2014: a tipping point for cloud in higher education

Werner Felger, SAP
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

Sources: Saugatuck, IDC
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

Source: Adapted from Forrester Research, Inc.

Accelerant
A. Speed of change
B. New technologies
C. Constraint budget
The right mix

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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)
- e Forms (Internal Sales Document, PCard Request, Employee Reimbursement, ...)
- T&E (Expense Reports)
- Sourcing
- Contract Management
- Contract Compliance
- ...

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The right mix

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The KU Leuven Association is:

- a close cooperation between KU Leuven and eleven university colleges
- a multi-campus network situated in 23 different cities and towns across Flanders and Brussels
- almost 100,000 students
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
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

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

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

TCO reduced by up to 50% over 5 years lifecycle
Key Trends for Cloud in Higher Education

#1 Rapid acceleration in Cloud adoption

#2 Strong demand for «Community Cloud»

#3 Non-disruptive transition in hybrid cloud
93 of the 100 top universities in the world run SAP solutions.


The world is changing, and so is SAP.

Thank you!

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