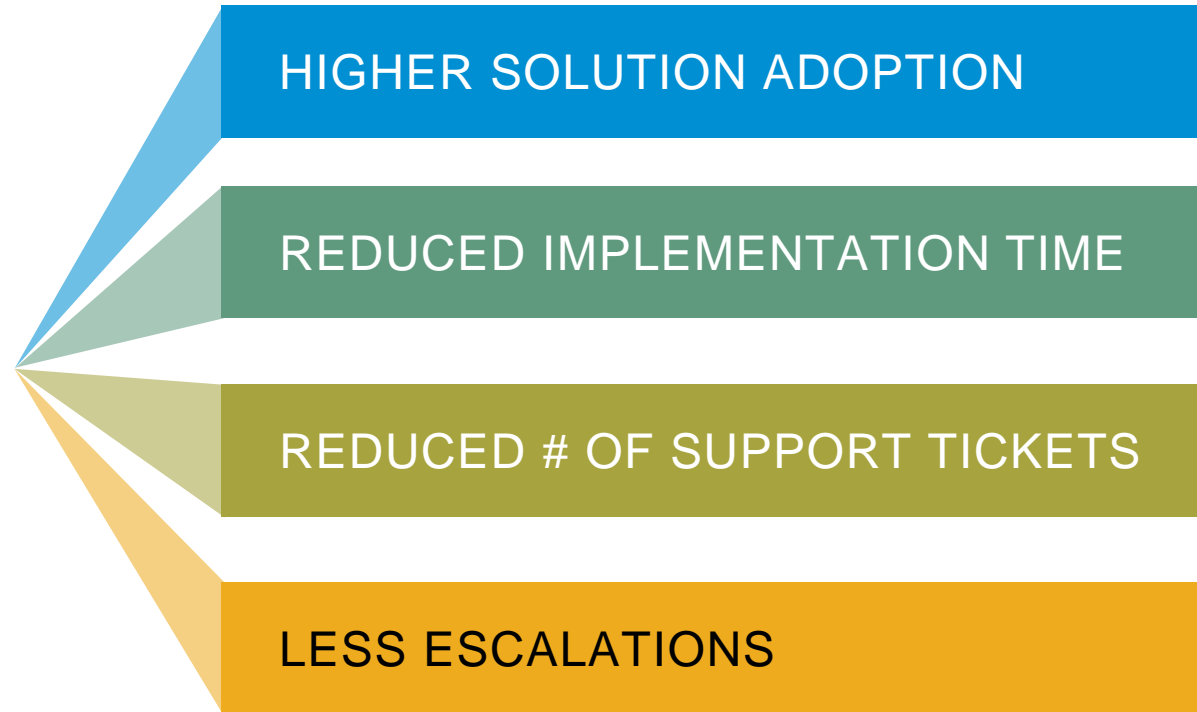


“At the end of the day, there is no substitute for the genuine knowledge in the field in which the consultant is consulting”

Consulting.com - The Key Attributes of a Good Consultant

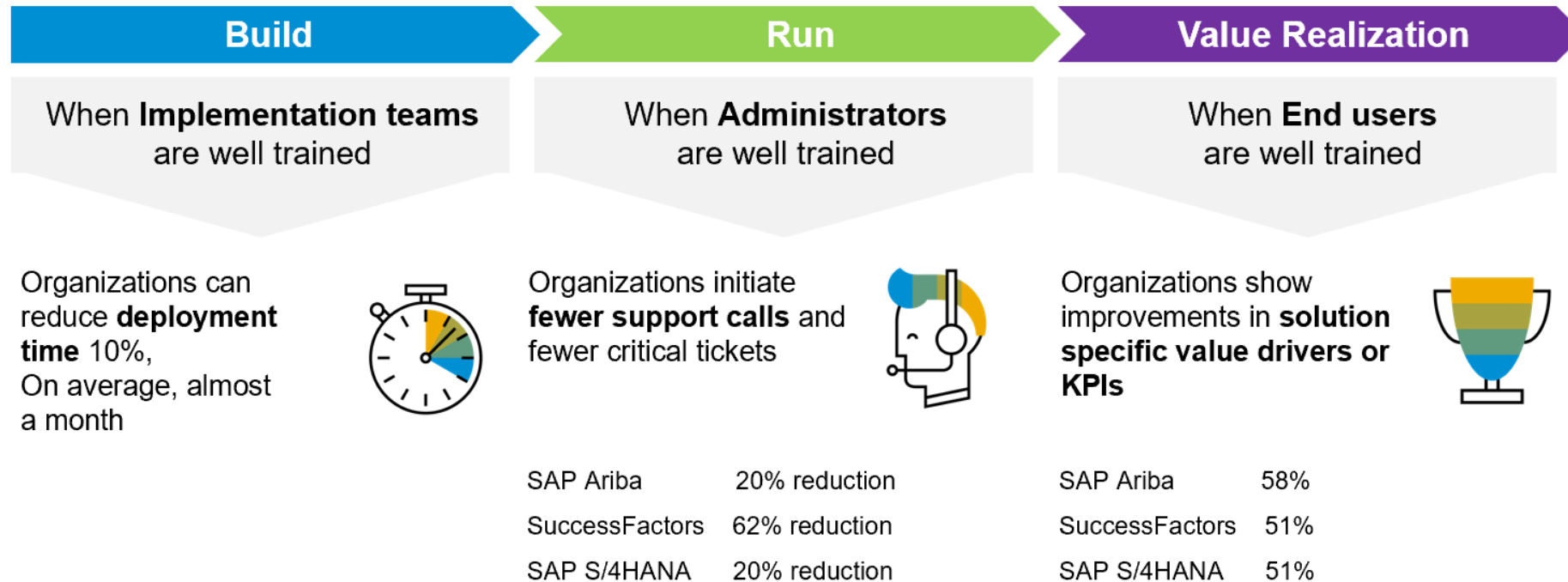
The success of SAP's customers depends on skilled consultants

„SAP strongly recommends that all consultants engaged in cloud projects should be certified and be current”



- Customers need an objective proof of the consultant's knowledge to select the right professionals to implement an SAP solution at their organization
- Delivery Quality – and thereby Product Adoption and Customer Success – depends on how consultants build their skills and keep them current. It is also a major factor for achieving TCO goals (lowering number of how-to-messages)

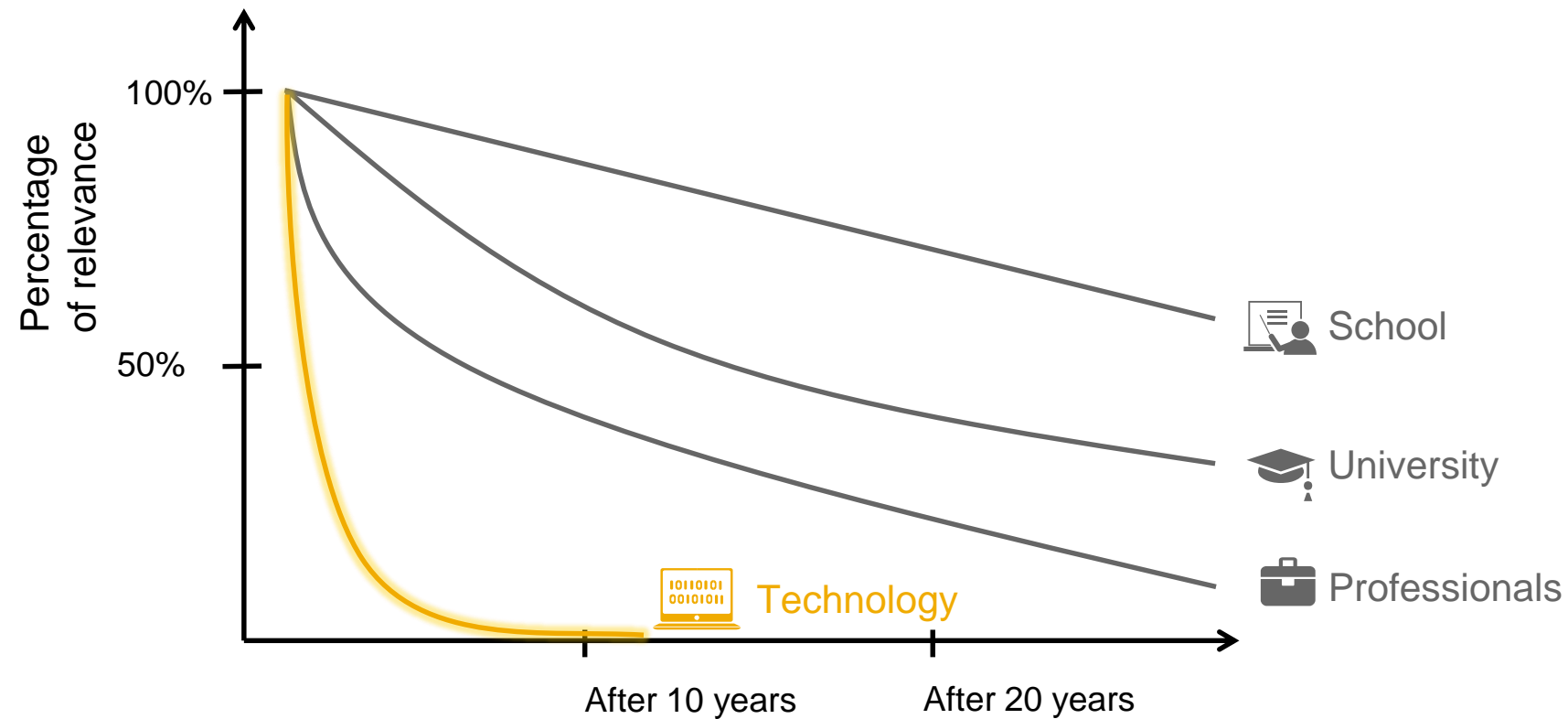
Knowledgeable experts drive transformation success



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

Technology skills decay fast

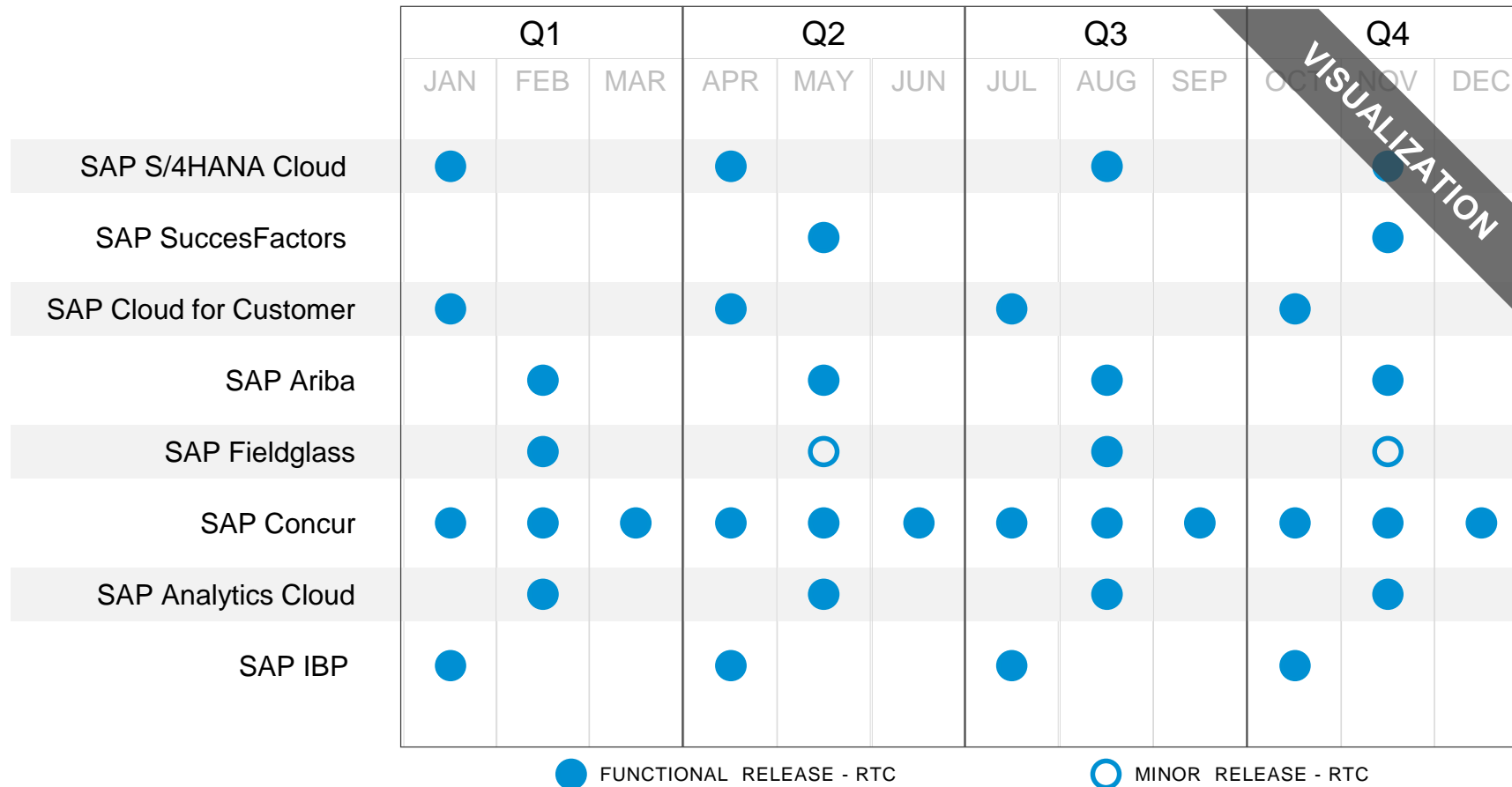
Every SAP Professional needs to fresh-up their SAP knowledge every year.



Source: McKinsey, *Leading Organizations*, 2017

Up-to-date skills require continuous learning - especially for cloud products

SAP Release Calendar 2020



- Unlike on-premise products, which have a major functional release annually once, cloud products get more frequently updated.
- For the professionals who implement and use the solution, it is essential to have a timely knowledge about the new features and functions.
- It is key to not only become competent, but also to stay current.

SAP advises customers to work with **certified and current** professionals

Partner Delivery Quality Framework

Driving partner **consequence** and **reward** management

Partner Delivery Quality

Introduce **new competency based partner program**
based on three pillars that drives consequences and reward



To be a SAP Partner you need to have at least one competency - otherwise SAP will terminate the partnership

Competencies are designed to reflect partners capabilities and quality

SAP will promote via SAP.com and collaborate only with partners that have a competency recognition

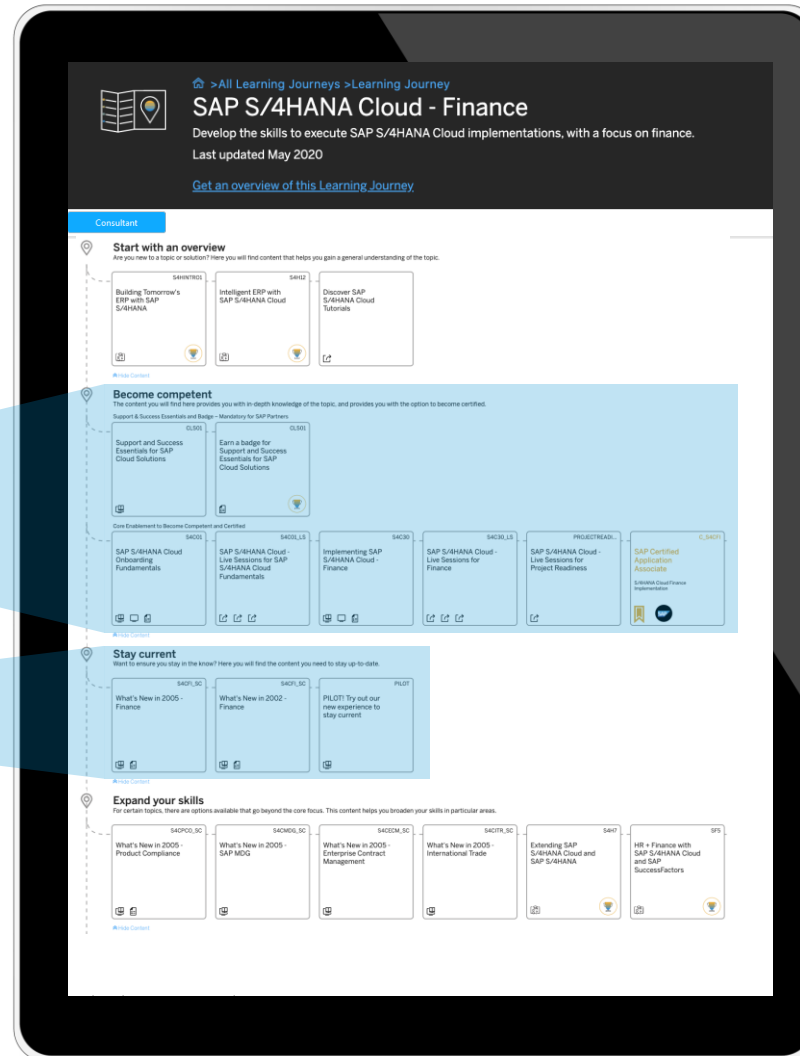
- SAP provides easy to consume content
- SAP is building up enforcement strategy via the Partner Consequence and Reward Management

A Learning Journeys is the first step for starters and seasoned experts alike

**GET
CERTIFIED**

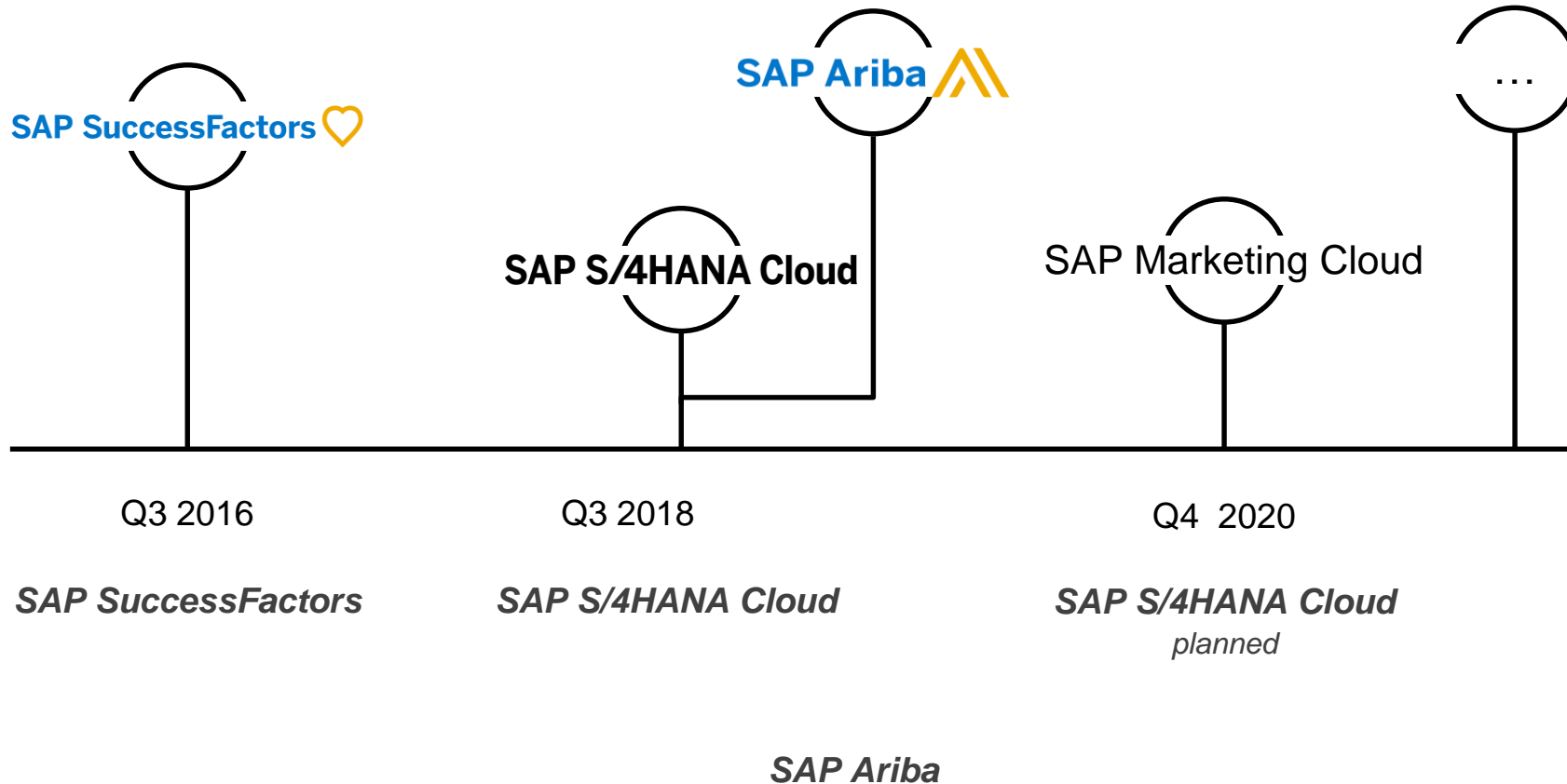


**STAY
CURRENT**



- Learners can get guidance from interactive visual maps illustrating recommended paths to get certified and stay current.
- The Learning Journey is a great starting point, regardless if one would like to learn in a training center near by or prefer to study on-line
- Also certification can be done physically in a training center or via an on-line proctored exam.

Our goal is to offer the Stay Current Program for every SAP Cloud product



Learners can keep skills up-to-date and stay current with SAP certifications – with training and exams that are continuously updated for every SAP cloud product release.

Stay current programs are available for:

- [SAP SuccessFactors Certification & Delta Schedule](#)
- [SAP S/4 HANA Cloud Certification & Delta Schedule](#)
- [SAP Ariba Certification & Delta Schedule](#)

New Stay-Current experience: bringing everything together from the Learner Perspective!

What are the new
release
Highlights?

For each Highlight:
what is it about?


Can I get 1st Hand Info
from Product
Management?

Where can I look up
details for a specific
topic?

How can I get my
Hands on a
System?

How can I prove I
did it related to my
**Certification /
Badge?**

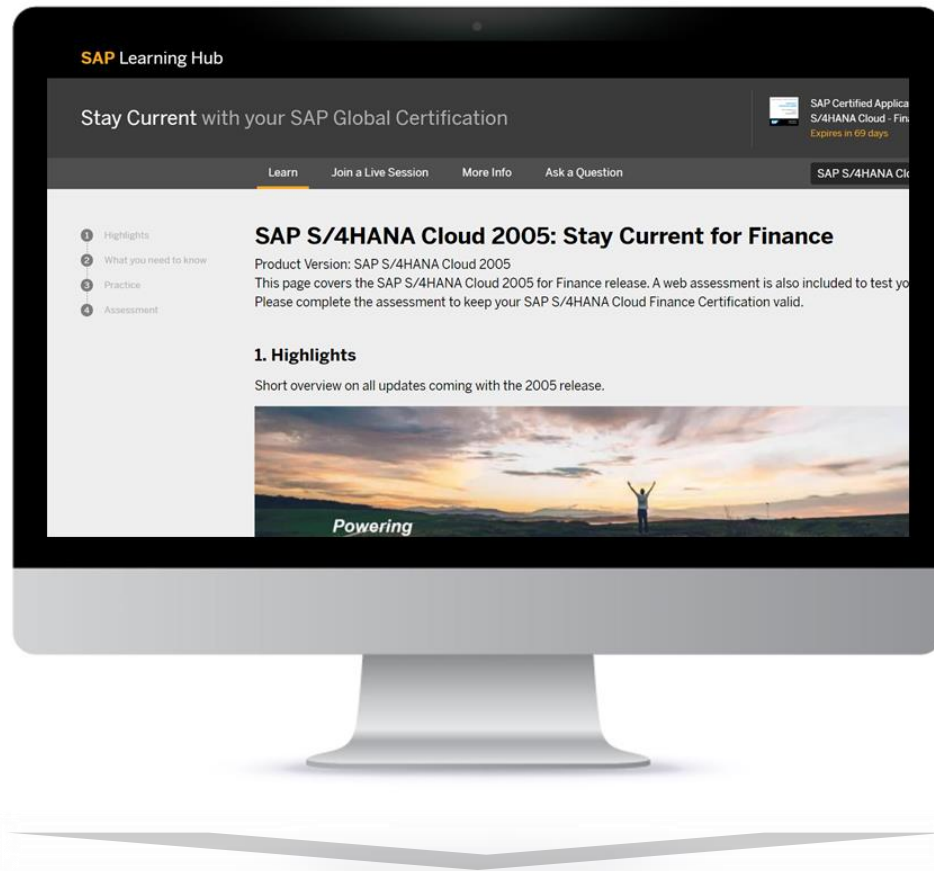
Are there any
carrot & stick
**Rewards or
Sanctions?**



...and how can I do all that
with a **nice consumption
experience** and **minimum
time required?**

How can I check /
assess that I
looked at
everything
important?

The Stay Current experience is simplified via the new web app on SAP Learning Hub

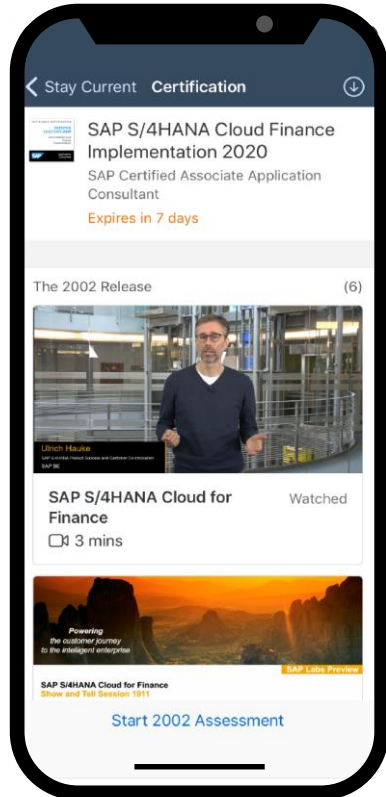


The SAP Stay Current Web App is included in the SAP Learning Hub subscription

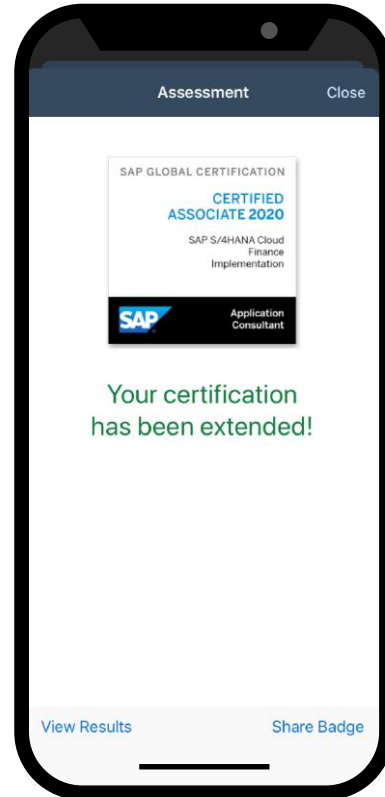
- A new user experience is piloted as a web-viewer for SAP S/4HANA Cloud Finance.
- A whole new user interface to provides learners with a simple learning experience for staying current.
- It includes all relevant content and services, including highlight videos, webinars, assessments, Live Access, Learning Rooms and more.

Outlook: Stay Current Mobile App (Prototype)

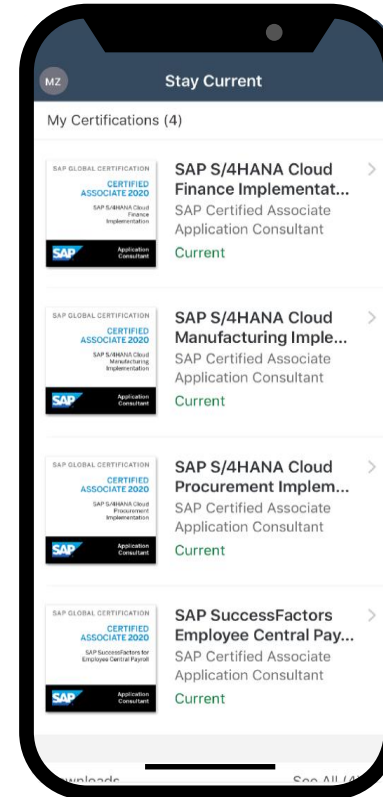
1. Improve skills



2. Keep certification valid



3. Manage badges



- Prototype to consume Stay Current Content and absolve assessments via a mobile app
- Must-have information will be available here to keep a certification current
- Complementary content, e.g. Live Access will be available in the Stay Current Web App
- The content will be available off-line.

How can you check if your consultants are certified and current

The image shows a LinkedIn profile on the left and an Acclaim badge verification page on the right. The LinkedIn profile belongs to Stan Current, a SAP S/4HANA Solution Architect, Certified S/4 Architect, App. Asso. HANA 2.0 (SPS03), Cloud Consultant, and Activate PM. His experience includes roles at Accenture, IBM, and Siemens. His education is from the University of Cambridge. His licenses and certifications include SAP Certified Development Associate - SAP Cloud Platform and SAP Certified Application Associate - SAP S/4HANA Cloud Implementation with SAP Activate. A blue arrow points from the SAP Certified Application Associate - SAP S/4HANA Cloud Implementation with SAP Activate certification in the LinkedIn profile to a callout box on the right. The callout box contains the text: SAP Certified Application Associate - SAP S/4HANA Cloud Implementation with SAP Activate, SAP, and a button labeled 'See credential'. The Acclaim badge verification page shows the badge issued to Stan Current on 5 January 2020. The badge is for the SAP Certified Application Associate - SAP S/4HANA Cloud Implementation with SAP Activate, issued by SAP SE. The page includes a 'Verify' button circled in red, a 'Create Account' button, and a 'Log In' button. The badge details include the title, issued by, a description of the certification, and a list of skills: Application Configuration, As-is process documentation, Blueprinting, and Change management support.

Stan Current

SAP S/4HANA Solution Architect, Certified S/4 Architect, App. Asso. HANA 2.0 (SPS03), Cloud Consultant, Activate PM

Germany · 500+ connections · [Contact info](#)

Highlights

2 mutual connections

You and Stan both know Alf Alpha and Janet Jackson

Experience

Certified SAP Consultant
Accenture - Full-time
Mar 2008 – Present · 12 yrs 4 mos
Working as a Project Manager in different SAP Project

Sr. Consultant
IBM
Jul 2003 – May 2005 · 1 yr 11 mos
Worked as a consultant and senior consultant in IBM

Consultant
Siemens
Mar 2003 – Jul 2003 · 5 mos

[Show 1 more experience](#)

Education

University of Cambridge
Doctor of Philosophy (Ph.D.)

Licenses & Certifications

SAP Certified Development Associate - SAP Cloud Platform
SAP
Issued Apr 2020 · No Expiration Date

SAP Certified Application Associate - SAP S/4HANA Cloud Implementation with SAP Activate
SAP
See credential

[Show more](#)

acclaim
by Credly

Create Account

Log In

This badge was issued to [Stan Current](#) on 5 January 2020

Verify

SAP GLOBAL CERTIFICATION

CERTIFIED ASSOCIATE

SAP S/4HANA Cloud Implementation with SAP Activate

SAP Application Consultant

Type: Certification

[Additional Details](#)

SAP Certified Application Associate - SAP S/4HANA Cloud Implementation with SAP Activate

Issued by [SAP SE](#)

The SAP Certified Application Associate - SAP S/4HANA Cloud Implementation with SAP Activate certification exam validates that the candidate possesses the fundamental and core knowledge required to support SAP S/4HANA Cloud. This certification is designed for the SAP S/4HANA Cloud Project Manager / customer Key User / solution architect to prove that he/she has an overall understanding and in-depth skills to participate in the role as a member of an SAP S/4HANA Cloud implementation project.

Skills

Application Configuration

As-is process documentation

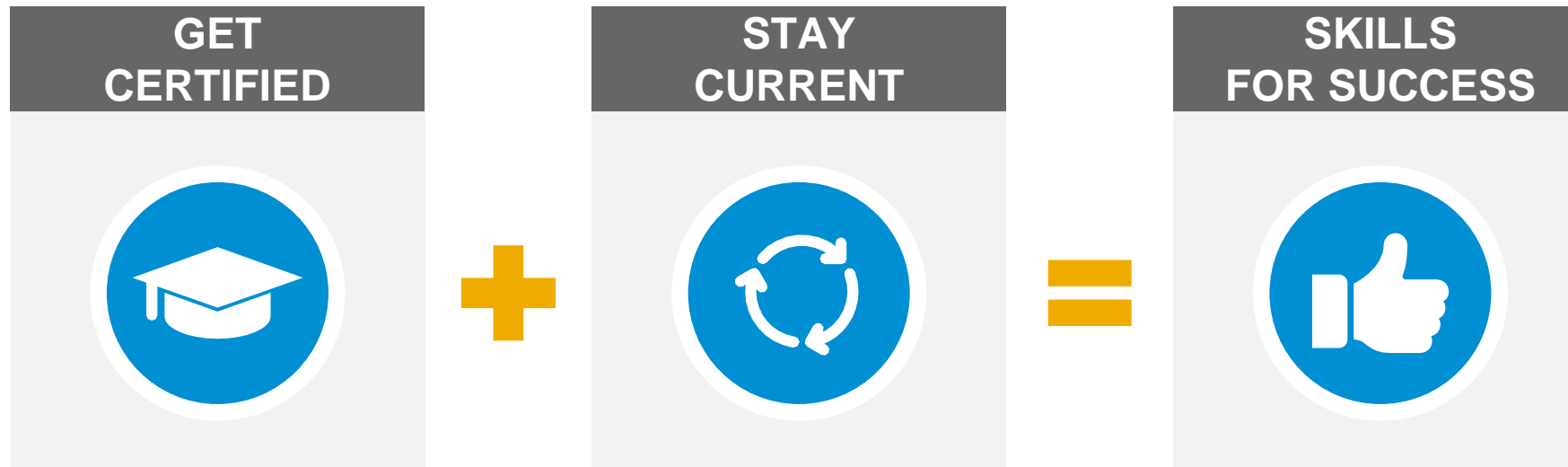
Blueprinting

Change management support

- After passing a certification or a stay current assessment, SAP issues a badge in Acclaim
- The certified professional can send a link to the badge in Acclaim via e-mail, or can be display it to a LinkedIn or other social media profile
- The Stay Current relevant certifications expire after a grace period if not renewed via a Stay Current assessment

Take-Away:

Successful projects require Consultants who build and sustain their skills



Consultants can show off their acquired skills publicly (e.g. on LinkedIn) via **Digital Badges**

Certifications are issued once and kept active by absolving the Stay Current Assessments

Thank you.

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