# SAP Jam: Social collaboration that drives results

Rob Jonkers – Solution Manager (Higher) Education & Research April 2014 – HERUG



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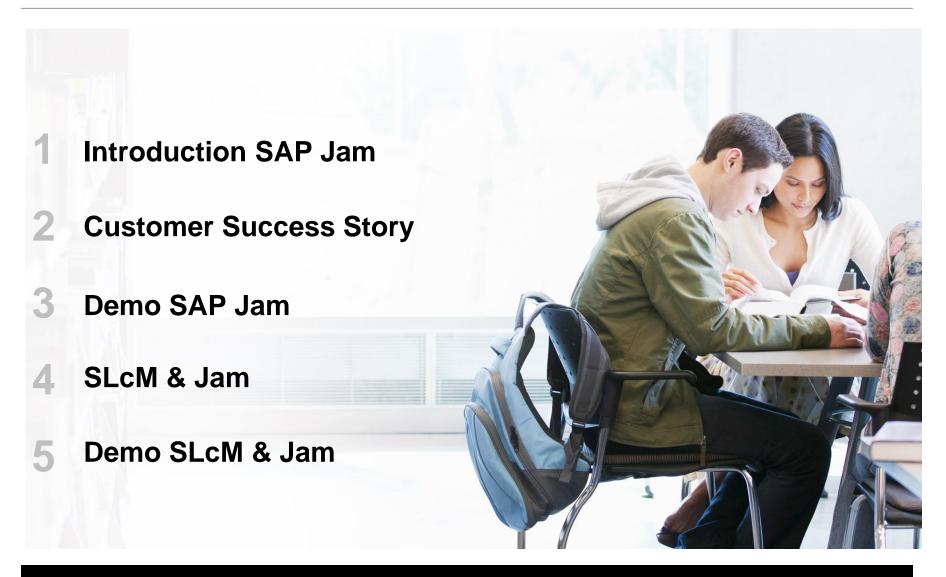


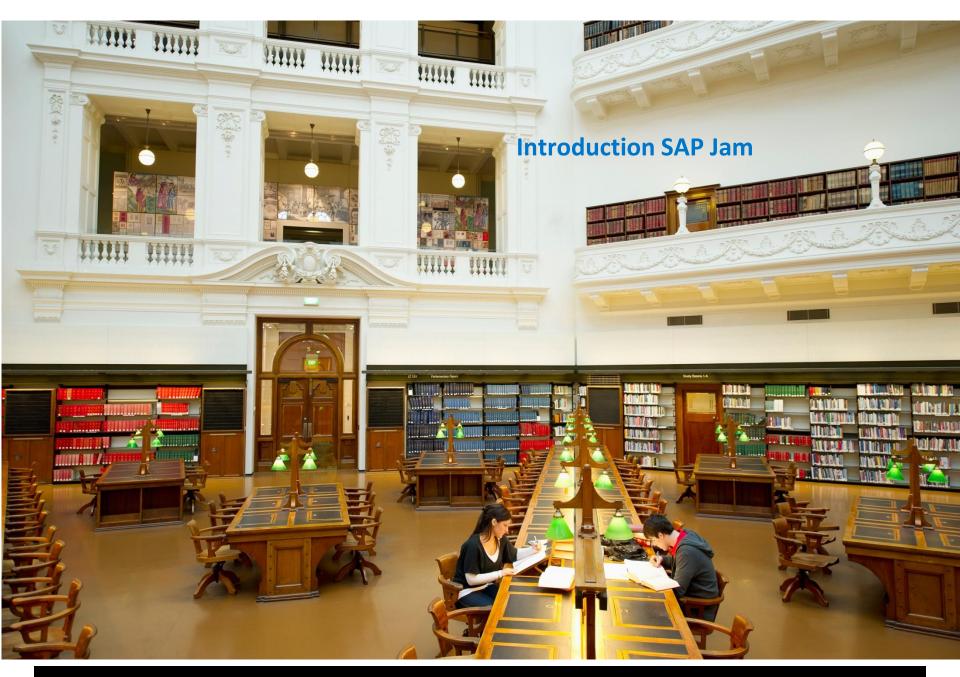
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SAP Jam: Social collaboration that drives results





### **Quick introduction with/via Jam....**

<b>SAP</b> s	AP Jam					Rob Jonkers <del>-</del>	•	All			c
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## **Empowerment is changing the rules** for customers, employees and external partners



Today's consumers are socially networked, connected anywhere they are, and are better informed.

# Why consider social collaboration for your organization?

Solve challenges to drive organizational results

### Challenges

#### "

The average interaction worker spends an estimated 28% of the workweek managing e-mail and nearly 20% looking for internal information or tracking down colleagues who can help with specific tasks.

McKinsey, The social economy: Unlocking value and productivity through social technologies

#### "

#### 65% of sales rep time is not spent selling.

Jeff Ernst, New Rules of Sales Enablement

#### "

#### It costs on average \$1,398 to create one learning hour.

ASTD, State of the Industry Report

#### "

### A majority of new hires do not complete their first milestone on time. 39% are not retained at one year.

Aberdeen, Onboarding: The Missing Link to Productivity, April 2012

### **Opportunities**

"

"

"

# \$1.3 trillion

Annual value that can be unlocked by social technologies\*

**2X** Value from better enterprise communication and collaboration\*

# **40-60%**

Value from improvement in customer interactions\*

\*McKinsey Global Institute (2012)

### Standalone social networking isn't enough Result: Social ghost towns

#### "

77% of employees never use their enterprise social network and only 3% use it once each day.

"

Forrester Research, 2012

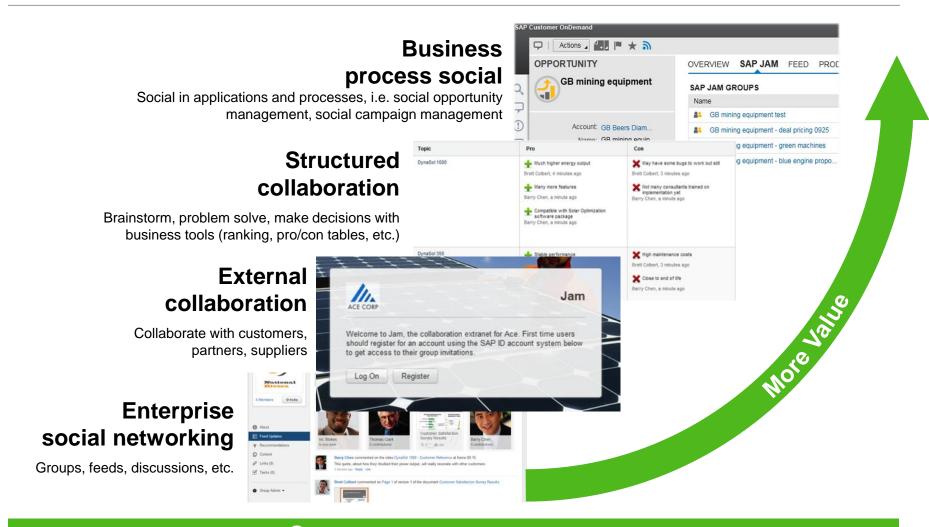
Disconnected from business process Minimal adoption Lacking business value

### **SAP social vision** Bring together people, data, content and process to deliver results



### **SAP Jam capabilities**

### 12+ Millions of subscribers and growing!



Security and Administration

# SAP Jam capabilities: Social networking

### Collaborate with colleagues

#### **Connect and communicate**

- Share and discover
- Manage work
- Motivate and reward
- Stay connected on the go



For every department and process								
HR	HR Onboard employees or reduce learning costs							
Sales	Create deal rooms or strategize on proposals							
Marketing	Create teams to tackle big issues							

#### **Features**

- Profiles
- Groups

•

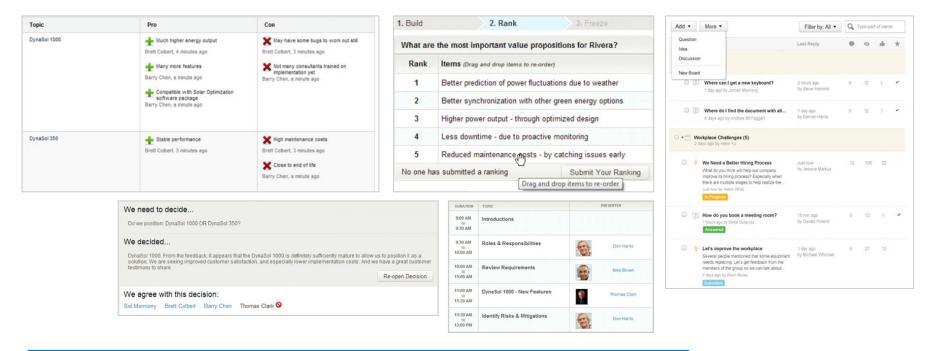
- Discussions and comments
- Microblogging and feeds
- Email notifications
- @mentions and likes
- Following people and objects
- Sharing documents and videos
- Private folders
- Document editing with MS
   Office
- Video recording & screen capture on your computer or mobile device
- Video playback
- Blogs and wikis
- Recommendations and featured people, content, etc.
- Bookmarks and tags
- Search
- Task management
- Polls

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- Kudos
- Chat and direct messaging
- Mobile clients

### **SAP Jam capabilities: Structured collaboration** Solve problems with business tools

#### Organize work, brainstorm, strategize, build consensus, drive decisions



#### For every department and process

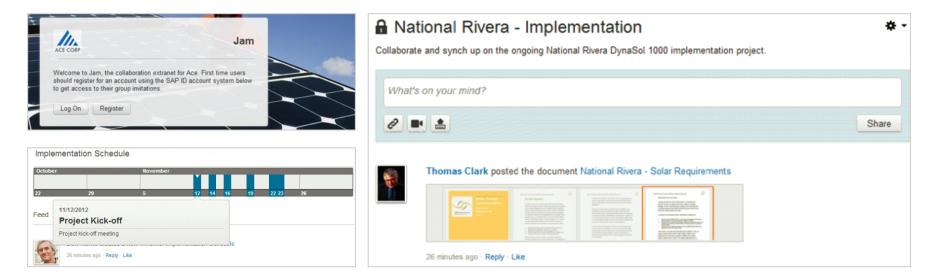
HR	Collect pros and cons from employees on proposed benefit or HR policy changes	Built-in business tools including: Pro/con analysis Dynamic agenda builder
Research	Collaborate on a research project	Ranking Timeline
Staff	Interact with collegians and group workers on new course developnment	Decision approvals and tracking Questions/answers and ideas

**Features** 

## SAP Jam capabilities: External collaboration

Engage sponsors, partners, suppliers, or vendors

#### Streamline work, increase engagement, and speed decision making

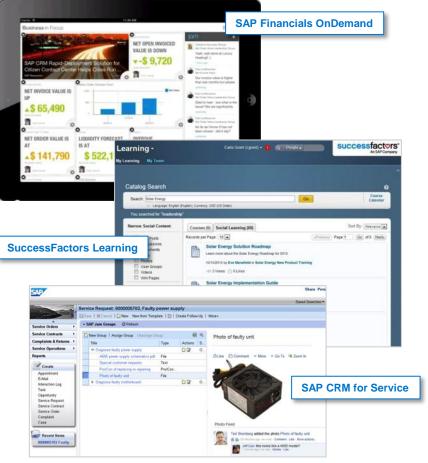


For every departr	Features	
HR	Company-branded groups	
Sales	Secure collaboration Social networking including	
Service	Problem solve with customers to shorten resolution	microblogging, feeds, discussions, document sharing, etc.
Marketing	Keep project deliverables on track with vendors	document sharing, etc.
Supply Chain	Co-innovate with partners	

## SAP Jam capabilities: Business process social

Social where you work – in your apps and processes

Processes for		SAP Jam +
HR		
Social learning, onboarding, expert mentoring		SuccessFactors BizX Suite
Sales		
Social opportunity management		SAP CRM/SAP Customer OnDemand
Customer and partner engagement	>	SAP Jam standalone or with SAP CRM/SAP Customer OnDemand
Service		
Collaborative service request resolution	>	SAP CRM, SAP Service OnDemand, SAP Social Media Analytics by NetBase
Marketing		
Manage brand perception and crisis response	>	SAP CRM, SAP Social OnDemand, SAP Social Media Analytics by NetBase
And many more	>	SAP Business Suite, LSO, SAP Financials OnDemand, etc.



# SAP Jam Capabilities: Security & administration

Deliver a single, secure social foundation

#### Extend, customize, and manage

- Avoid multiple collaboration silos
- Deliver a unified social experience
- Infuse collaborative capabilities in any application or process
- Rapidly implement & easily manage in the cloud
- Protect key corporate information with enterprise grade security
- Monitor users, content, & groups for top contributors & most valuable content



Features 22 languages\* SuccessFactors BizX platform integration SAP cloud and on-premise application integration:\* SAP CRM SAP Business Suite (via SAIL) SAP Customer OnDemand SAP Financials OnDemand Microsoft SharePoint connector Built-in 3rd party integrations\* RESTful APIs (direct customer access) Auto profiling and provisioning with SuccessFactors BizX platform Customizable interface LDAP support, auto group creation, SSO support, integration with identity providers, auto synch of profile data SSL technology and advanced security features\* Storage Reporting\*

Site and content controls (compliance filters, enable/disable features)

\*See slide notes for more detail

# SAP Jam: Social collaboration across your entire network

Supporting university-wide or cross-departmental/faculty social processes



### **Any Employee**

**Customer Success Story** 

## Bellevue University: Unifying teams for improved collaboration with SAP Jam

#### QUICK FACTS

#### **Company Name**

- Location: Bellevue, NE, USA
- Industry: Higher Education
- Products and services: Undergraduate, Graduate, PhD Programs
- Size: 650+ Employees, 10,000 students
- Website: <u>www.bellevue.edu</u>
- Solutions: SAP Jam

"SAP Jam plays a key role in our efforts at Bellevue University to breakdown silos and unify our teams to help change lives for the better."

Patrick Whalen Director, Training & Organizational Development Bellevue University

#### **Challenges & Opportunities**

- Difficulty communicating across the entire university staff
- Hard to locate latest information and up-to-date document versions
- Lacked a system for leveraging veteran employee knowledge in learning activities

#### **Objectives**

- Create a searchable information repository
- Capture veteran employee
   knowledge
- Improve communication
- Add additional context to work items and information

#### **Implementation Highlights**

- Steady internal adoption
- Minimal training required for employees to get started

#### Why SAP

- Intuitive and easy to use
- Conforms to the way employees get their work done
- Best value social solution

#### **Benefits**

- Finding important information faster
- Grassroots nominations for employee of the month
- Quick onboarding for new hires
- Improved cross-departmental collaboration
- Streamlined task and project management



**BELLEVUE UNIVERSITY** 

Real Learning for Real Life



To



## **Social for (Higher) Education & Research**



#### Trouble- shoot complex issues/research projects

Bring the best university team thinking and experts to every research project

#### Accelerate employee productivity and engagement

Connect new hires with people and content and reduce time to contribution and increase retention

#### Reduce the cost of training

Lower training costs and improve university employee development by enabling employees for peer-to-peer training

#### Improve communication and collaboration

Break down department, faculty silos by enabling university employees to connect and work more effectively across departments, faculties and geographies

#### Get productive from day 1

Social onboarding helps university employees get productive from day 1 on the job

#### Stay informed and productive

Informal learning helps keep university employees up-to-date and always productive

## (Why) Social for SLcM ?

- SAP SLcM customer & prospect demand
- Student demand (Design Thinking sessions)
- Lots of universities use their LMS solely as content platform
- Custom integration (api) to existing LMS solutions
- No social collaboration tool with (in-house) LMS



## **Process integration Use Cases**

### 1. Recruiting & Application/Admission process:

Prospect student send in his admission to SLcM via the portal and/or mobile application and afterwards receives a message that he/she is invited/accepted to the University Admission JAM group/OR Program related JAM group. Here the applicant can find all relevant info on the admission procedures, can ask questions, can see tutorial movies, etc etc

### 2. Course Registrations process:

Once a student is registered for a course in SLcM the student is automatically added to the JAM group for that course. That group is owned, managed and driven by the professor



### 3. Graduation & Alumni Process

After the student successfully graduated in SLcM the student/alumni is registered automatically for the Alumni JAM group (*program of study based*). The group would have sub groups based on the year of graduation

### 4. Class update process

After a class scheduled event is changed the system triggers an event to the related course specific JAM group to inform the students about the class change (change of room, cancellation, etc)



### **Process integration Use Cases**

### 5. Grading process

After grades for a specifc course are entered (all of the grades for all students!) the SLcM system triggers an update of all of these grades to the related course JAM group





### Screenshots – SLcM logon

	Log a	n to 'ECP'	
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User: *	cm-faculty		
Password: *	•••••		
Language:	English	~	
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	Log On		
Change Receword	Forgot your password?	Contact	

Welcome to the SAP Student Lifecycle Management Demo System.

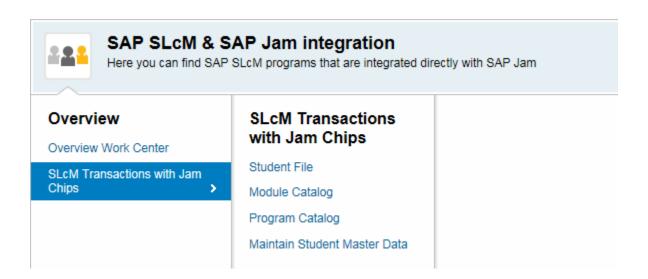


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### Screenshots – Menu SLcM

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Welcon	ne to SAP Student Lifecycle Management!	
2 <b>2</b> 2	Student Affairs From here you can start a set of student related processes	
	Academic Affairs From here you can start and manage academic processes	
	SAP SLcM & SAP Jam integration Here you can find SAP SLcM programs that are integrated directly with SAP Jam	

### Screenshots – Menu SLcM



### Screenshots – Student File (+Student Master Data)

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### Screenshots – Program Catalog (+also module catalog)

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## Infotype integration with SAP Jam

- Jam group ID related to the course
- Usage of template groups & automatic creation of groups via infotype maintenance

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## BRF integration with SAP Jam (5 scenarios all BRF driven)

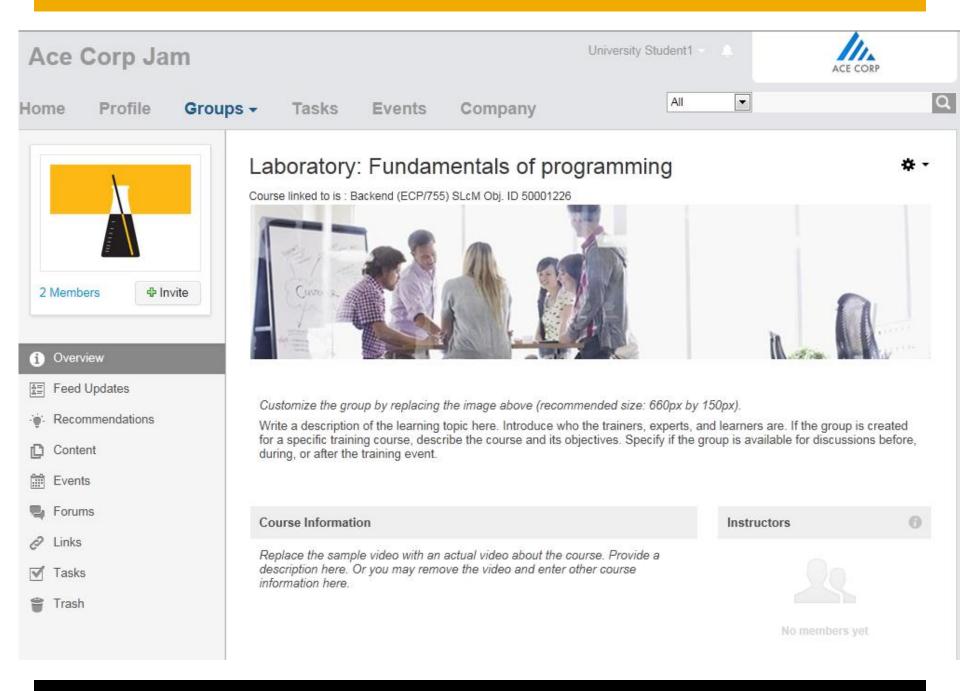
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• DI OFEECALC_STAT	Event : Statistical Fees Po	osted				
• DOGRADING	Event: Grading Activity E	recuted		Descripti	on	
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• 🔊 0MODBOOK	Event: Module Booking A	ctivity Executed				

### BRF log: course booked results in invitation trigger to Jam

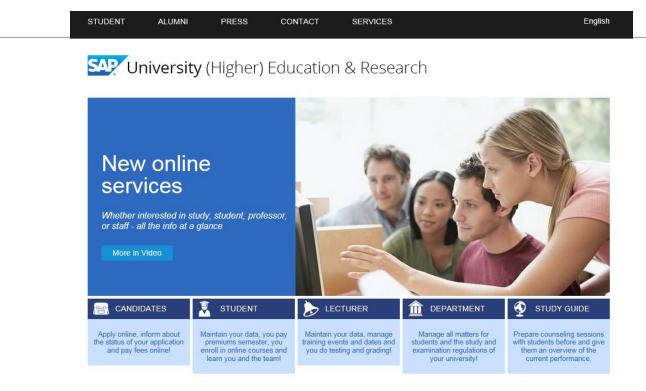
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> 🖲 04/30/2014 18:02:53 SDCAUTO	37 LDAP_ECPCLNT755	LDAP Synchron	. User		RSLDAPSY	Batch proc	. 00000000000000259425
> 🖲 04/30/2014 18:07:53 SDCAUTO	37 LDAP_ECPCLNT755	LDAP Synchron	. User		RSLDAPSY	Batch proc	. 00000000000000259426
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	-						

## Screenshots – Student self-services, directly in Jam

Ace Corp Jam			University Student1 ×	ACE CORP
Home Profile Grou	ps - Tasks Events	Company	Notifications University Faculty1 has i	View All
University Student1 Student Edit Profile	My Groups		group "Laboratory: Fundar programming". This is a Public Group on Ac "Welcome" Group Description:	nentals of
My Groups (0) Group Notifications (1)	Create a Group		Course linked to is : Backene ID 50001226 about 1 hour ago	d (ECP/755) SLcM Obj.
Recent Group Activity Browse Groups			22	
	No groups found.			



### **Screenshots – Student self-service**



SAP SAMPLE UNIVER	SITY IN FIGURES					
Established: 1873	President: D	r.rer.nat. Pattern	Building:	17	Bachelor fees:	600 I / Sem
Faculties: 12	Employees: 3	500	Libraries:	5	Master Fees:	600 I / Sem
Students: 10,350	Alumni: 1	.76045 million	Media:	15,387	Semesterticket:	150 I / Sem
Professors: 120			Hörsääle:	3		
SAP SAMPLE UNIVER						

### **Screenshots – Student self-services**

	SAP University	
	Search Advanced Search	
	Applicant Self-Services Student Self-Services	
	Service Map Portal Favorites  There are no items to display	Student Self-Services         Personal Data         Maintain address         You can maintain your existing address, add a new address or delete an existing one.         Tuition Fee & Financial Data         Biller Direct - Payment Self-Service         With this self-service you can pay your tuition fees via different payment methods like for example creditcard.         Course Registration Services
		Course Registration         You can register for courses for your curriculum using this self-service.         Special Booking Authorization Request         Use this service when you need to request permission to register for a class where you do not meet the standard requirements.         Personal Time Table         Use this service to get insight in the student's timetable         SAP University Alliances Program         Follow this link to learn more on SAP University Alliances
		Social Learning & Collaboration Sie können unsere soziale und gemeinschaftliche Plattform nutzen, um Informationen mit Ihren Mitstudenten und Dozenten auszutauschen. Social Learning and Collaboration Social Learning and Collaboration Learning Management System Learning Management System With the LMS system you follow virtual classrooms, run E-Learning and manage you digital curriculum
		Academic Records Services <u>View Academic Work</u> You can view a list of the courses that you have registered for or completed, along with the corresponding credits and grades. <u>Printing self-services</u> You can select and print smart forms made available from student administration <u>Correspondence/Transcript Request</u> You can request an official transcript to be send home or to a third-party
© 2013 SAP AG. All ri		<u>Grade Change Request</u> You can request a change of grade. <u>Change of Program</u> You can request a change of program. Use this service when you wish to change your overall degree objective.

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### **Screenshots – Student self-services**

► SAP Jam Groups	E,
▼ SAP Jam Feeds	E,
Group: Show All	<b>→</b>
Show:     All       Image: Show:     All       Image: Show:     Show:       Show:     Show:       Image:	
Stefan Schreck has a new account 02/24/2014 16:53:01 Reply Bookmark Like	
University Student1 has a new account 02/18/2014 16:04:01 Reply Bookmark Like	



# **Timelines lab integration**

SAP Jam for SAP SLcM	2013			2014					
	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG
Use Cases & High Level 'design'		•							
Review & finalize use cases & design		_		•					
Connect systems SLcM & Jam				_	-				
Configure, test, run use cases					_		•		
Co-innovate, Design Thinking Sessions									
Fine tune, test ,etc									
Duration Milestone					Т	ōday			

# Positive analyst sentiment on SAP Jam

Visionary in Gartner's Social Software in the Workplace Magic Quadrant 2010-13

Leader in IDC's Social Technology in Integrated Talent Mgmt 2012

Leader in Experton's Vendor Benchmark for Talent Management & Enterprise Networking 2014

#### 66 77

(SAP) Jam's social workflow management tools and focus on enabling teams to get things done remains a product strength that power users and self-motivated teams will value highly.

Info-Tech Research Group, Vendor Landscape 2014



SAP has... direct access both to business decision makers and to IT executives. This creates opportunities for SAP... especially when combined with an incentivized channel and sales force that can pursue solutions that combine existing on-premises applications with a cloud-based social platform.

Gartner: Social Software in the Workplace Magic Quadrant 2013

Major Player in IDC's Social Software MarketScape 2012

Champion in Info-Tech's Vendor Landscape: Collaboration Platforms, 2013-14

#### " 33

SAP Jam is at the leading edge of business social software, bringing together transactional business data with gamification techniques.

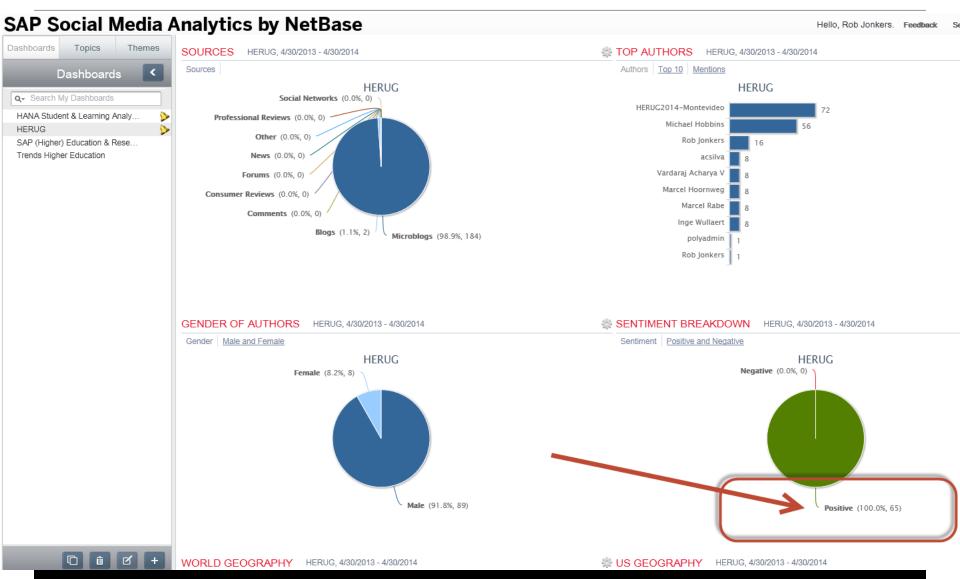
Richard Edwards, OVUM Consulting

#### 66 77

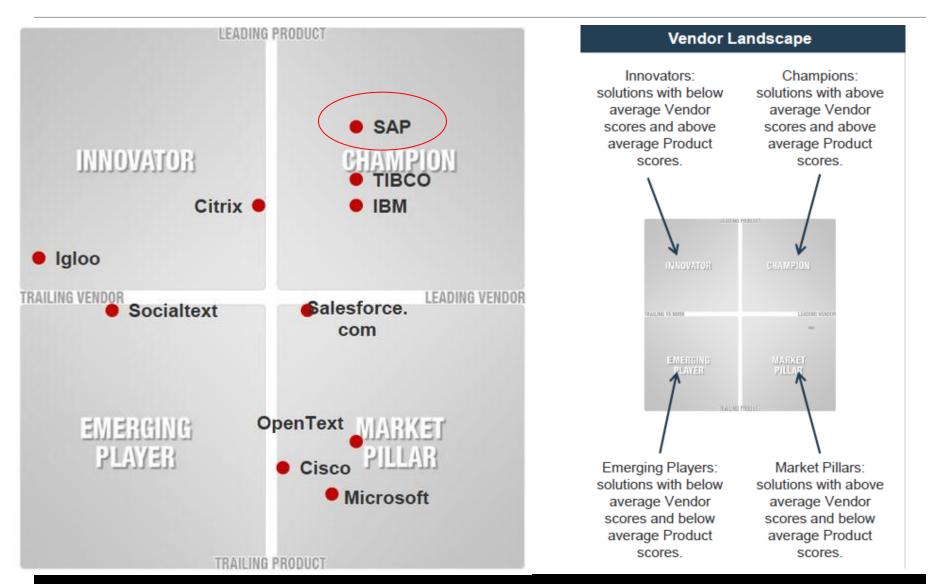
IDC believes that embedding social capabilities into business processes and where users interact with data and content will make solutions more pervasive. The SAP business process social layer approach meets this inevitability...

IDC MarketScape: Worldwide Enterprise Social Software 2012 Vendor Analysis

## Talking about sentiment.....



# **Champion** in Info-Tech's Vendor Landscape



# **Champion** in Info-Tech's Vendor Landscape

Jam continues StreamWork's theme: enabling teams to get work done with strong workflow and productivity tools,



#### Champion

Employees: Website: sap.com Founded: 1972

Product: SAP Jam 55,000+ Headquarters: Walldorf, Germany Presence: NYSE: SAP



3 year TCO for this solution falls into pricing tier 7, between \$100,000 and \$250,000



#### Vendor Landscape: Collaboration Platforms

#### Overview

- · SAP is an enterprise application software vendor that has been in the ERP and CRM markets for decades.
- Jam is a combination of the former StreamWork and acquisition of SuccessFactors' CubeTree.

#### Strengths

- · Jam provides robust social workflow management tools with very strong project management capabilities. Onboarding and customer service are only two of many process scenarios supported.
- The product integrates well with other software (e.g. SharePoint, Evernote, Box, WebEx, Google Docs, SAP CRM). It has a comprehensive list of out-of-the-box decision making tools.
- In-document annotation, not just document metadata.
- Strong user-generated video capabilities to enable social learning.

#### Challenges

- · SAP continues to leave real-time collaboration to integration of third parties such as WebEx. While the right decision for F500, mid-market firms may not have a chosen real-time platform in place.
- Despite solid 850% y/y growth, Jam remains one of SAP's "best kept secrets." Info-Tech clients are frequently unaware of this robust collaboration platform.

# Thank You!

### **Contact information:**

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# Appendix

