SAP Academic Alliance
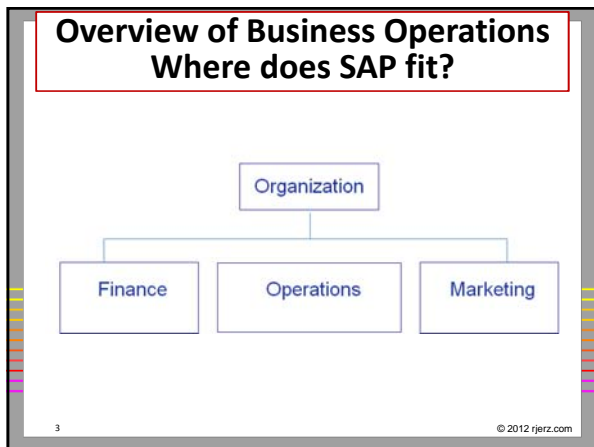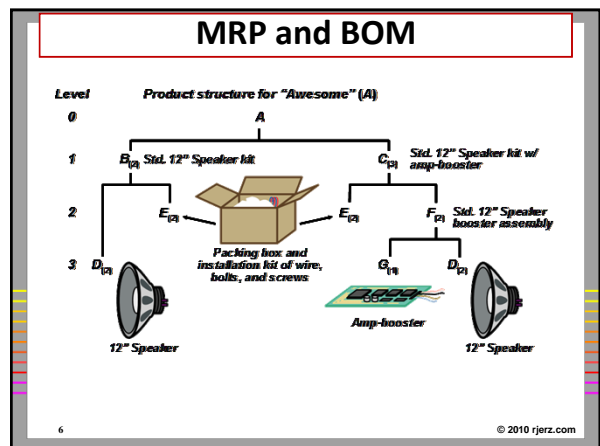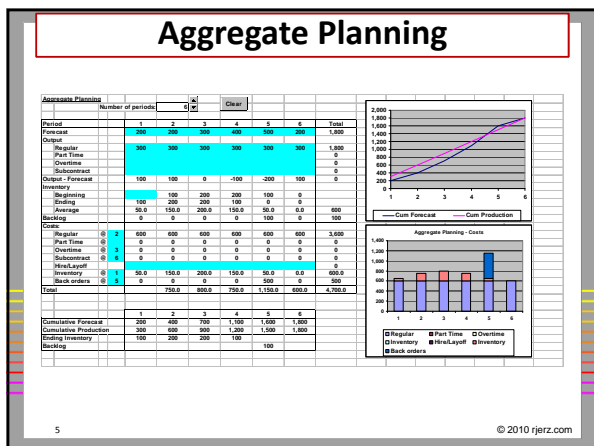
Presentation Overview

- What is SAP, ERP and their role in business?
- How does the Academic Alliance work?
- What technology is required?
- What are the benefits and costs?
- Recommendations?

Overview of Business Operations
Where does SAP fit?

Organization → Finance, Operations, Marketing

Planning Processes in Operations

- Product Planning and Design
- Quality Planning and Quality Control
- Process Planning
- Location and Layout Planning
- Human Resource Planning
- Inventory Planning
- Supply Chain Management
- Aggregate Planning
- Materials Requirements Planning
  - MRP
  - MRP II
  - ERP

Aggregate Planning

MRP and BOM

MRP Model

Enterprise Resource Planning (ERP)

- **An extension of the MRP system to tie in customers and suppliers**
  - **Allows automation and integration of many business processes**
  - **Shares common data bases and business practices**
  - **Produces information in real time**
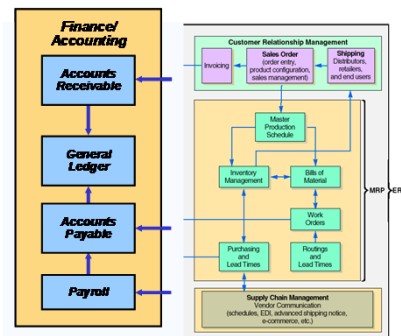- **Coordinates business from supplier evaluation to customer invoicing**

ERP

- **ERP modules include**
  - **Basic MRP**
  - **Finance**
  - **Human resources**
  - **Supply chain management (SCM)**
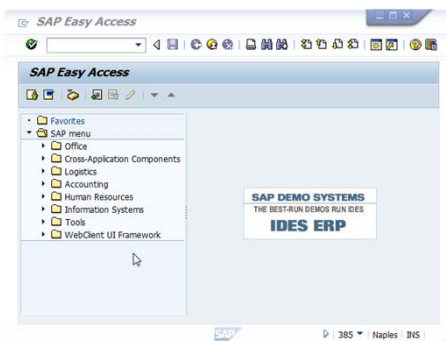 - **Customer relationship management (CRM)**

ERP and MRP

Business' Needs

- **Solid Information System**
  - **(Relational) Database system**
- **Trained personnel**
- **Knowledge of how to use data**

What is SAP?

SAP – Largest ERP Company

40 Years of Industry Expertise

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SAPs Academic Alliance

- SAP wants students to learn their product
- 1200 schools participating
- SAP ahead of competition in partnering with education
- Curriculum availability
- Available third party & extra products
  - ERPsim
  - Business by Design

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What is Required by SAU?

- ERP and SAP must be integrated into specific courses
- Identify the faculty who want to get involved
- Identify the funding sources
  - $8,000 per year fee
  - ~$10,000 per year travel (2 or 3 faculty, 2 or 3 training meetings)
- Establish an industry advisory board
- No IT involvement for SAP to run!

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Opportunities and Benefits

- Students able to market themselves
  - 20%-30% MBA students involved with SAP
- Faculty have access to a major aspect of modern businesses
- Improves our "information and data management" perspectives in COB

- Friedman – successful companies will be those who compete with a successful supply chain. ERP is a necessity to this environment.

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Rick's Concerns for SAU

- Curriculum
  - Which courses?
  - MBA and undergraduate?
  - New course opportunities
- Faculty
  - Who?
  - Why?
  - How to get faculty interested?
- Faculty coordinator
- Budget

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