

EUNIS 2014 Congress in UMEA, Sweden on June 11 2014

# 2014: a tipping point for cloud in higher education

Werner Felger, SAP

Public





# MORE ORGANIZATIONS TAPPING INTO THE CLOUD...

*Not if, but when and how?*

75%+

New IT expenditures will be for  
Cloud or mixed IT  
environments by 2016

70%+

CIOs will embrace a “cloud  
first” strategy  
by 2016





# The right mix

***Private cloud and On Premise.***  
Exclusive use by a single organization.

***Community cloud.*** Provisioned for exclusive use by a specific community of consumer.

***Public cloud.*** The cloud infrastructure is provisioned for open use by the general public.

***Hybrid cloud.*** The cloud infrastructure is a composition of two or more distinct cloud infrastructures.

Source: Adapted from "The NIST Definition of Cloud Computing".



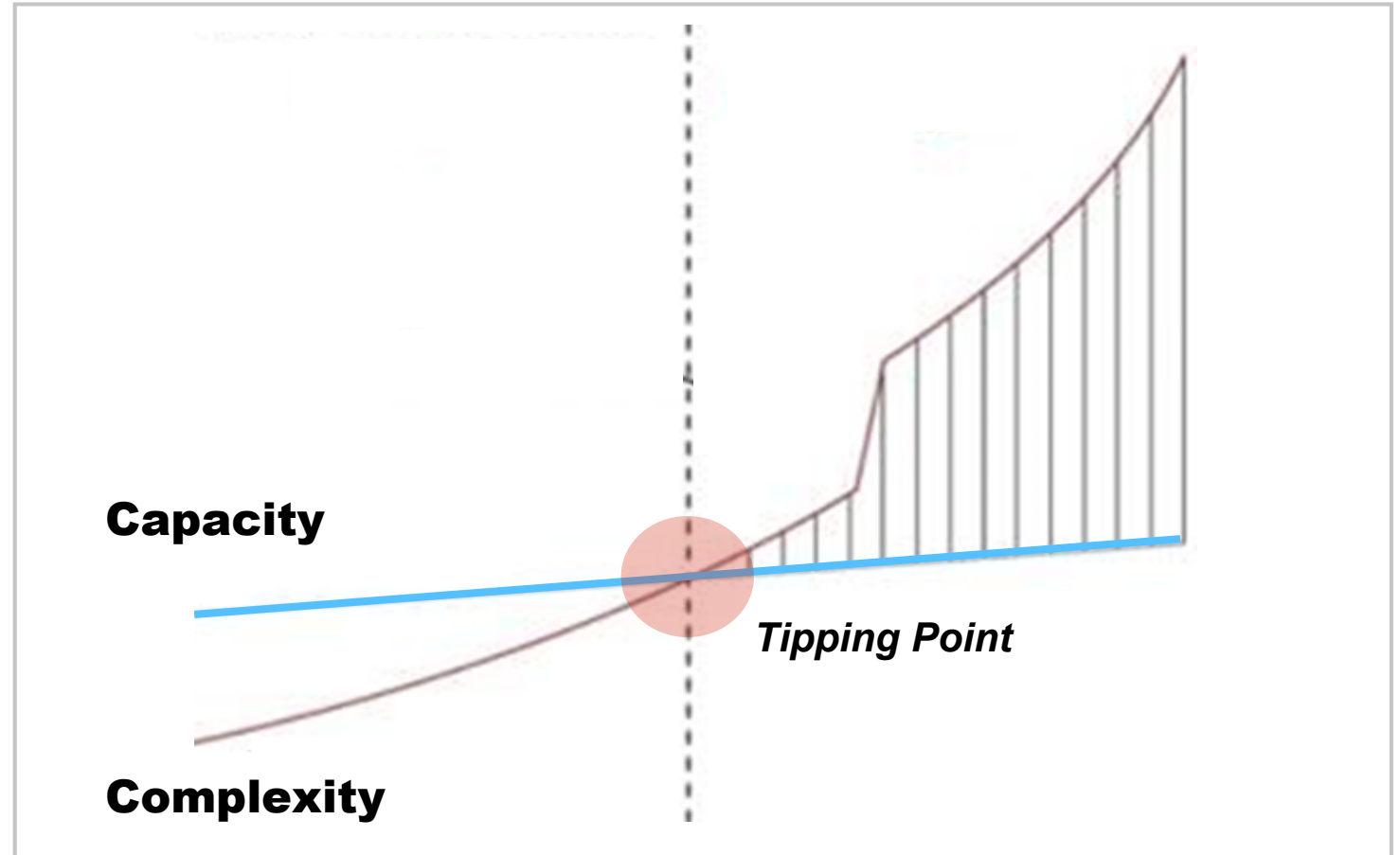


# Tipping point for cloud in higher education

## 50%

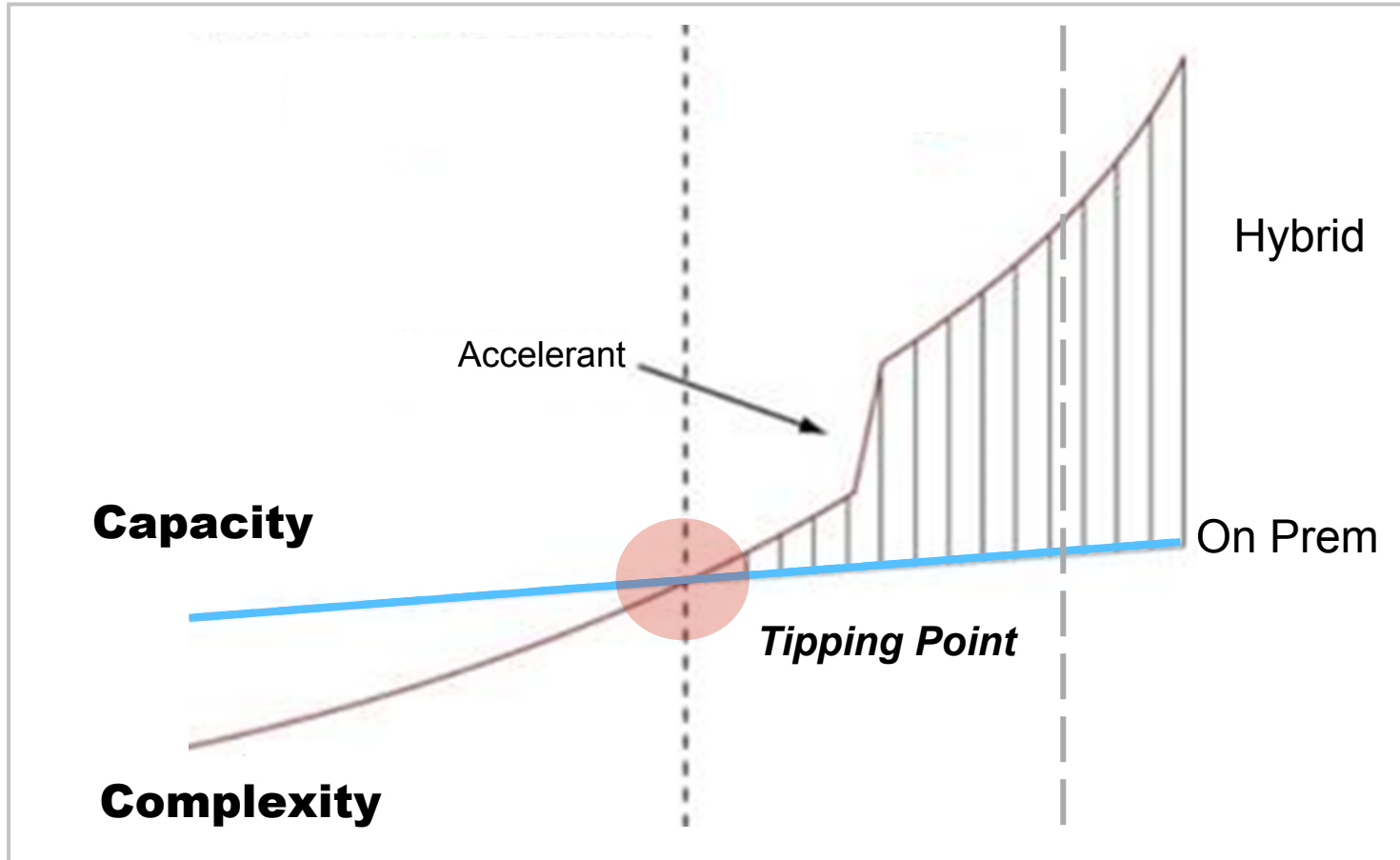
at least of small and medium-sized education institutions across EMEA will experience a shortage of IT management skills.

Source : EMEA Education Sector Top 10  
Predictions by IDC, December 2013



Source: Adapted from Forrester Research, Inc.

# Tipping point for cloud in higher education



## Accelerant

- A. Speed of change
- B. New technologies
- C. Constraint budget

Source: Adapted from Forrester Research, Inc.





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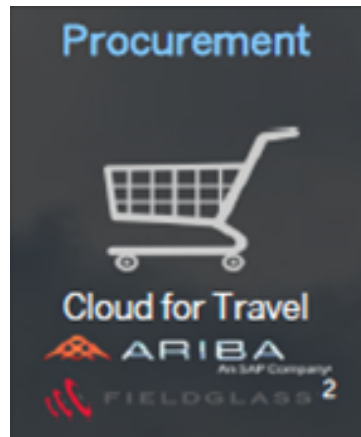
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# SAP's Public Cloud Solutions for Higher Education today



- Core HR
- Performance & Goals
- Workforce Analytics & Planning
- Social Collaboration
- Recruiting
- Learning
- Compensation
- ...



- Procurement (Catalog and Non-Catalog)
- Invoicing (PO and Non-PO based)
- eForms (Internal Sales Document, PCard Request, Employee Reimbursement, ...)
- T&E (Expense Reports)
- Sourcing
- Contract Management
- Contract Compliance
- ...





# The right mix

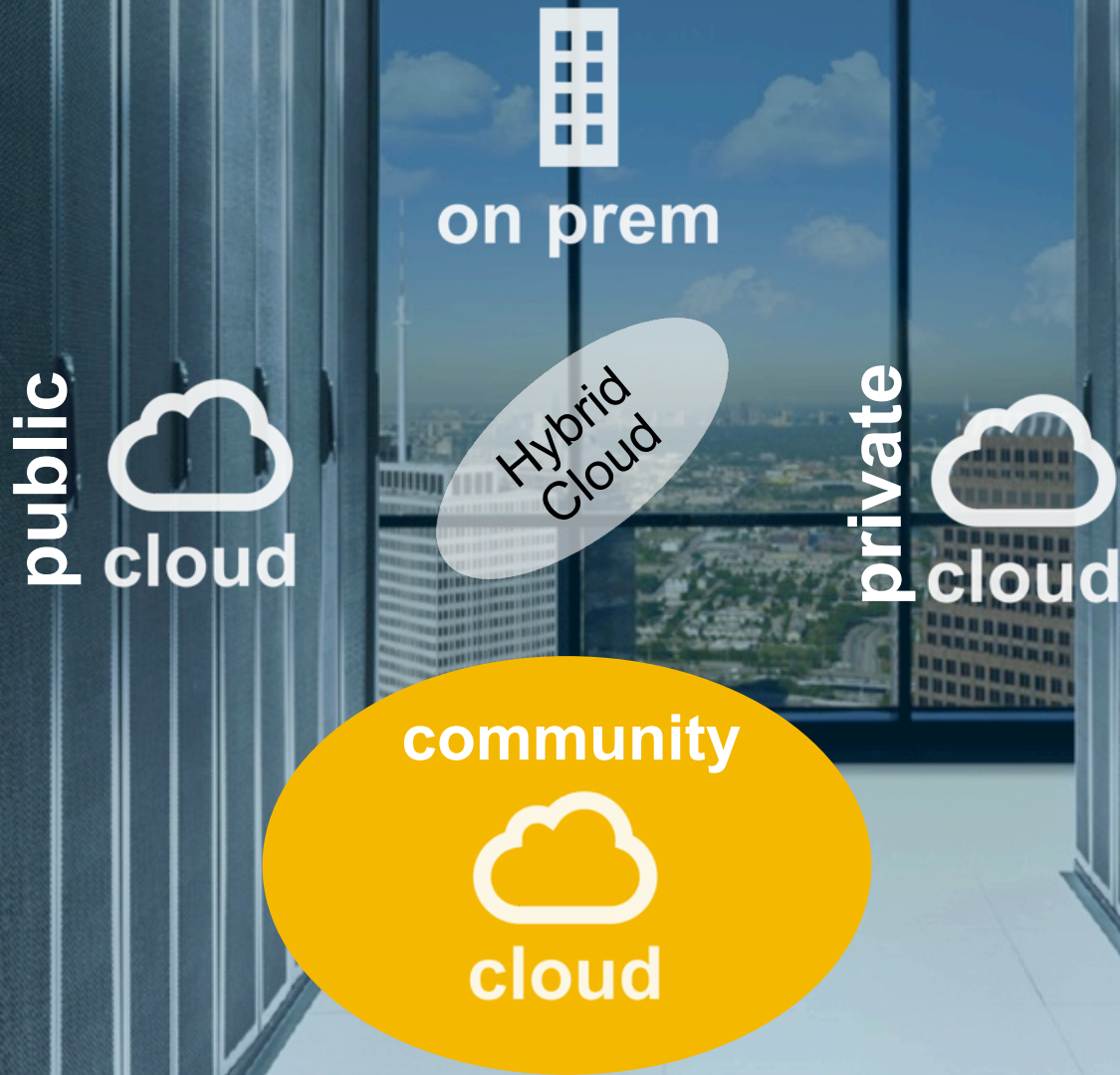
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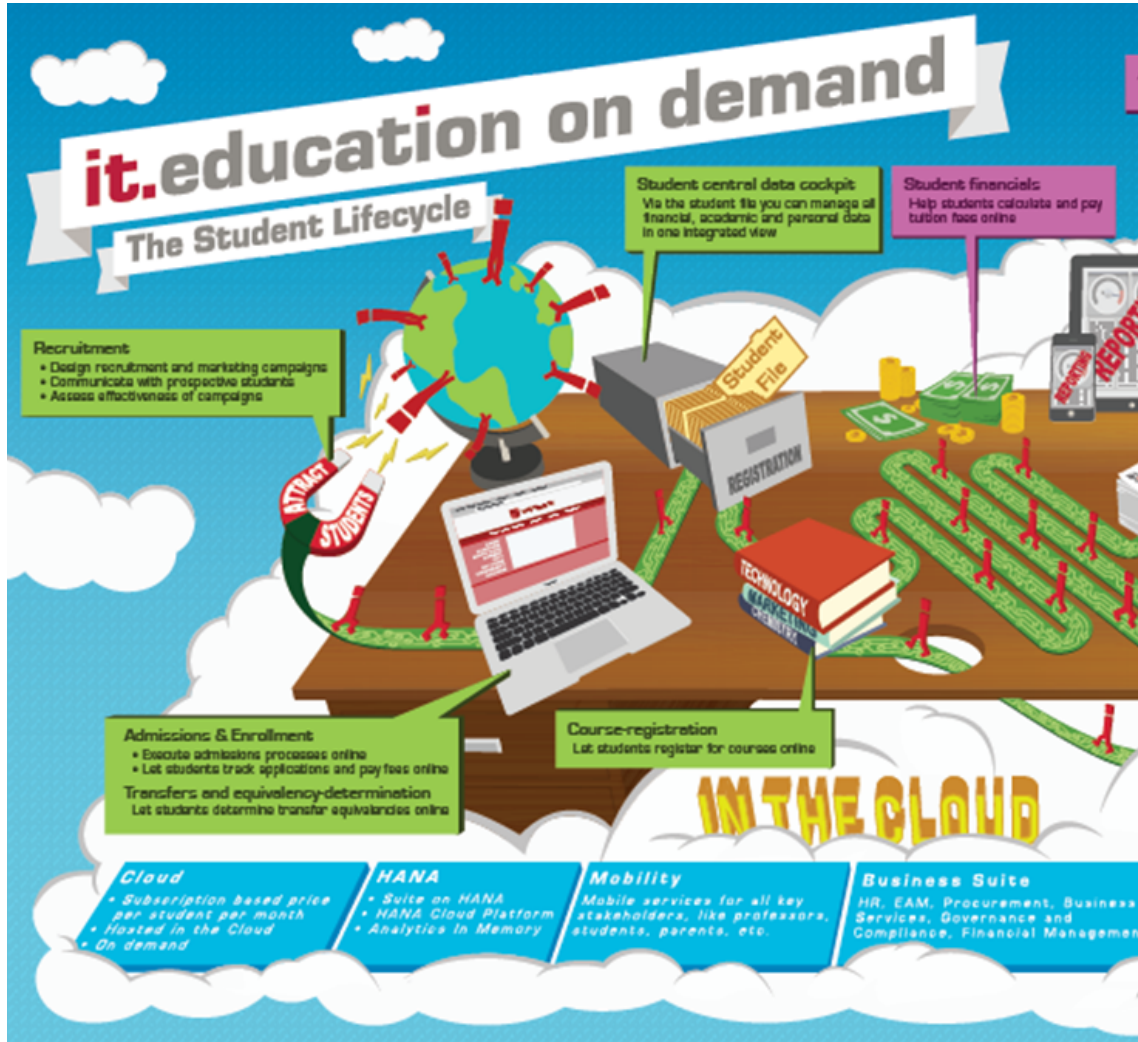








# Community Cloud by SAP partner Itelligence



## ➤ **Student Information System**

Recruitment, Admissions & Enrollment, Student financials, Progression, Advising, Graduation, Alumni-relations, ...

## ➤ **Predictive Analytics**

## ➤ **Big Data**

## ➤ **Multi-channel: Mobile, UI5**

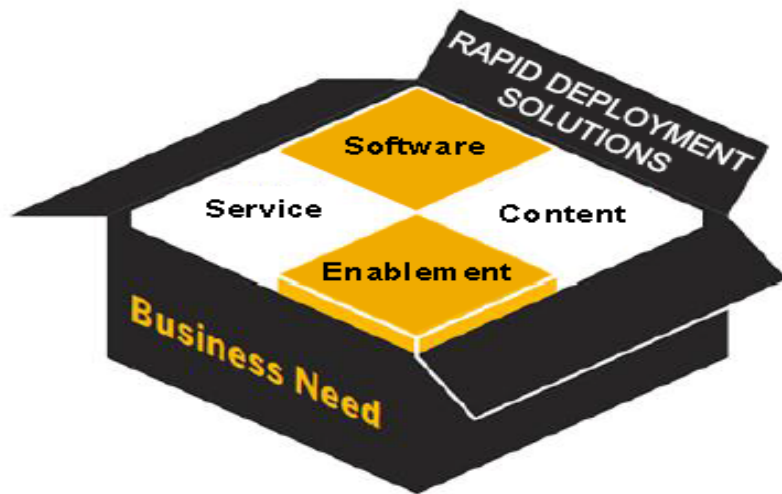
## ➤ **Accelerated implementation**

## ➤ **.... and more.**



# SAP Rapid Deployment Solution for Accelerated Implementation

A MODULAR SOLUTION



DEPLOYED IN WEEKS

## Software

SAP Licenses

Standard, scalable SAP business applications

## Content

SAP best practices, blueprints, templates, tools and Step-by-Step implementation guides accelerate solution adoption

## Enablement

Rich deployment & configuration guides and knowledge transfer for each business process flow and functional component

*Core Differentiators*

## Services

Partner Services

Fixed scope and price provides predictable outcomes and lowers risk



# Redefined Usability in HTML5 with SAP Fiori

Simple, easy-to-use  
and intuitive user  
experience in HTML5  
with SAP Fiori.



# Advantages of Community Cloud vs. On-Premise Deployment



TCO reduced by up to  
**50%**  
over 5 years lifecycle

	Community Cloud	Traditional On-Premise
Total Cost of Ownership	<b>Reduced by up to 50%</b> Economies of scale ✓	<b>Higher</b> Requires dedicated staffing, skills, support budgets, etc.
Impact on Cash Flow	<b>Lower</b> More Opex ✓	<b>Higher</b> More CapEx
Deployment Timeline	<b>Weeks – Months</b> ✓	<b>Quarters – Years</b>
Innovation	<b>Timely</b> ✓	<b>Difficult to keep pace</b>
Operating Risk	<b>Pay-As-You-Go</b> ✓	<b>Assume Risk of Buying &amp; Ops</b>
Industry specialization	<b>Deep industry expertise</b> ✓	<b>Difficult to stay on top</b>



# Key Trends for Cloud in Higher Education



**#1**

**Rapid acceleration in Cloud adoption**

**Strong demand for « Community Cloud »**

**#2**

**Non-disruptive transition in hybrid cloud**

**#3**



The background of the slide is a photograph of a classroom. In the foreground, a young woman with dark hair and glasses is focused on her work, wearing a brown sweater. Behind her, another student with long brown hair is visible, wearing a white sweater. In the background, a male student is also working at a desk. The scene is brightly lit, suggesting a window is nearby.

# 93 of the 100 top universities in the world run **SAP** solutions.

*Source: Times Higher Education, World University Ranking 2013 -2014*

The world is changing, and so is SAP.

# Thank you !

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