

# **SAP University Alliances:** **The Program, The Students and Opportunities for ASUG Members** ***Best Practices Example @ Fayetteville State University***

Murat Adivar  
Professor and Director of SAP  
Next-Gen Lab at Fayetteville State  
University

PUBLIC



**38%**

of ASUG SAP customers say a lack of in-house skills and staff shortages are what holds organizations back when trying to keep pace with the speed of change.<sup>2</sup>

**26%** of

organizations see skills in supporting, developing, and upgrading SAP systems as their number one challenge in working with the technology according to ASUG.<sup>4</sup>

## Addressing the skills gap

**15%**

shortage of full-time developers by 2025<sup>1</sup>

**75%**

of companies reported talent shortages in 2022, and **only 33% of technology jobs worldwide are filled by the necessary skilled labor.**<sup>3</sup>

<sup>1</sup> [The Low-Code Development Imperative, IDC, Nov 2021](#)

<sup>2</sup> [ASUG News & Views, Aug 10, 2022](#)

<sup>3</sup> [Manpower Group Infographic 2022](#)

<sup>4</sup> [Computer Weekly May 31, 2022](#)

# In-Demand Skills & Knowledge

## Top Five In-Demand Roles

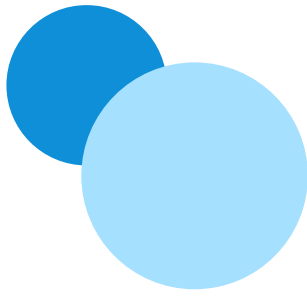
Whoever holds the talent holds the future. These are the most sought-after professions by employers globally.

- 1 IT & DATA 
- 2 SALES & MARKETING 
- 3 OPERATIONS & LOGISTICS 
- 4 MANUFACTURING & PRODUCTION 
- 5 CUSTOMER FACING & FRONT OFFICE 

## Top Five Soft Skills

As every aspect of life becomes more tech enabled, human strengths stand out in the digital age.

- 1 RELIABILITY & SELF-DISCIPLINE 
- 2 RESILIENCE & ADAPTABILITY 
- 3 REASONING & PROBLEM-SOLVING 
- 4 CREATIVITY & ORIGINALITY 
- 5 CRITICAL THINKING & ANALYSIS 



# Securing a Talent Pipeline for the SAP Ecosystem

**SAP University Alliances** helps you to address the skills gap and build a talent pipeline by connecting you to SAP-skilled students with a strong education.

# SAP University Alliances

Is a global **community for students, universities, schools and educational partners** who are passionate about innovation and technology.

Students of University Alliances member universities have **hands-on SAP experience**, come with **certifications** and **strive for careers** within the SAP ecosystem.



# University Alliances

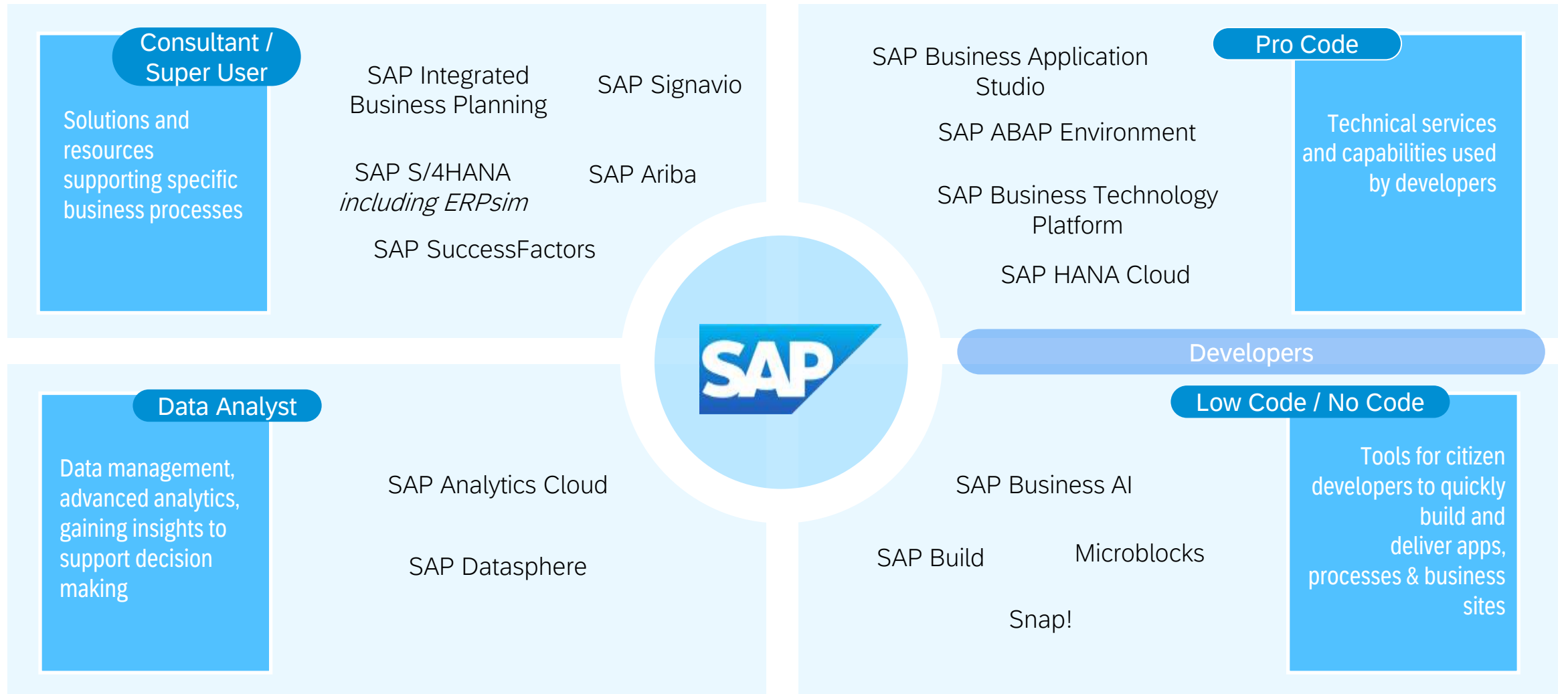
## SAP provides member institutions with

- Supported access to **latest SAP solutions** for classroom teaching
- Academically relevant curricula, cases and projects that provide students with **practical application to classroom concepts**
- Innovative **learn-by-doing** games like **ERPsim** that develop SAP skills, business process/strategy knowledge plus critical soft skills
- **Faculty training** and conferences to ensure strong understanding of SAP
- Global network of like-minded educators to learn from and collaborate with to bring **innovative learning opportunities** to students
- **Connection to the ecosystem** of customers (via ASUG) and partners to ensure relevancy of content and job pipeline for graduating students

## Students may additionally

- Build on classroom learning to **deepen SAP skills / knowledge** via Student Zone
- Attend **student-exclusive learning opportunities** like Business Process Open Lecture
- **Become certified** in latest SAP technology – demonstrating both **aptitude and interest** in SAP careers

# Key Solutions for Academic Use



*Topics like sustainability touch many solutions and roles  
Additional on premise solutions are also available to member institutions*

# Full Member Institutions

## North Carolina

- Fayetteville State University
- East Carolina University
- Forsyth Technical Community College
- Guilford Technical Community College
- High Point University
- Lenoir-Rhyne College
- North Carolina Central University
- North Carolina State University
- North Carolina A&T State University
- University of North Carolina at Charlotte
- University of North Carolina Greensboro
- Wake Technical Community College

## South Carolina

- The Citadel
- Clemson University
- College of Charleston
- Greenville Technical College
- Spartanburg Community College
- University of South Carolina
- University of South Carolina Upstate





# **SAP University Alliances**

**Strong Knowledge**



**Hands-On SAP Skills**



**Certifications**



**Job-Ready Early Talents**





### Event Engagements

supporting SAP and non-SAP events like keynotes, competitions, workshops, fireside chats, job fairs, site visits to your company

### Educational Engagements

supporting digital skills learning – join class lectures, lead workshops, provide capstone projects or join an advisory board



## How can you connect with students and universities?



### Co-Innovation

infusing real life business challenges solved by student teams using SAP technology – and gaining fresh ideas at the same time



## **What is in it for you?**

**Connect with top talents at early stage**

**Hire SAP trained and certified students who thrive for careers in the SAP ecosystem**

**Connect with universities and build strategic relationships**

**Get creative solutions to business problems**

**Expand your industry network**

**Partner with UA to bring SAP to your 'go to' universities**

# Fayetteville State University

## Dr. Murat Adivar

Professor of Business Analytics  
SAP Faculty Coordinator



**Next-Gen Lab  
connects  
students,  
professors and  
business  
community**

# FSU Roadmap



**Engage&Internalize** (SAP UA, Connect UCC, Leadership Support, Capacity Building)



**Incorporate&Design** (SAP UA Curriculum+Academic Requirements)



**Teach&Connect** (Boost academic programs with professional certs, bring businesses to class, SAP Project Propel)



**Learn&Improve** (SAP UA Conferences, Webinars, new certifications and programs)



**Entities&Programs&Clubs** (SAP Next-Gen Lab, CERPAA, Digital SCM Program, Deloitte Consulting Club)



**Contribute to community** (SAP Press Pubs, Blogs, SAP NA Curriculum Development and Partnership Committees)



**Volunteer** (ASUG Carolinas, ASUG Campus Connect, SAPNAAC Academic Board)

# Alumni and faculty voices

ZaMetria Wall

Alumnus, Fayetteville State University

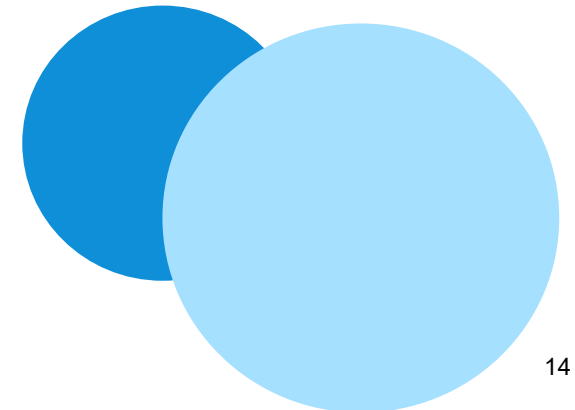
“Learning SAP software skills has truly been a **game-changer** for me. I have much more confidence in myself, knowing **I have knowledge and certification on a software used to operate global Fortune 100 companies.** It makes me needed and valued.”



Dr. Murat Adivar

Professor of Business Analytics and SAP Faculty Coordinator, Fayetteville State University

“Our data shows that students completing the SAP-Next Gen program at our university will most likely be **employed within the first few months of graduation.**”





# Get in touch with UA to learn more

**Heather Matthews**

Vice President, University Alliances Content Portfolio

[Heather.Matthews@sap.com](mailto:Heather.Matthews@sap.com)

[linkedin.com/in/heatherczechmatthews](https://www.linkedin.com/in/heatherczechmatthews)