

# SAP UNIVERSITY ALLIANCES

## DEVELOPING THE FUTURE CORPORATE LEADERS OF TOMORROW

As the world's leading software provider, SAP has made it possible for students to experience first-hand how SAP's leading-edge business suite and solutions help organizations operate and how integrated systems can make businesses more successful.

Teaching students how to bridge real-world business issues and information technology challenges and ensuring that they are prepared to join the workforce are top priorities at any university.

Students who are able to translate theory into practical knowledge and application gain a competitive advantage in the job market.





## Supporting the Ecosystem

SAP believes in building a well-rounded ecosystem where individuals, customers and partners are brought together to foster collaboration and to ensure ongoing innovation. The SAP University Alliances Program serves as a channel for SAP to share world-class knowledge and best practices, while helping to develop and nurture young technology talents and supports the ecosystem by building and supplying a continuous pipeline of SAP skills for customers, partners and SAP through the development and enhancement of SAP skills among students, helping them to understand fundamental concepts, training and SAP certification courses.

The need for more business and technology savvy individuals has increased dramatically over the last few years, especially the demand for SAP professionals, as reported by ComputerWeekly/SSL analysis and ZDnetAsia. This growth is a direct result of the increasing adoption of SAP business applications by enterprises to drive efficiency and growth. Meeting this shortage requires the development and enhancement of SAP skills among students, helping them to understand fundamental concepts, transition quickly and easily into the more in-depth training and SAP certification courses.

In response to such pressing market conditions, SAP University Alliances Program, which provides universities with access to one of the world's leading software for students to learn about business process management within an academic environment, has an even bigger role to play. Through useful hands-on experience, students become familiar and ready to work with SAP enterprise systems when they enter the workforce.

Since its launch in 1988 in Germany, the Program now boasts over 800 participating universities in 36 countries. It has more than 2,200 SAP-proficient faculty members and 150,000 students enrolled in courses supported by SAP software. In Asia Pacific and Japan, the Program has universities participating in Australia, China, India, Japan, Korea, New Zealand, Singapore, Thailand and Taiwan.

# Benefits for students

## Better career and certification opportunities

Being acquainted with the world's leading software brings with it greater employability potential and higher starting salaries. Students gain a real-life perspective on how business is done in the "real world" and are better prepared for their careers. They also become potential candidates that can be hired immediately by SAP partners. Students on the Program can pursue opportunities to become officially SAP-certified.

## Obtain a globally recognized SAP ERP Business Process Integration and Solution Architecture (TERP10) certification on campus

Students who are keen to advance their technology knowledge and gain SAP certification can take up the SAP ERP Business Process Integration and Solution Architecture (TERP10) course. Using SAP-sponsored training systems, the TERP10 course teaches students and academics how to use SAP ERP to run a mid and large size enterprise based on SAP's proprietary Best Practices. Students then undergo an examination where they are awarded a SAP TERP10 certification.

## Unique learning experience

The standard learning experience can be enhanced through the provision of leading-edge SAP solutions deployed in the classroom that recreate complex business problems. This generates greater interest in and engagement with curricula subject matter through innovative teaching methods. SAP software and its concepts are used to reinforce the theories that are already being taught. Through demonstrations, exercises and problems, case studies, and research projects, students are able to put theory into practice and enhance their educational experience.

## Asian Institute of Technology as part of the SAP ecosystem

AIT, which is a member of this program, joins a global network of researchers, educators, customers, and partners who use SAP. The Program is crucial in building and sustaining a well-rounded SAP ecosystem as a platform to promote innovation, encourage collaboration and facilitate the communication of business ideas amongst academics. SAP sponsors professional development opportunities such as the annual Academic Conference to bring together like-minded individuals to exchange ideas and present research findings. In turn, the academics return with the latest business software knowledge to share with their students.

## Access to state-of-the-art software

Both the universities and students gain exposure to the world's most utilized Enterprise Resource Planning and e-business software to help develop innovative curricula – the same software SAP customers are using around the world.



## Will you be a part of the workforce of the future?

Having the ability to connect real-world business issues with information technology challenges is a skill that is much sought after by employers around the world. The need for more business and technology savvy individuals has increased dramatically over the last few years, thus causing employers to have to pay a premium to attract such talents.

Technology is increasingly driving business today and students who understand and are able to combine business and technology together will gain a head-start in their career. This Program enables students at participating campuses to experience first hand how organizations operate, and how integrated systems can make them more efficient, productive, and profitable. Graduates of these courses have a competitive advantage in the job market – multiple career options between business and IT, more managerial opportunities to lead across organizations within companies, and higher salaries.



## CURRICULA

### SAP1001: Enterprise Computing: Introduction to SAP ERP Using Global Bike Inc.

**Level:** Basic

**Duration:**

Full 5 days (40 hours lecture class)

**Course Based on Software Release:**

Presentations, demonstrations, and practice exercises are carried out using SAP ERP 6.0

**Prerequisites:**

None

**Audience:**

This course is appropriate for:

- Professionals who are new to the SAP ERP
- IT professionals who will be supporting the business processes used by their organizations
- Project team members, who need an overview of the SAP navigation

**Description:**

This course is intended to explain how the fundamental business processes interact with SAP ERP in the functional areas of Sales and Distribution, Materials Management, Production Planning, Financial Accounting, Controlling, and Human Capital Management. Materials provided include an introductory navigation exercise to acquaint students with getting around within SAP ERP, presentation materials and exercises / solutions.

**Topics:**

- Introduction to SAP
- Navigation to SAP ERP System
- Sales & Distribution Module
- Materials Management Module
- Production Planning Module
- Financial Accounting Module
- Controlling Module
- Business Process Management - using SAP

**Course schedule:**

Tentative schedule for 2010:

- Confirmed schedule: 11, 18, 25 September, 2 and 8 October 2010
- Tentative Schedule: 6-10 December 2010

*(Note: The schedule can be re-arranged based on the resource person's and participants' availability.)*

**Fee:**

AIT Extension offers the course at a nominal cost as listed below:

- |                   |            |                 |
|-------------------|------------|-----------------|
| • Current student | <b>THB</b> | <b>3,500.00</b> |
| • Faculty / Staff | <b>THB</b> | <b>7,000.00</b> |

The Introduction to SAP ERP course using Global Bike Inc. dataset give participants a strong knowledge and foundation on how SAP ERP Business Process is, and to prepare them for the next more advance module.

# CURRICULA

## SAP1002: Enterprise Computing: SAP ERP Integration of Business Processes (TERP10)

**Level:** Basic Processes & Foundation

**Duration:**

Full 10 days (80 hours lecture class)

**Course Based on Software Release:**

- Presentations, demonstrations, and practice exercises are carried out using SAP ERP 6.0; SEM 4.0; BW 3.5

**Prerequisites:**

**Essential**

- Conceptual or practical knowledge of how companies manage their businesses
- SAP ERP system navigation

**Recommended**

- Basic knowledge in at least one SAP ERP application area

**Audience:**

This course is appropriate for:

- Customers and consultants who are new to the SAP ERP solution, or with expertise in a specific ERP business process area who want to expand their general knowledge of all business processes
- IT professionals who will be supporting the business processes used by their organizations
- Project team members, who need an understanding of the key integration points between business
- Power/Super Users and End Users who want a better understanding of the total business process cycle

**Goals:**

At the end of this course you will be able to:

- Explain the organizational structures used in each business process
- Identify the key master data which must be maintained to execute each business process
- Discuss the ERP transactions required to complete each business process cycle
- Identify the key integration points between the different business disciplines those support each business process cycle

**Content:**

Through instructor presentations, system demonstrations, hands-on exercises, and quizzes, you will be introduced to:

- The basic structures; organizations, master data, etc. used throughout SAP ERP
- NetWeaver as a technology infrastructure supporting ERP business processes and reporting and analysis tools (BI)
- Learn the basic business processes used in Financial Accounting; Management Accounting; Human Capital Management; Procurement; Inventory Management; Material Planning; Manufacturing Execution; Plant Maintenance; Customer Service; Lifecycle Data Management; Sales Order Management; Program & Project Management; Strategic Enterprise Management

**Note:**

- After finishing the course, participants are eligible to take TERP10 Certification Exam. The exam fee is **THB 10,700** (incl. 7% tax) and should be paid by the participants. Upon passing the exam, participant will be designated as an **SAP Certified Business Associate with SAP ERP 6.0**, an SAP Associate level certification - the first of three levels of certification SAP Professionals may choose to pursue throughout their career.

**Course schedule:**

- Tentative schedule: 13 - 24 December 2010

*(Note: The schedule can be re-arranged based on the resource person's and participants' availability.)*

**Fee:**

The regular cost for attending the Academy is USD5,750. However, because AIT is a member of the SAP University Alliances, participants will get discounted rate as per listed below:

- Current student           **THB    7,000.00**
- Faculty / Staff           **THB   10,000.00**



## APPLICATION INFORMATION

### Eligibility

Only Asian Institute of Technology's community (current students, faculties and staff) can apply for these two courses. Only 20 seats are available for each batch. AIT Extension reserves the right to select the candidates.

### Requirements

- 80% attendance for both Introduction to SAP ERP Using Global Bike Inc. and SAP ERP Integration of Business Processes.
- Individual laptop to access the SAP ERP System.

### Application

Please send your completed applications online from AIT Extension's web page (<http://extension.ait.asia>) or send downloadable form to: Admissions Officer, AIT Extension, Asian Institute of Technology, PO Box 4, Klong Luang, Pathum Thani 12120, Thailand, Fax: (+66 2) 524-6332, Email: [extension@ait.ac.th](mailto:extension@ait.ac.th).

Completed applications and payments should reach us at least 4 weeks before the starting date of the training course.

### Venue

Milton Bender Auditorium, AIT Extension Building, 2<sup>nd</sup> floor.

### Fee

The training fee covers training materials, software for accessing the system, individual access to SAP ERP System for 3 months and coffee break during the training session. The training fee does NOT cover the TERP10 Certification Exam Fee.

*Note: Access to SAP ERP System can be done in Milton Bender Auditorium only. To access the system from other location, subscription to AICS or other connection is required (subscription fee is not included).*

### Payment

Payment should be transferred to:

Asian Institute of Technology

Current Account No: 359-3-00001-2

Siam Commercial Bank Co., Ltd., AIT Sub-Branch, AIT Campus

P.O. Box 4, Klong Luang, Pathum Thani 12120, Thailand

### Confirmation

Notice of acceptance will be sent to applicants within 15 days of receipt of application. AIT Extension reserves the right to cancel courses with insufficient enrollment. Applicants will be notified of such cancellation by email at least two weeks before the date of commencement of the course. In case of course cancellation, AIT Extension's liability is limited to full refund of deposited fees only.

Similarly, cancellations by participants should be received at least two weeks prior to the start of the training course. For later cancellations, a cancellation fee equivalent to 50% of the training fee will be charged.

### Others

For more information, please contact:

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