

Date Science – A Career Opportunity in Consulting & SAP Highlights

Dr. Engelbert Quack & Dr. Helmut Linde, SAP Consulting
April 11th, 2016



SAP SE worldwide



43

Years of SAP

120

Subsidiaries worldwide

~ 77.000

Employees from 130 nations

~ 11.500

Service partners

~ 300.000

B2B-customers in 190 countries

€ 20.8 bn

Revenue 2015

25

Solutions for industries

**The market leader for
enterprise software and
software-related services.**

SAP SE in Germany



43

Years of SAP

21

Offices in German

~ 18.400

Employees

~ 735

Service partners

~ 20.200

Customers in Germany

€ 2.7 bn

Revenue 2015

25

Solutions for industries

**The market leader for
enterprise software and
software-related services.**

Our Customers

An aerial view of a modern office interior. The floor is light-colored with a grid pattern. Several people are seen from above, engaged in work activities. A woman in a red shirt is walking with papers, a man in a dark shirt is using a tablet, a man in a blue shirt is looking at a phone, and a woman in a grey dress is walking. There are black office chairs and a blue chair in the background.

SAP customers represent 87% of Forbes Global 2,000 companies.

74% of the world's transaction revenue touches an **SAP system**.

Our customers distribute more than 76% of the world's healthcare products.

Our customers fly more than 1.7 billion of the world's passengers.

Our customers distribute more than 78% of the world's food.

Our customers produce more than 95,000 automobiles per day.

Our customers produce more than 77% of the world's beer.

Our customers produce more than 79% of the world's chocolate.

Self-reliant and skilled employees are our foundation

Our core function Development, Consulting & Sales require high qualifications:

> 80 % of SAP's employees hold an academic degree

92%

of SAP's employees are proud to work for SAP.

91%

of SAP's employees believe strongly in SAP's products and services.

87%

of SAP's employees would recommend SAP as a great place to work.

91%

of SAP's employees believe in SAP's goals and objectives.

SAP solutions for industries

Consumer



Consumer Products



Life Science



Retail



Wholesale Distribution

Energy & Natural Resources



Chemicals



Mill Products & Mining



Oil & Gas



Utilities

Public Services



Defense & Security



Healthcare



Public Sector



Higher Education & Research

Discrete Manufacturing



Automotive



High Tech



Industrial Machinery & Components



Aerospace & Defense

Services



Engineering, Construction, Operations



Media & Entertainment



Professional Services



Sports & Entertainment



Telecommunication



Transportation & Logistics

Financial Services



Banking



Insurance

SAP solutions for lines-of-business



Asset Management



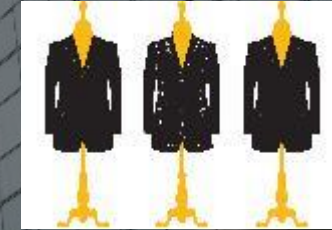
Human Resources



Platform & Technology



Manufacturing



Marketing



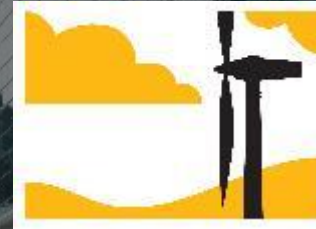
Service



R&D/ Engineering



Sales



Sustainability



Supply Chain



Sourcing & Procurement



Commerce



Finance

We stand at the threshold of a new era with profound changes: Digital Transformation

Growing customer requirements

5 billion

people worldwide will belong to the **middle class**.

Drastic shifts in working environments

75%

of the world's employees will be part of the „**millennial**” generation in 2030.

Scarcity of resources

50%

Of the world population will suffer from **water scarcity**.

Growing number of structured and non-structured data

1.3 billion

people are part of social and business networks.

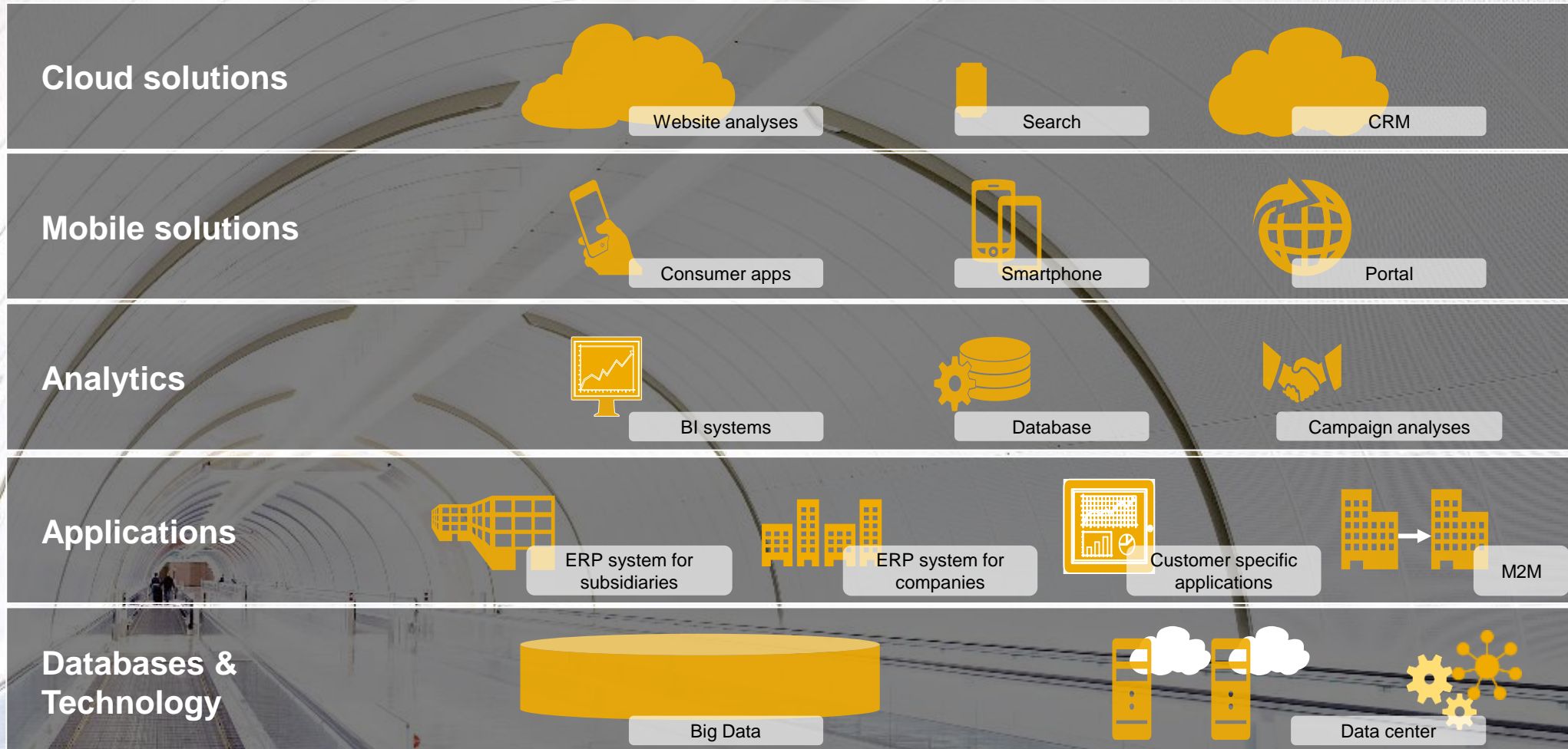
50 billion

Networked devices and the **Internet of Things** until 2030.

\$ 65 Billionen

Business-to-Business-**Commerce**

The Complexity

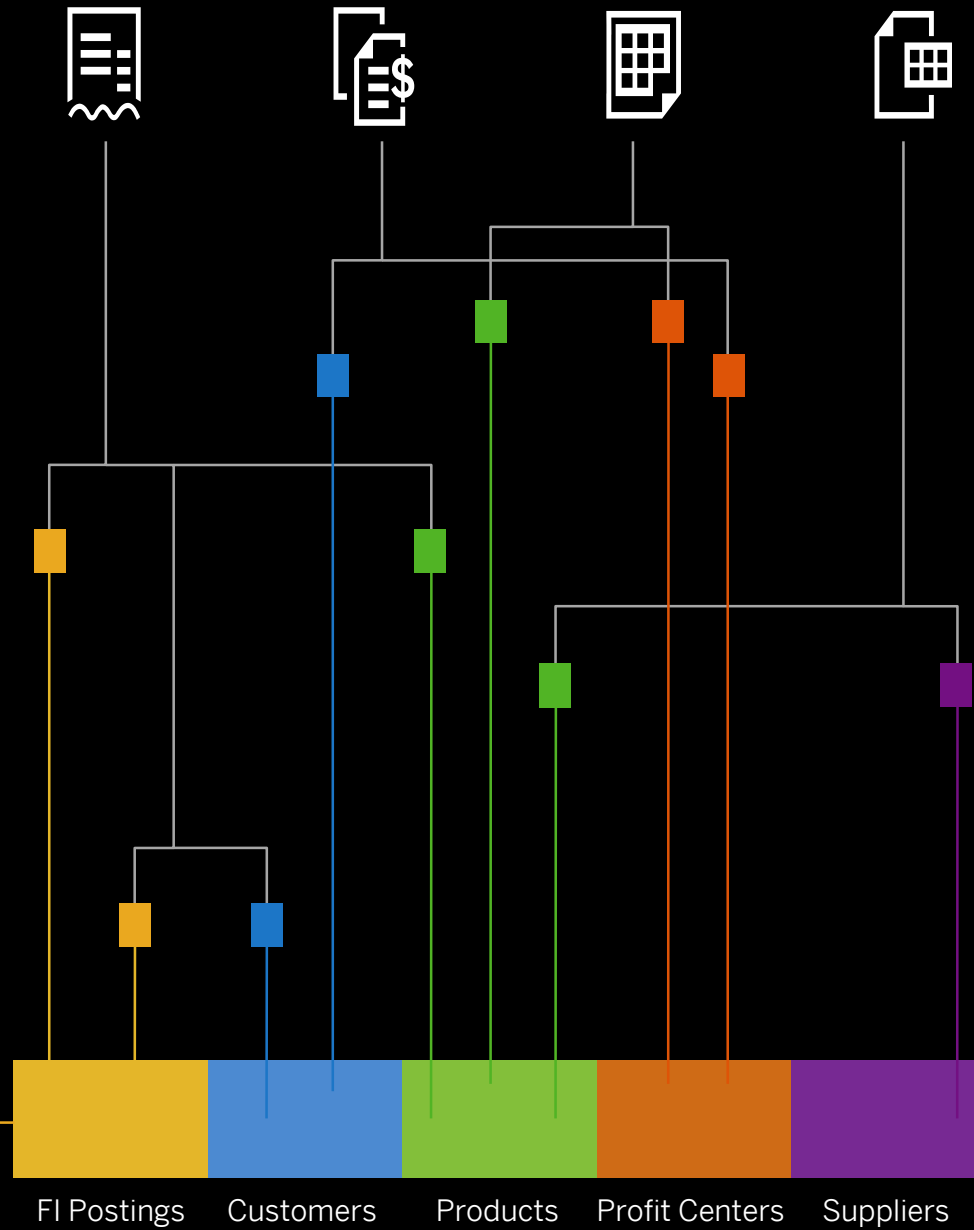


Simplicity

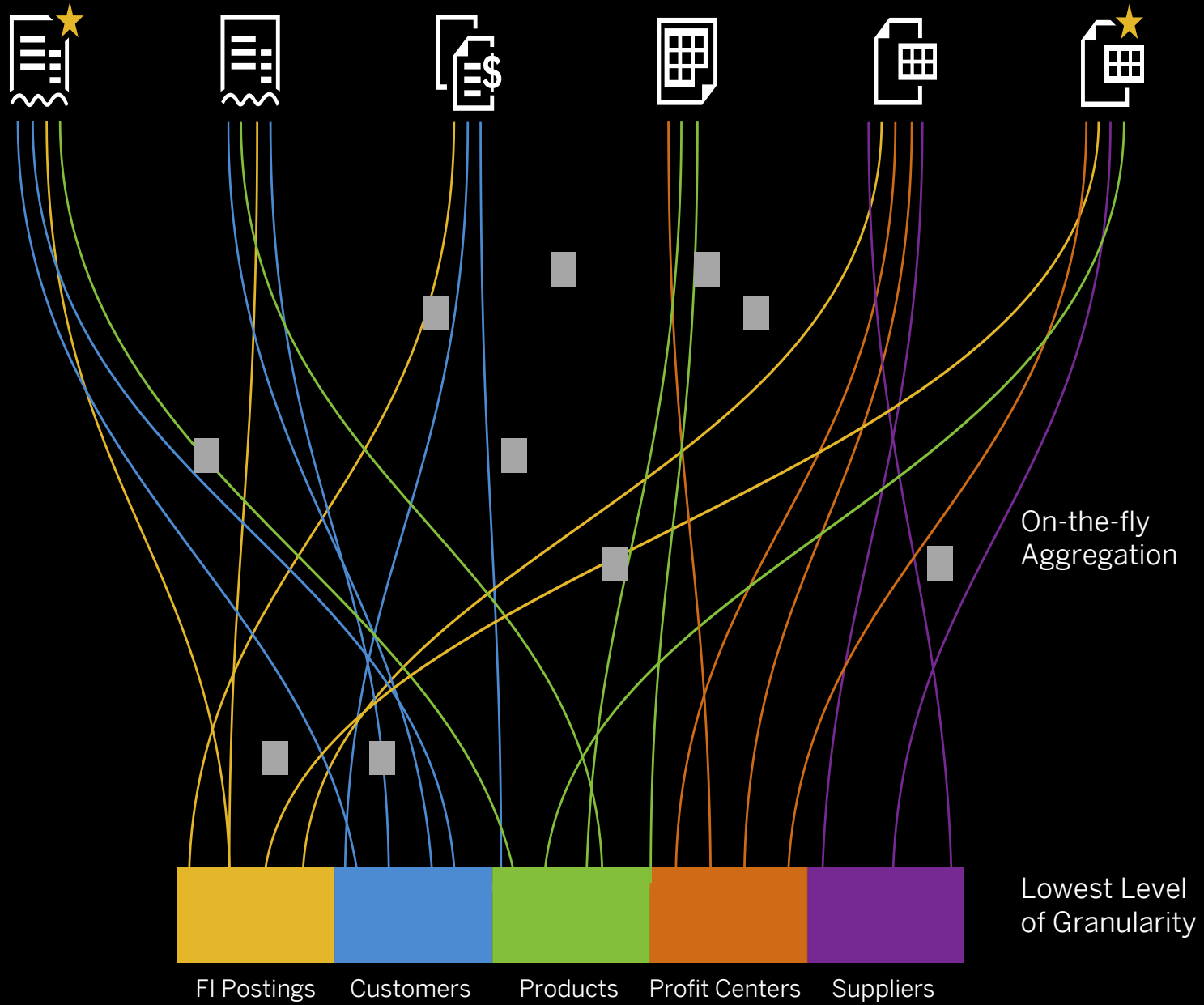
Platform

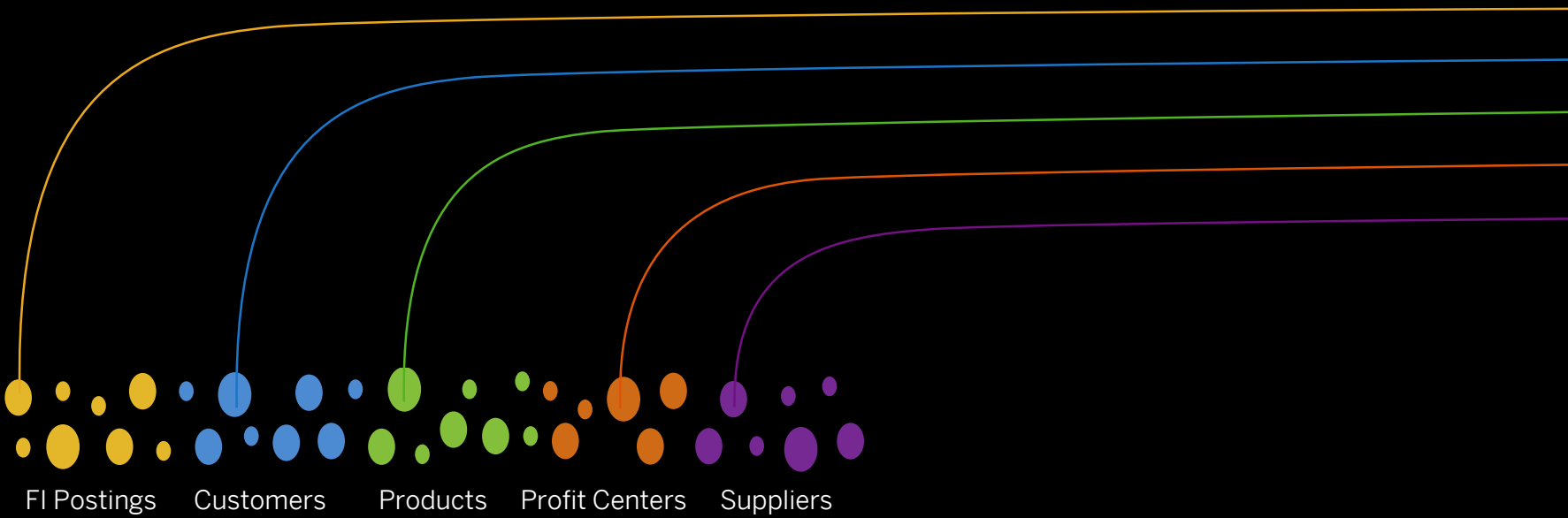
Applications

Network



Static Aggregation





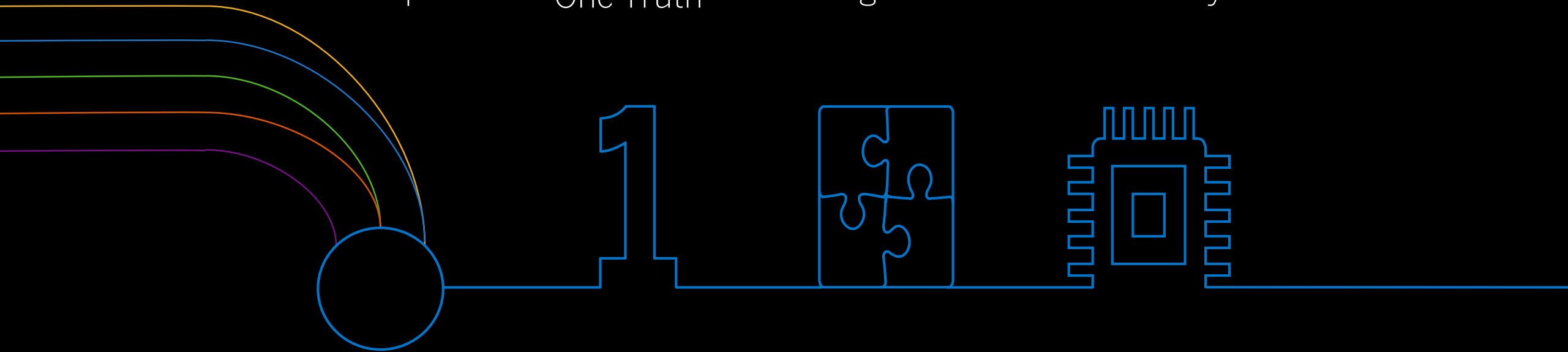
SAP's Unique selling proposition

SAP HANA
as simplifier

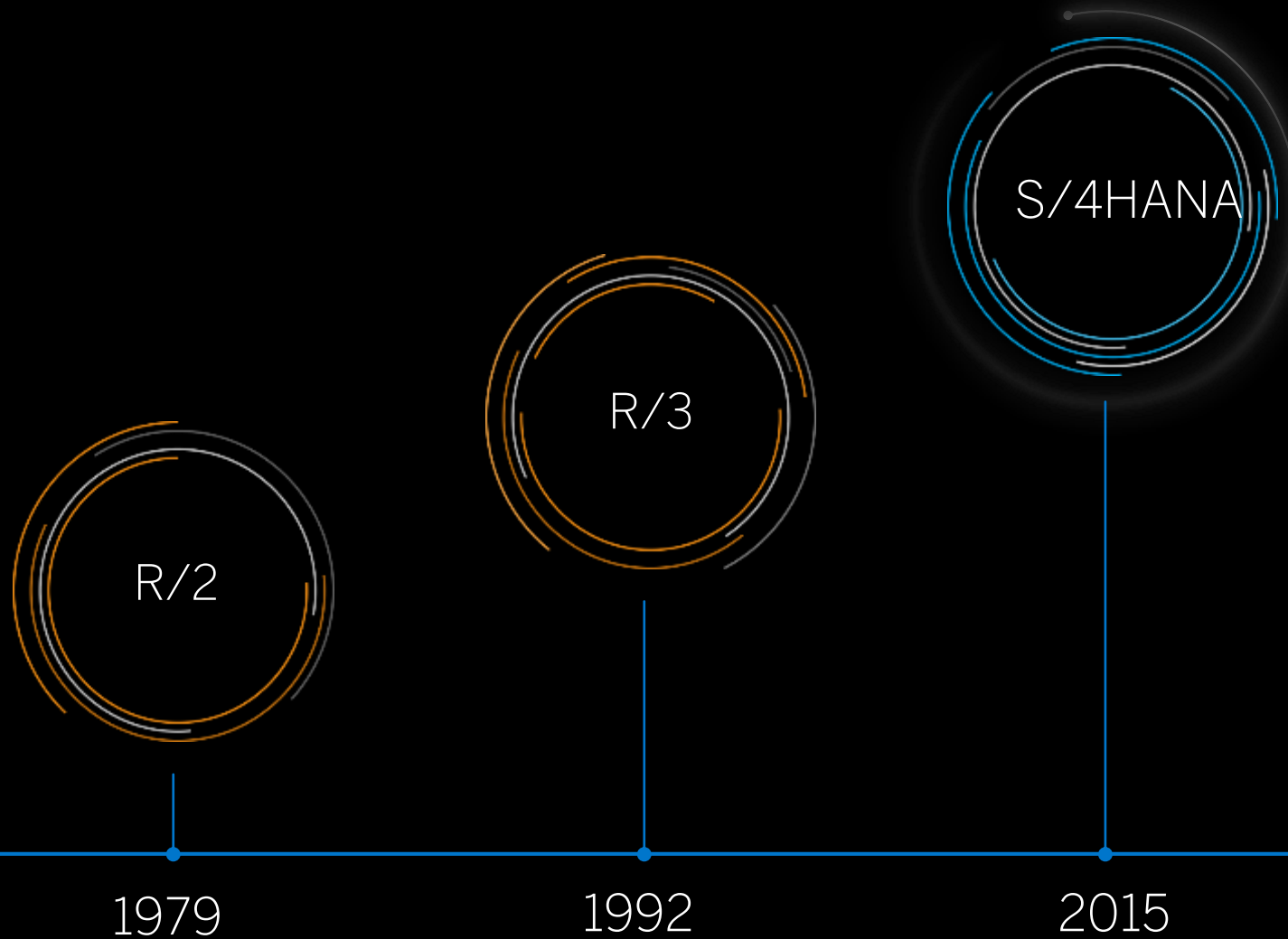
One Truth

Tight
Integration

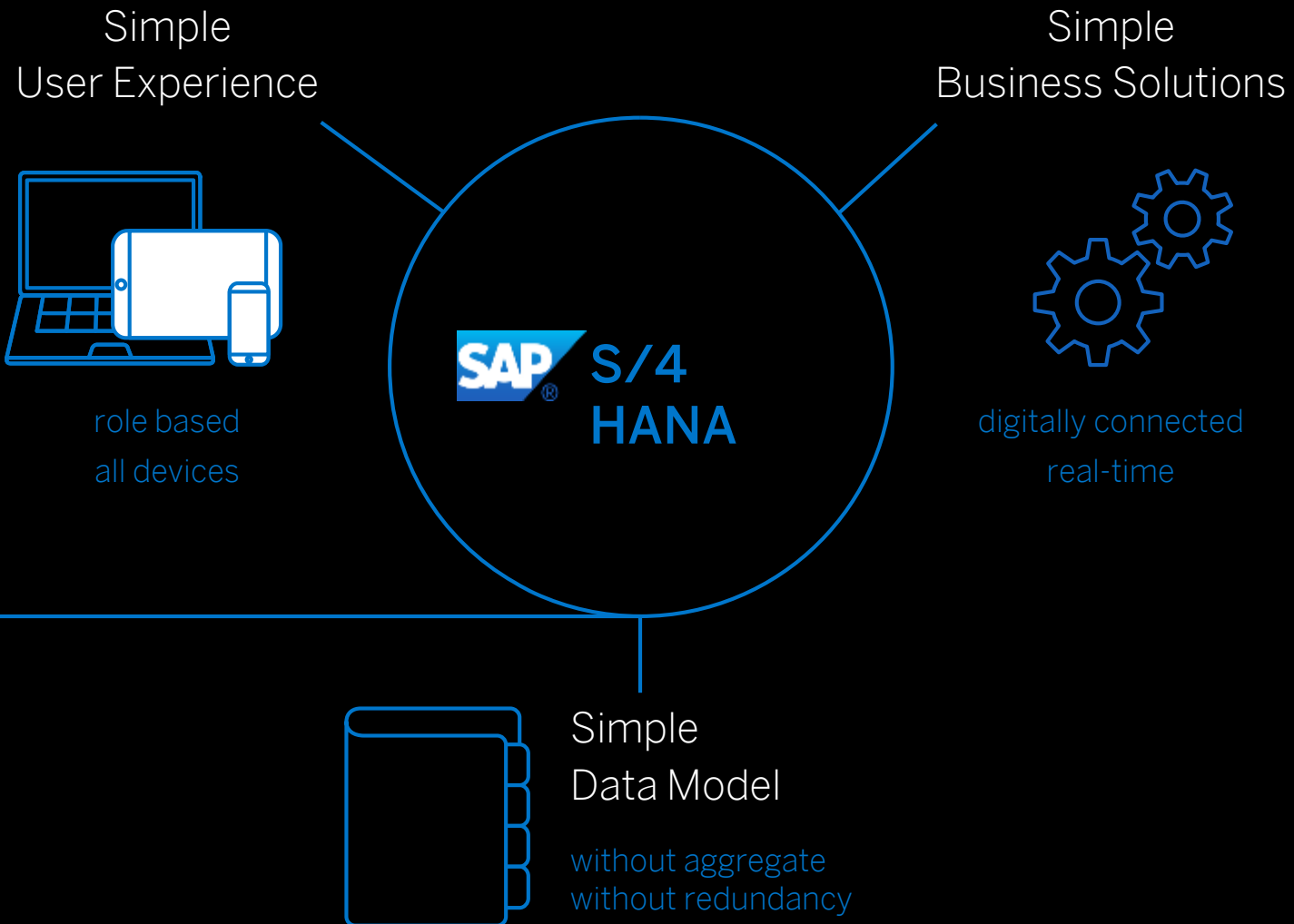
Pure
In-Memory



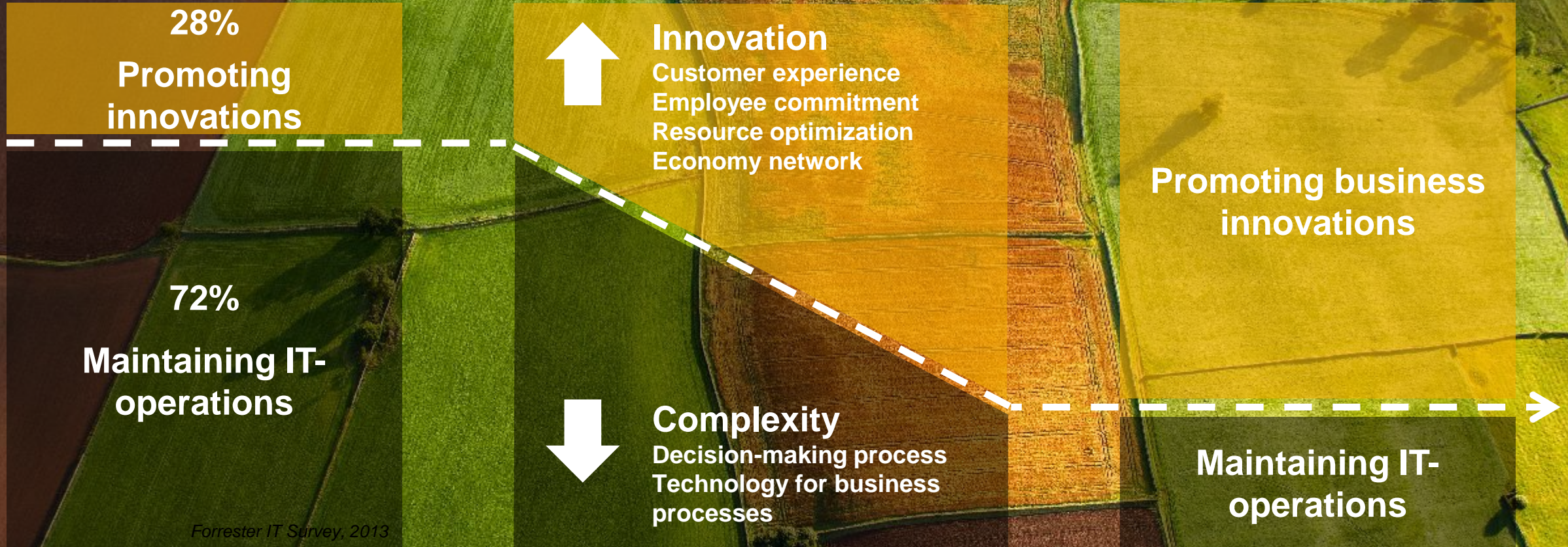
SAP's Next Big Thing



SAP S/4HANA – new suite designed for the ultimate sophistication: simplicity



Release resources for simplification & innovation

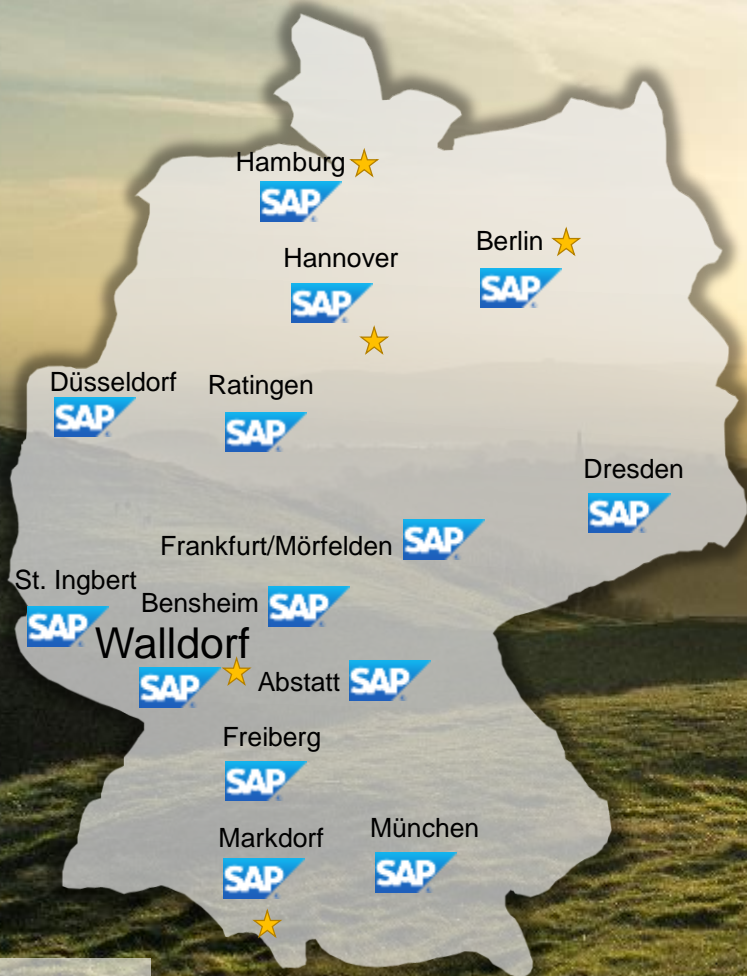


***SAP SERVICES—
UNLOCK THE POWER OF SAP***

SAP

SAP Services in Germany

Facts & figures



★ Schulungszentrum

- About **2,500 consultants** for more than 2,200 consulting customers
- Comprehensive industry expertise with strategic solutions for **more than 25 industries**
- **13 office locations and 4 training centers** in Germany
- Added value for customers due to **customer-specific and standardized** services
- Trainings for **consultants, project teams and end-user**
- **Training documents** for all SAP solutions
 - More than 750 different training offerings
 - More than 75 options for certifications

USP of SAP Services

Producer commitment & close to the standard

1	Value creation	Unique business model that aims to create value for your company.
2	Innovations	Target-based methods that are focused on applying new, innovative ideas quickly
3	Experience	Extensive experience, knowledge, and competence in using SAP solutions to provide the most benefit to our customers.
4	Access	Simple, direct access to the expertise of developers, consultants, and experts.
5	Quality	Holistic approach to the entire solution cycle to ensure optimum results and minimized risk.

„Digital Transformation“

Example: SAP Value Partnership

Kunde

Business Strategie

Business requirements

IT requirements

Existing IT landscape

Ongoing IT initiatives

SAP

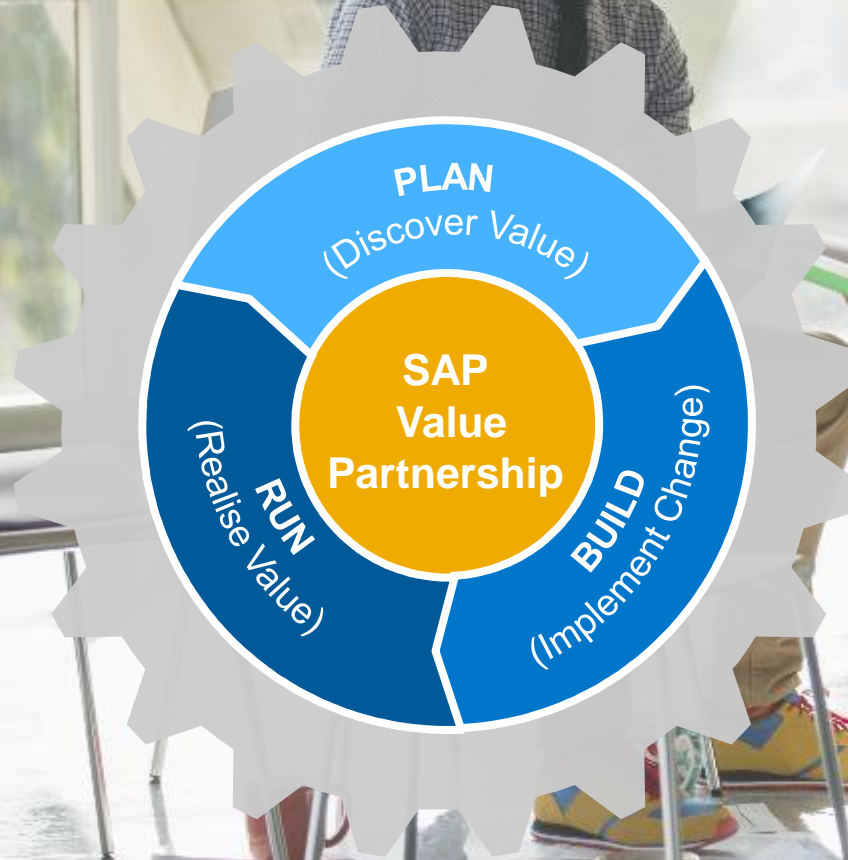
Long-term vision

Solution & architecture road map

Release strategy

Strategic services

Best Practices



Tasks of a SAP process & technology consultant

From an idea to its implementation and productive solution

Plan



- Planning of IT landscapes
- Systems architecture
- Integration of concepts
- Cloud transformation
- Sizing & dimensioning
- Technology programs
- Practical tests, PoCs

Build



- Project implementation
 - Setup and development of IT landscapes
 - System configuration
 - Operations
 - Security
 - Cross-linking
- Reviews & expertise on demand

Run



- Enterprise support
- Transformation
- Updating
- Consolidation
- Optimization
- Know-How transfer

What does working at SAP Services mean?

Exciting Projects - Examples: Port of Hamburg & NCT

HPA

Tripled throughput
using the same
infrastructure

Smart Logistics

How do **600 million**
tons fit into an
infrastructure for **216**
million tons?



NCT

Personalized treatment and
medication through **Big Data**



Requirements for Consultants

What do you need?

- ✓ Fun in interacting with **people** (customers, partner companies, colleagues)
- ✓ **Mobility** for travelling and constantly changing project constellations
- ✓ Ability to take on **new roles** during your consulting activity:
Project member/project manager/team leader/expert/speaker/...
- ✓ Curiosity and interest to realize **IT trends**
- ✓ Willingness to familiarize yourself with **new topics** and techniques
- ✓ **Customer orientation** and enjoying a **learning process**

Become a **Consultant** – with SAP CareerStarters

Start your Career at SAP Consulting

- Process- and Technology- Consultants wanted
- Exciting **projects** in the area of Cloud, Analytics, Big Data, Mobile Solutions, In-Memory Technology
- Practical trainings during the first 12 months
- **Experienced mentors** and coaches
- **Permanent employment** at all German locations
- Bachelor and Master graduates welcome
- Starting dates: May & October 2016
- Not yet a graduate? Start now as working student, intern or thesis student at SAP Consulting

Erfahren Sie mehr unter: sap.com/careerstarters

Career opportunities at SAP

Development

Develop the next-generation software which is spread globally by the SAP management

Consulting

Consult our customers how to optimize their business transactions

Sales

Sell the true value of SAP software

Corporate Functions

Assure that internal business processes run at their highest level of efficiency

Finance

Contribute to our success with recommendations for financial decisions

Human Resources

Strengthen our employees to extent the global market leadership of SAP

SAP Employer of Choice

Each year SAP gets awards for being the “**Best Employer**” - globally



As an **employer** SAP offers multiple possibilities for change

Jobs

Diverse job opportunities

Training

Tailored learning and development offerings

Karriere

Diverse career options

Compensation

Attractive compensation and additional benefits

Health

Health, fitness and work-life-balance

Diversity

Diversity and uniqueness

Still studying?

We are looking for

- **Working Students** ... at all office locations in Germany
- **Interns** ... every time
- **Bachelor & Master Theses**... dealing with the latest technologies

→ Go to: www.sap.com/careers/



Contact

Franziska Hauptmann

HR/ Consulting

Franziska.Hauptmann@sap.com

Dr. Engelbert Quack

Consulting Director / SAP Services

Engelbert.Quack@sap.com

SAP Deutschland SE & Co. KG

Hasso Plattner-Ring 7

69190 Walldorf

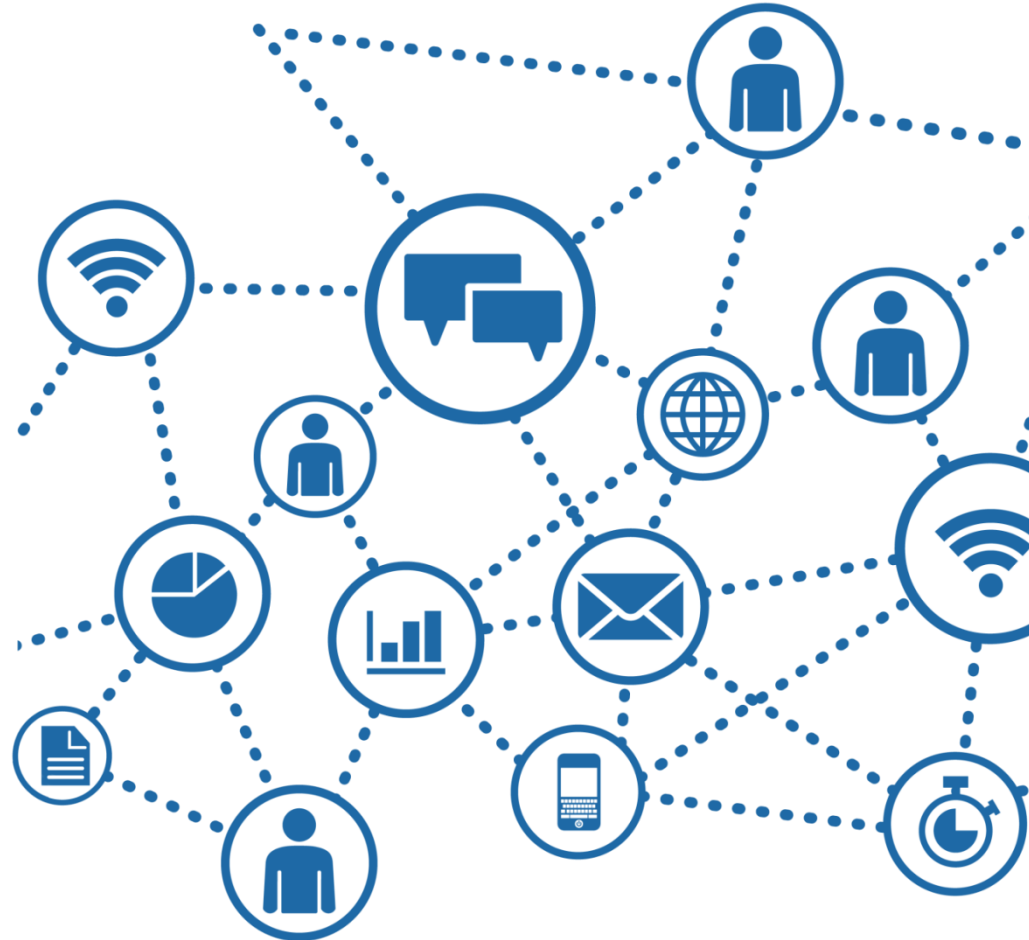
A man and a woman are standing on a balcony with a glass railing, looking at a tablet together. The woman is on the left, wearing a white top and grey pants. The man is on the right, wearing a striped polo shirt and dark pants. The background shows a cityscape through large windows.

Thank you.

Data Science – a Career Opportunity in Consulting?

Dr. Helmut Linde
Head of Data Science
SAP Custom Development

36th Heidelberg Physics
Graduate Days
11.04.2016



DATA SCIENCE Quiz

These numbers were found in two tax declarations. One is entirely made up. Which one?

EUR

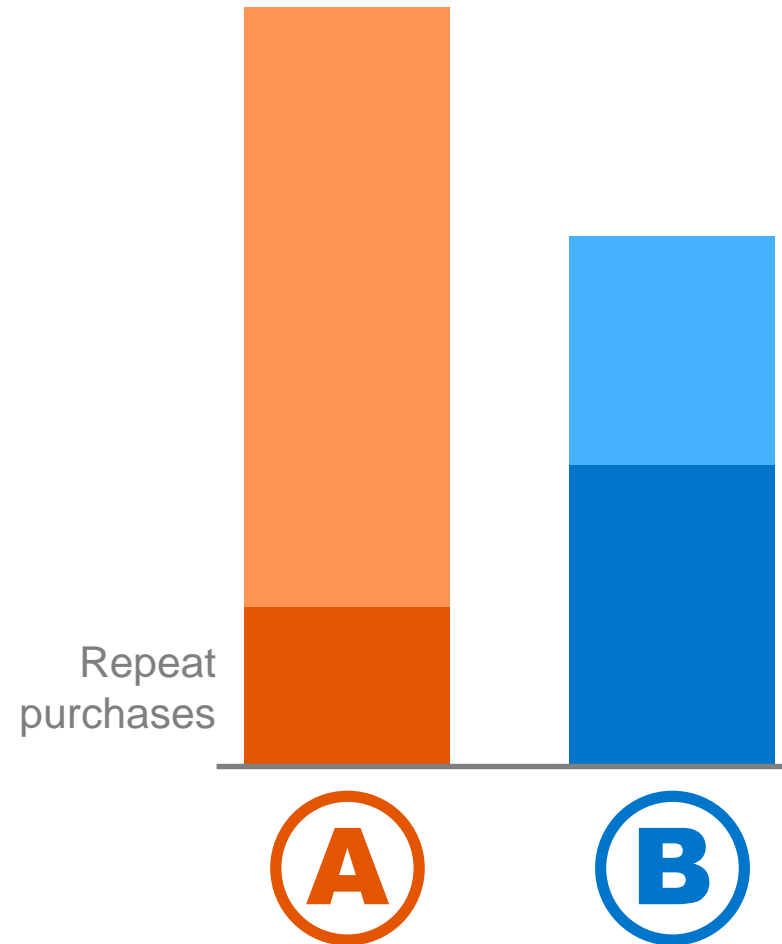
127,-
2.863,-
10.983,-
694,-
29.309,-
32,-
843,-
119.846,-
18.744,-
1.946,-
275,-

EUR

937,-
82.654,-
18.465,-
725,-
98.832,-
7.363,-
4.538,-
38,-
8.327,-
482,-
2.945,-

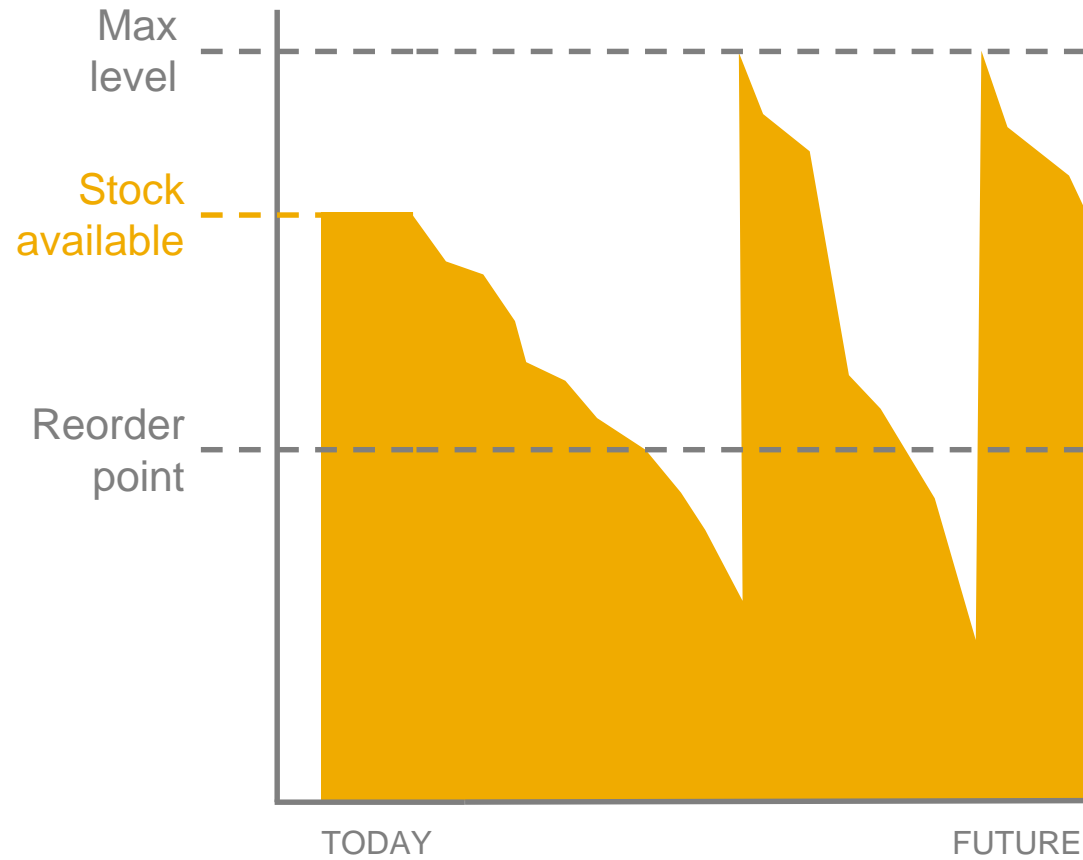
Sales of two new products six weeks after market introduction

**DATA
SCIENCE
LOOKS
DEEPER**



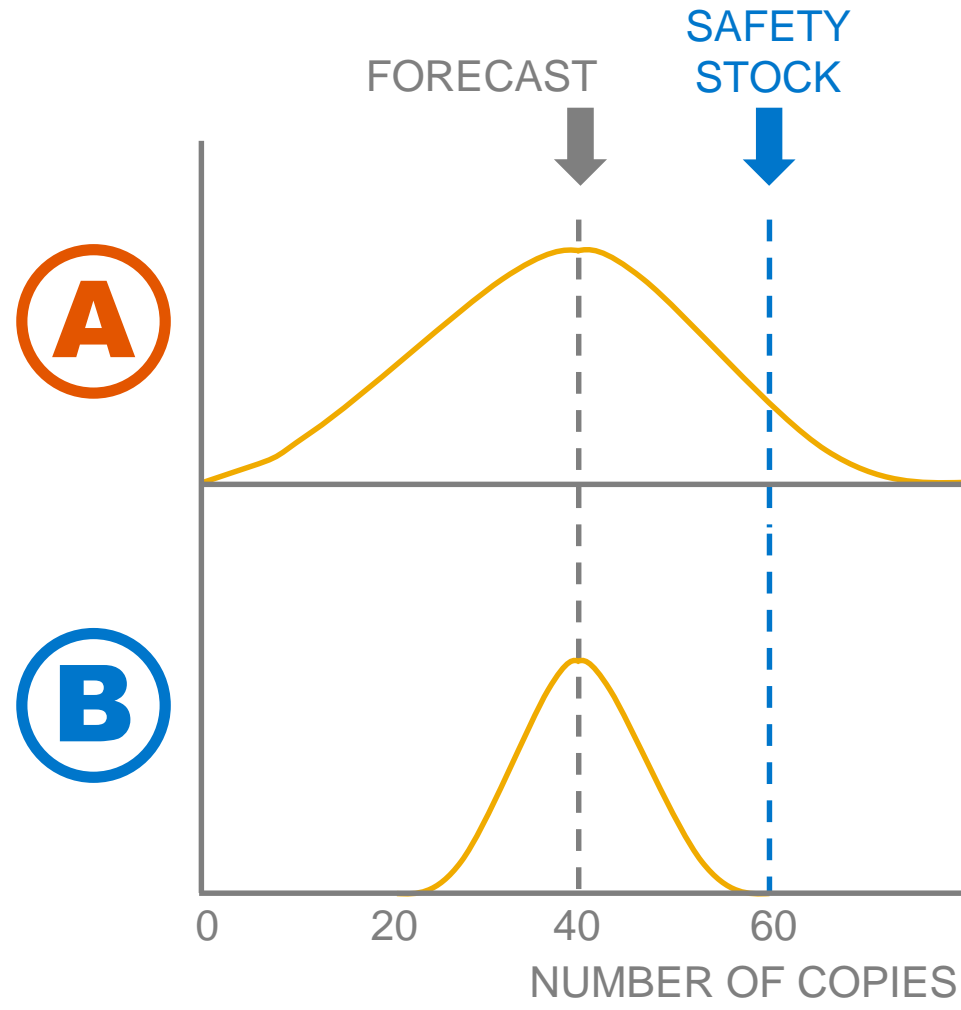
**DATA
SCIENCE
LOOKS
AHEAD**

Spare Parts Inventory Levels at a Railway Company



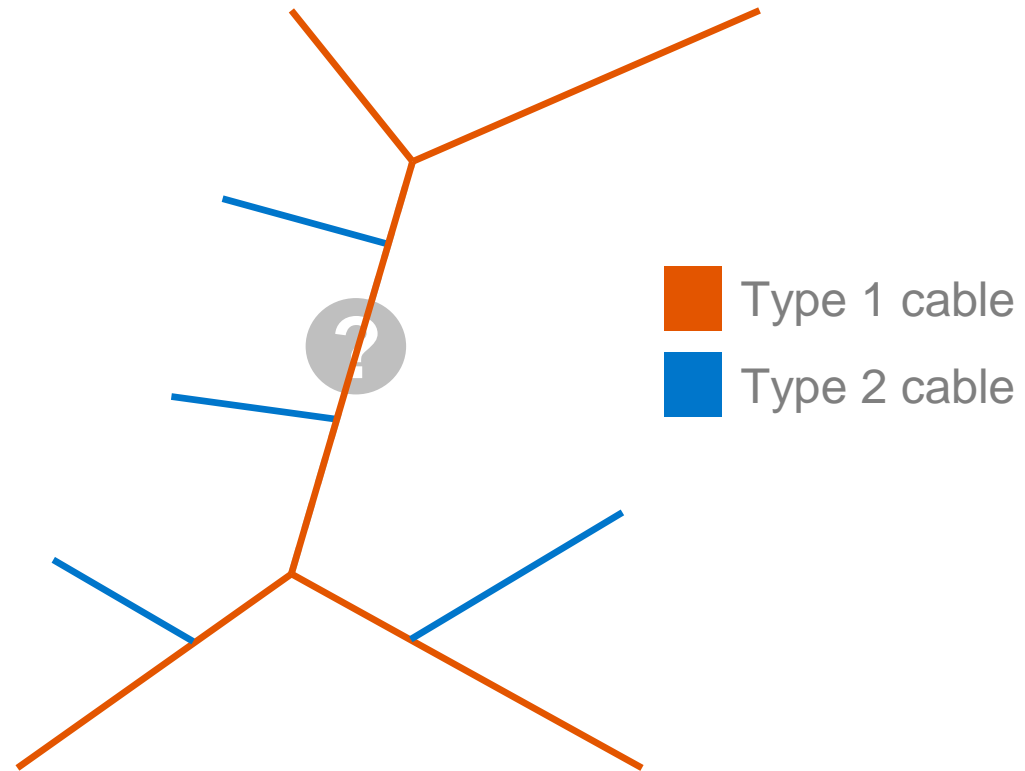
Newspaper sales at two stores

**DATA
SCIENCE
PLANS
BETTER**



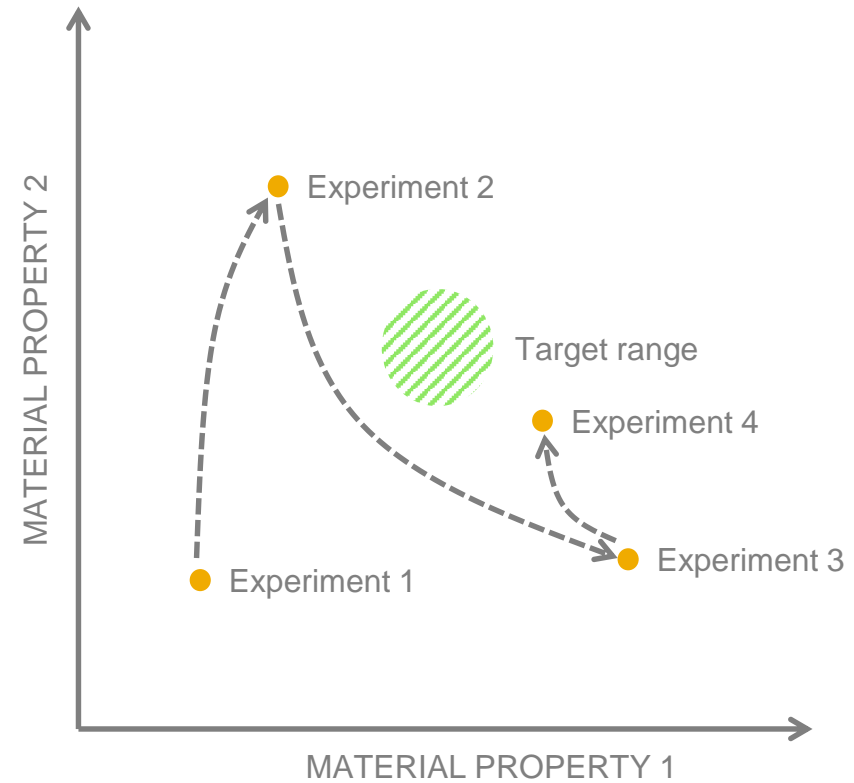
**DATA
SCIENCE
KNOWS
MORE**

Asset Data of a Power Grid Operator



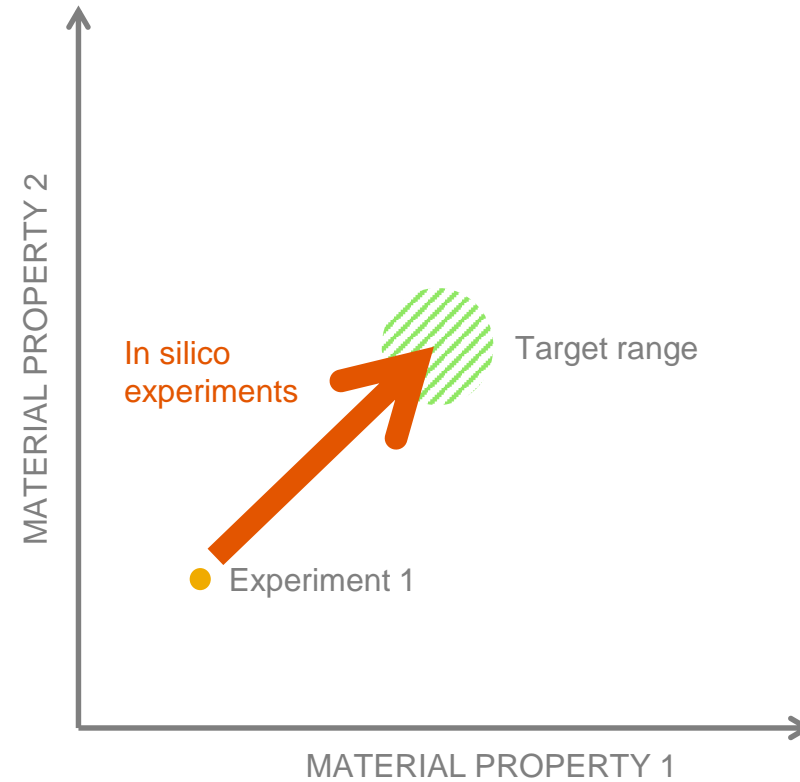
Virtual Material Science Lab

DATA
SCIENCE
PLANS
EXPERIMENTS

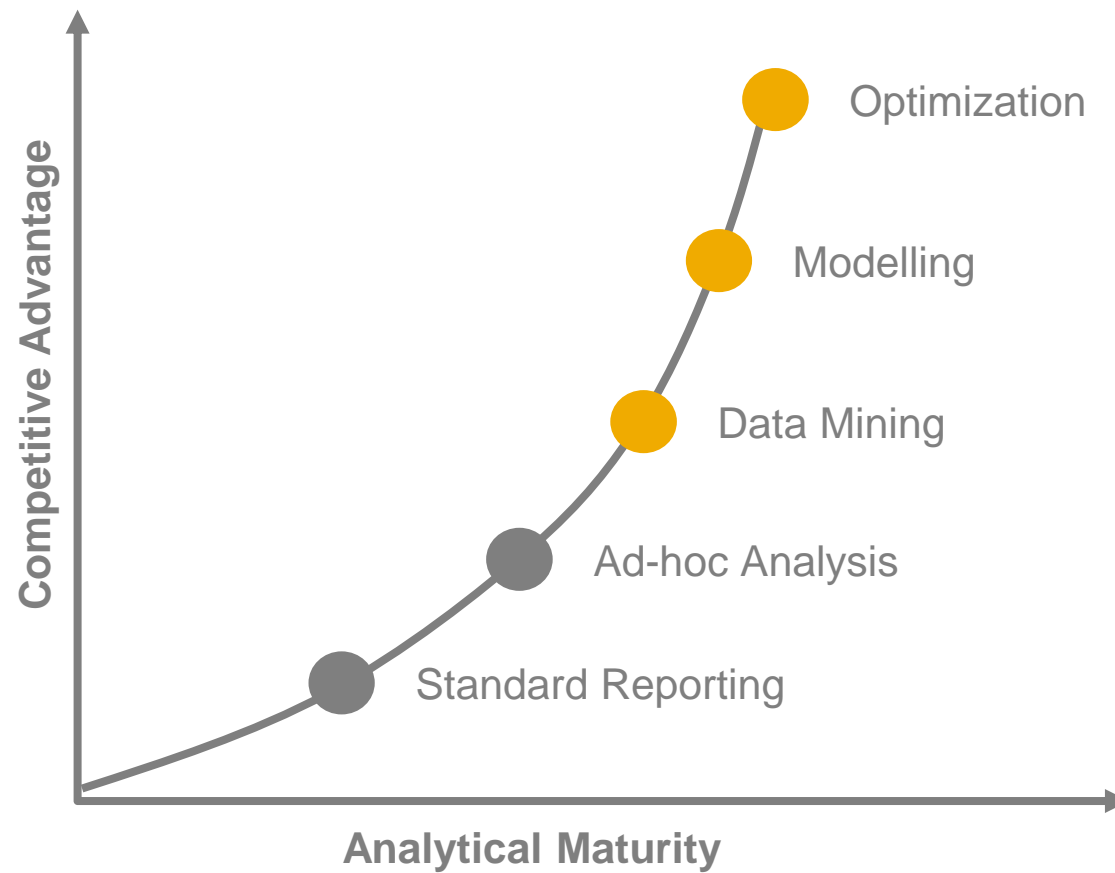


Virtual Material Science Lab


DATA
SCIENCE
PLANS
EXPERIMENTS



WHAT'S BEHIND IT?

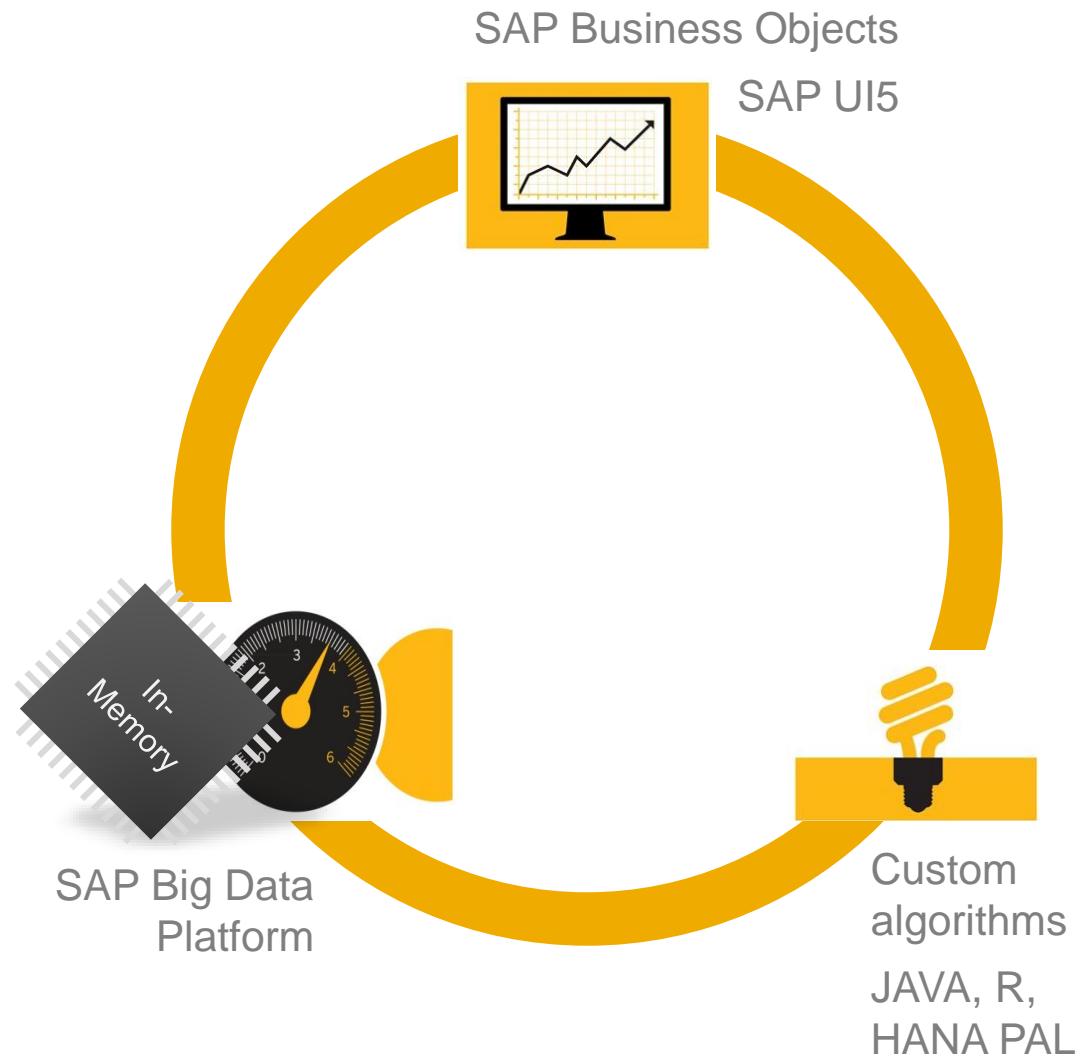


HOW TO START?

- 
- Identify and evaluate use cases
 - Data driven proof of concept
 - Pilot solution
 - Productive solution development

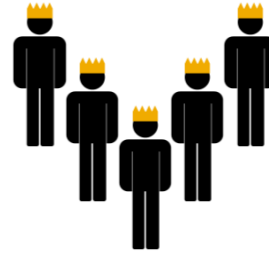


TECH NICAL ARCHI TECTURE



WHO

IS IT?



over 100 CUSTOMERS



over 60 EXPERTS

- Mathematics
- Visualization
- Big Data technology

DATA SCIENCE Quiz

These numbers were found in two tax declarations. One is entirely made up. Which one?

EUR
127,-
2.863,-
10.983,-
694,-
29.309,-
32,-
843,-
119.846,-
18.744,-
1.946,-
275,-

EUR
937,-
82.654,-
18.465,-
725,-
98.832,-
7.363,-
4.538,-
38,-
8.327,-
482,-
2.945,-



Thank you

Contact information:

Dr. Helmut Linde

Head of Data Science

SAP Custom Development

Helmut.Linde@sap.com

+49 160 908 222 41

