SAP Jam: Social collaboration that drives results

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



Č

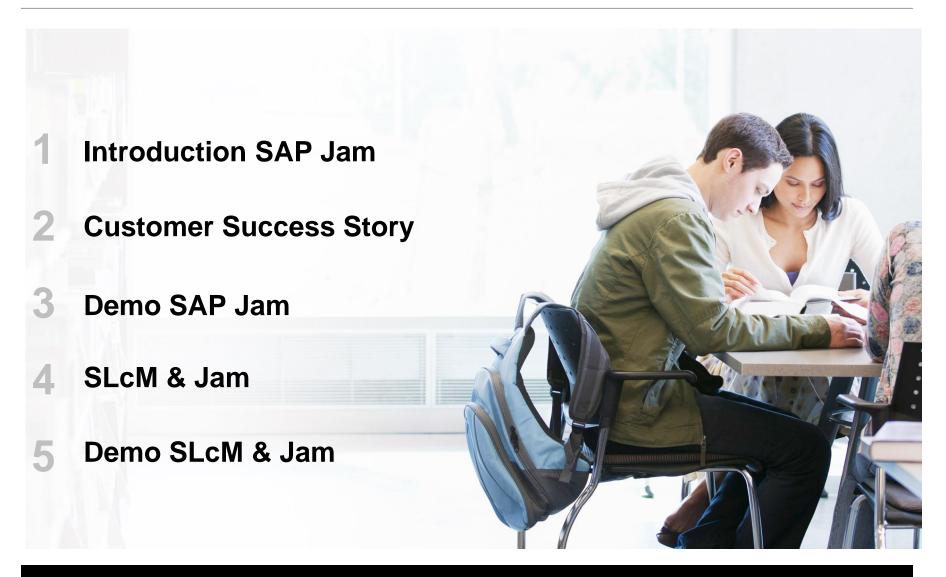


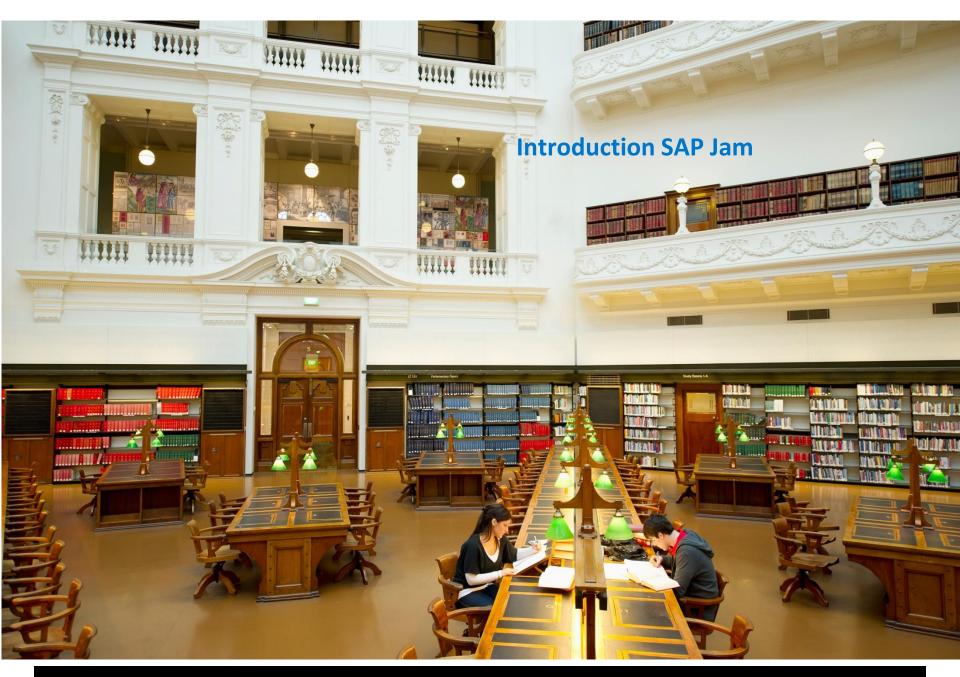
Legal disclaimer

The information in this presentation is confidential and proprietary to SAP and may not be disclosed without the permission of SAP. This presentation is not subject to your license agreement or any other service or subscription agreement with SAP. SAP has no obligation to pursue any course of business outlined in this document or any related presentation, or to develop or release any functionality mentioned therein. This document, or any related presentation and SAP's strategy and possible future developments, products and or platforms directions and functionality are all subject to change and may be changed by SAP at any time for any reason without notice. The information in this document is not a commitment, promise or legal obligation to deliver any material, code or functionality. This document is provided without a warranty of any kind, either express or implied, including but not limited to, the implied warranties of merchantability, fitness for a particular purpose, or non-infringement. This document is for informational purposes and may not be incorporated into a contract. SAP assumes no responsibility for errors or omissions in this document, except if such damages were caused by SAP intentionally or grossly negligent.

All forward-looking statements are subject to various risks and uncertainties that could cause actual results to differ materially from expectations. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of their dates, and they should not be relied upon in making purchasing decisions.

SAP Jam: Social collaboration that drives results





Quick introduction with/via Jam....

SAP s	AP Jam					Rob Jonkers -	•	All			c
Home	Profile	Groups 🔻	Tasks	Events	Compan	у					
	External Group	So	cial Learning for	(Higher) Educa n key stakeholde Record	tion & Research erso of universit	gher) Edu - This group is cre /(researcher, stude Upload File	eated for c ent, faculty	demo purp y, departm	oses to show	the social (learning	☆ -
2 Membe Overvie E Feed L	rs ⊕ Inv			Jonkers addeo	0	:77d69-b59d-456	Ga-8cOf-a	375876c3	eb2.flv		
	mendations		2 minu	utes ago · Reply ·	Like · More 🔻						
Conter		5	Rob	Jonkers voted	in a poll						
🙏 Subgro	ups		W	/hat is the q	uality of the	e coffee today	/?				
Events								100%	(1 vote)		
Forum:	3		G	Good							
🖉 Links			C	outstanding, mo	ore, more, mor	el		0% (0	votes)		
Report	5				,,	-		0% (0	votes)		
🗹 Tasks			V	ery poor! Whe	re is the Starbu	icks?					

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

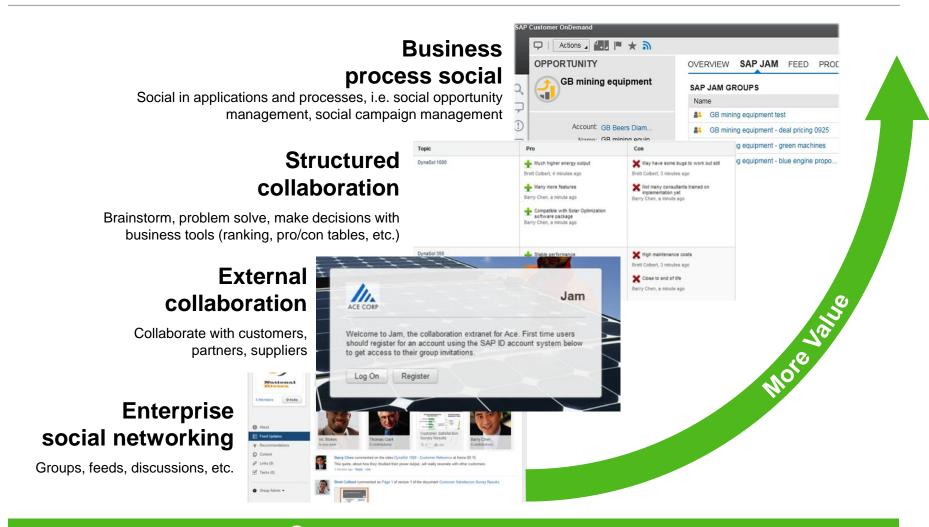
Disconnected from business process Minimal adoption Lacking business value

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

•

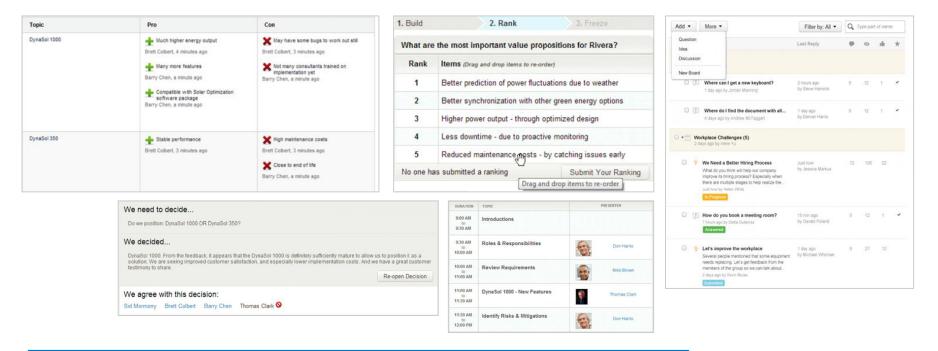
- Discussions and comments
- Microblogging and feeds
- Email notifications
- @mentions and likes
- Following people and objects
- Sharing documents and videos
- Private folders
- Document editing with MS
 Office
- Video recording & screen capture on your computer or mobile device
- Video playback
- Blogs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

.

- 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

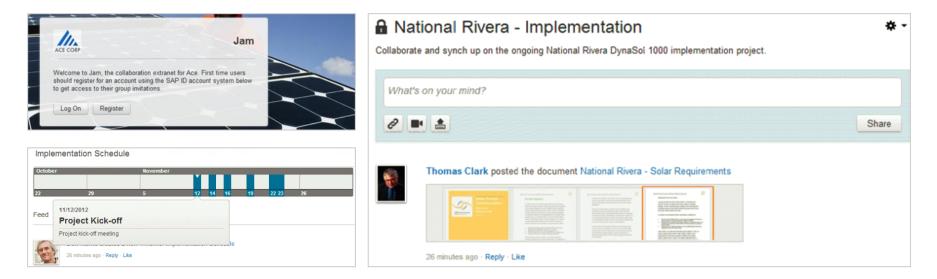
HR	Collect pros and cons from employees on proposed benefit or HR policy changes	Built-in business tools including: Pro/con analysis Dynamic agenda builder
Research	Collaborate on a research project	Ranking Timeline
Staff	Interact with collegians and group workers on new course developnment	Decision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

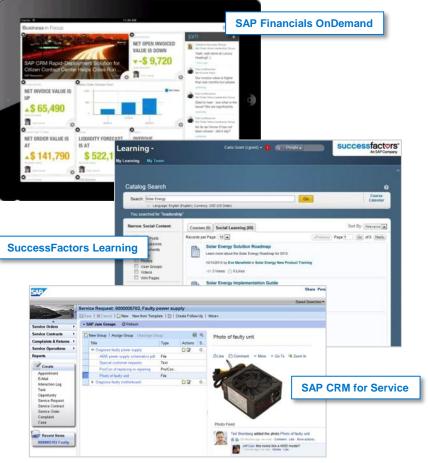


For every departr	Features	
HR	Company-branded groups	
Sales	Secure collaboration Social networking including	
Service	Problem solve with customers to shorten resolution	microblogging, feeds, discussions, document sharing, etc.
Marketing	Keep project deliverables on track with vendors	document sharing, 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'	
SAP Stud	lent Lifecyc	e Managemen	t
Register here			
User: *	cm-faculty		
Password: *	•••••		
Language:	English	~	
	Accessibility		
	Log On		
Change Receword	Forgot your password?	Contact	

Welcome to the SAP Student Lifecycle Management Demo System.

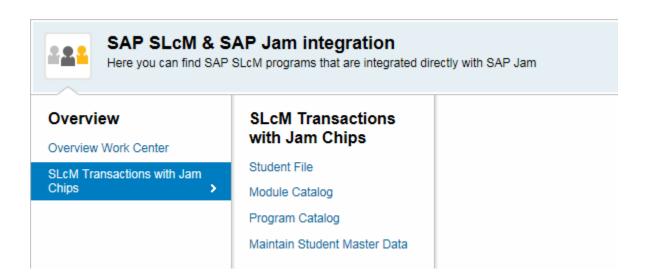


Copyright © 2014 - SAP (Higher) Education & Research

Screenshots – Menu SLcM

Ē		
ndex	● »	
`≡ ★	Search or enter application name or transaction code	
Welcon	ne to SAP Student Lifecycle Management!	
2 2 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)

				SAP NetWeaver	Pusiness Client		_ a
Index	Stude	ant File	😑 Program Catalog		Maintain Modules in Program	0	
				iii moox			72
≣★	Search or enter application nar	ne or transaction code					^
Menu 🖌 🤇) 🗔 i 😪 😪 🤤 i 🖾 일	🕞 🥩 👪 🔲 🗲	🗁 ಶ 🙎 🎭 歫 🛛 Transfer A	Numni Data 🛛 🖨 🍈 🟠 🗍	1 1 1 1 1 🗐 🗖 I 🕜 🖳		Collaboration 4
🥦 . S	tudent File						🤐 🌽 @.
Find by	Ant am of Study	Student Number	Souddill	tending(2); Regular Stu tions Activity Documents		<u>D</u>	 SAP Jam Groups SAP Jam Feeds SAP Jam Feeds Show: All Show: All Cristoph Ehrhardt set a new photo for the group 04/30/2014 18:15:39 Reply Bookmark Like Christoph Ehrhardt set a new profile photo 04/30/2014 18:08:16 Reply Bookmark Like Christoph Ehrhardt changed the name of the group 04/30/2014 17:56:50 Reply Bookmark Like Christoph Ehrhardt changed the name of the group 04/30/2014 17:56:50 Reply Bookmark Like Christoph Ehrhardt changed the name of the group 04/30/2014 17:56:50 Reply Bookmark Like Christoph Ehrhardt changed the name of the group 04/30/2014 17:50:49 Reply Bookmark Unlike Stefan Schreck has a new account 02/24/2014 16:53:01
							Reply Bookmark Like
					» ECP (3) 755 🗡 cieco INS 🥖 ≒	ſ	⊼ Page 1 ¥

Screenshots – Program Catalog (+also module catalog)

			SAP NetWeaver Business Cli	ent	_ 0
Index Pro	gram Catalog	Index	Maintain Modules in Program	• »	
Search or enter application n	ame or transaction code	0	1		
Menu	Access Object Progr Key Date 04/3	Interdisciplinary cours Bachelor Thesis	Bachelor of Informatic Scie Filter Off	^	Collaboration SAP Jam Feeds Group: Show All Show: Christoph Ehrhardt set a new profile photo O4/30/2014 17:56:50 Reply Bookmark Like Show: Oh/30/2014 17:50:49 Reply Bookmark Unlike Stefan Schreck has a new account O2/24/2014 16:53:01 Reply Bookmark Like Diversity Professor wrote on the group wal

Infotype integration with SAP Jam

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

Menu 🖌 🔗 🔚 🗞 🚱 😪 👃 🕞	III) 🕹 🖞 👘 👘 🖬 🖬 🖬) () 💭 🛃	🕜 🖣								
Change SLCM JAM Integratio	n										
	Program of Study	BSc_INF	Bache	lor of Informatic S	cience						
Find by	Planning Status	Active									
 Program of Study Search Term 	Validity	01/01/2000	to	12/31/9999	ଟଟ	Display chang	ge infor				
• 🛗 Structure Search	SLCM JAM Integration										
	JAM Group ID 516	26									
	JAM Group Type										
	JAM Template ID										
	JAM Group Active X		📠 In	dex		🔲 🔚 Stude	nt File		😑 Create SLCM JA	M Integration	• »
			1	* Search	or enter a	application nam	ne or transactio	on code			
			Men	iu 🖌 📀 📙 🤅	2 🚫 💽		🖪 🗷 🗄	- - - - - - - - - - - - - - - - - - -	5522	- 🕜 🖳	
			C	Treate SLCM	IAM II	ntegration	,				
			(I 🐟 🏡 🌟 1	🍇 I 😽		Module		IN0001 I	introduction to In	formatic 1
				id by			Planning Statu	JS	Active		
			ľ	 Course Module Search Terr 	n		Validity		01/01/2000 🗇 t	0 12/31/99	99 6g Display change infor
				 Structure S 			SLCM JAM Int	tegration			
							JAM Group IE		51624		
							JAM Group T				
							JAM Templat	te ID			
							JAM Group A	Active	х		

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

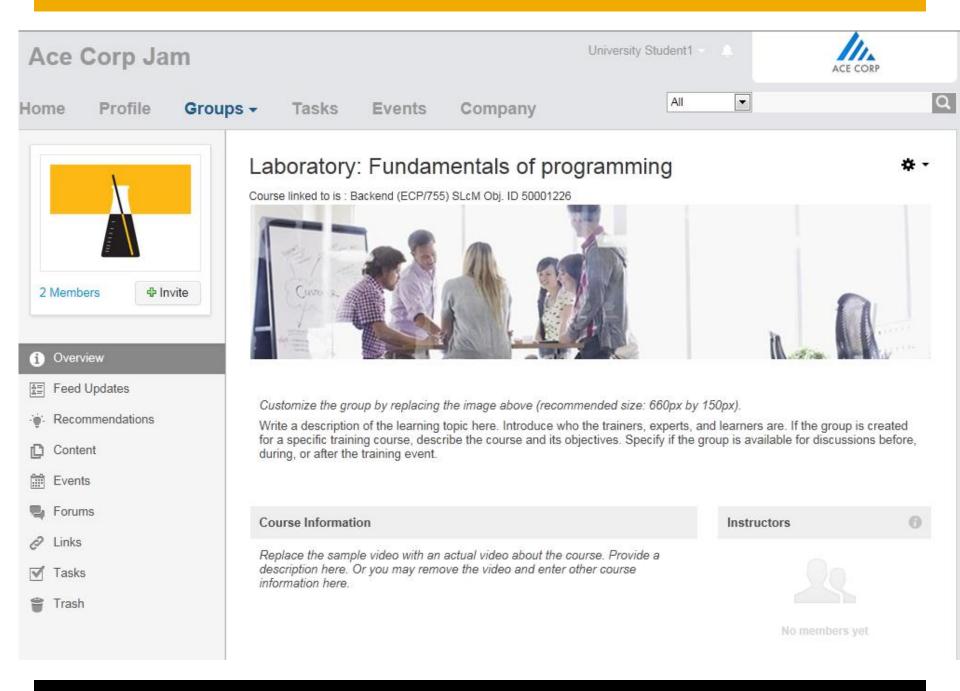
E				-		SAP NetWeaver Business Client
Index Student	File	BRF Display Actions			0)	»
Search or enter application name	or transaction code					
Menu 🖌 🔮 🔚 🜏 🔗 👷 🖋 📑	晶 🗉 🔓 🖞 🏠 🗄	5 5 6 6 6 7	0	!!		
BRF Display Actions						
BRF Objects				Action		ZMOODBOOK_JAM_INV JAM invitation for Modules
ISHERCM_PP				Administ	rative (Dta
				æ		
! ॎॖ,ॖॎॖ,ॗॖॖॣॖॣॖॖ,,ॖॖॖॣॖॖ				Actions	_	
Actions	Description	(Impl. Clas		
✓ ► All Groups	All Groups		, II	0FM001	🗗 Fun	ction Module as Action 1 0
> Actions	Actions		,щ	-	-	
V im Events	Events					
OACADEMICEVENT	Event: Academic event e	dited	-11			
• DACADEMIC_WORK		tended Maintenance Finisł				
• DADMISSION	Event: Admission Activity					
• DANTICGRAD	Event: Anticipated Gradu					
OATTENDANCE_TRACKING						
• DAT_PREEXCABS						
	Event: Event Booking ed	ted	:			
OEVENTPACKAGE	Event: Event Package ed	ited	÷			
• DI OFEECALC_REAL	Event : Real Fees Posted					
• DI OFEECALC_STAT	Event : Statistical Fees Po	osted				
• DOGRADING	Event: Grading Activity E	recuted		Descripti	on	
• DOGRANTEVAL_DIS	Event : Disbursement of					
• 🔊 OGRANTEVAL_EXP	Event : Expected Financi	al Aid Posted		8	~ <u> </u>	
• 🔊 0MODBOOK	Event: Module Booking A	ctivity Executed				

BRF log: course booked results in invitation trigger to Jam

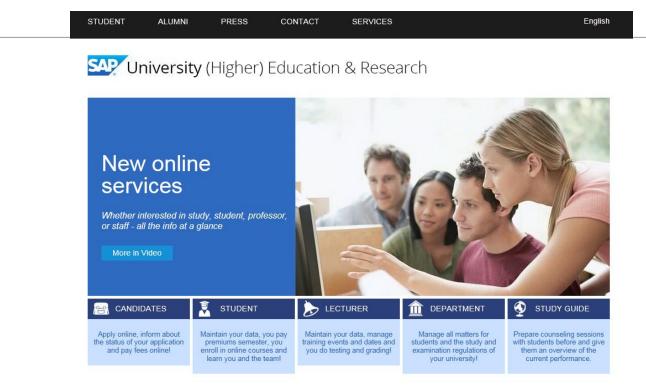
			SAP NetWeaver Business Client		_		
👖 Index 📃 🔚 Mainta	ain Modules in Program	ay logs	• »				
Search or enter application nam	ne or transaction code						
Menu 🗸 🥑 🖂 🧟 🚫 👷 😫 📀	🗞 Technical Information 🚺 Help	18461818	1				
Display logs							
Date/Time/User	Nu External ID	Object txt	Sub-object text	Tran	Program	Mode	Log number
> 04/30/2014 17:49:23 WF-BATCH	1	Business Workfl	. System Job SWWERRE			Batch proc	. 00000000000000259421
> 04/30/2014 17:52:53 SDCAUTO	37 LDAP_ECPCLNT755	LDAP Synchron	. User		RSLDAPSY	Batch proc	. 00000000000000259423
> 🖲 04/30/2014 17:57:53 SDCAUTO	37 LDAP_ECPCLNT755	LDAP Synchron	. User		RSLDAPSY	Batch proc	. 00000000000000259424
> 🖲 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
> 04/30/2014 18:09:23 WF-BATCH	1	Business Workfl	. System Job SWWERRE			Batch proc	. 00000000000000259427
> 🖲 04/30/2014 18:12:53 SDCAUTO	37 LDAP_ECPCLNT755	LDAP Synchron	. User		RSLDAPSY	Batch proc	. 00000000000000259428
✓ △ 04/30/2014 18:16:22 JAM-FACULTY1	1 NWBC	NetWeaver Bu	NetWeaver Business Client Desktop			Dialog pro	00000000000000259429
 A Problem class Important 	1						
> 🖲 04/30/2014 18:17:53 SDCAUTO	37 LDAP_ECPCLNT755	LDAP Synchron	. User		RSLDAPSY	Batch proc	. 00000000000000259430
> 🔲 04/30/2014 18:22:28 JAM-FACULTY1	2 0500004510	Student Account	t Automatic Creation and Change of Account Dat	а	SAPLHRPI	Dialog pro	00000000000000259431
> 04/30/2014 18:22:53 SDCAUTO	37 IDAP_ECPCINT755	LDAP Synchron	liser		RSLDAPSY	Batch proc	. 00000000000000259432
04/30/2014 18:25:07 JAM-FACULTY1	2 0050568500FF1ED3B4907E88A	1CC11AB Post Processing	Module Booking			Dialog pro	0000000000000259433
🔍 🔹 🗖 Problem class Other	2						
✓ ■ 04/30/2014 18:25:08 JAM-FACULTY1	1	Post Processing	Appraisai			Dialog pro	0000000000000259434
 Problem class Other 	1						
& . 🛓 Ŧ 🛗 🎊 🍞 . 💥 . 🏂	🚔 👩 . 🔄 . 🖽 . 🚥 ı 💓	0 🛆 0 🗖 2					
T., Message Text			Det.				
BRF event 0MODBOOK was successfully p	rocessed for student Sapphire, Paul (ob	ject ID 50010003)					
The processing was triggered by activity							
	-						

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.

38

Screenshots – Student self-services

► SAP Jam Groups	E,
▼ SAP Jam Feeds	E,
Group: Show All	→
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.

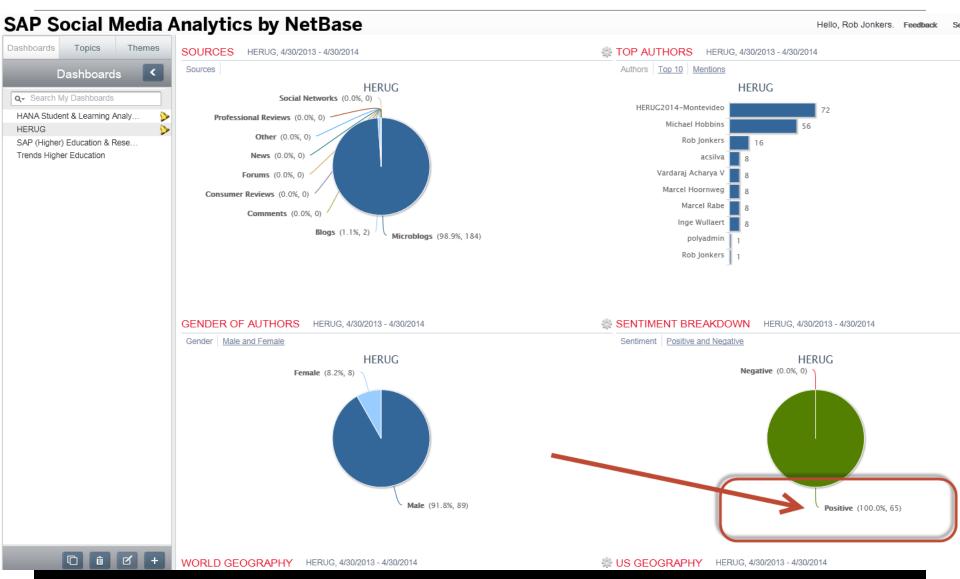
Richard Edwards, OVUM Consulting

66 77

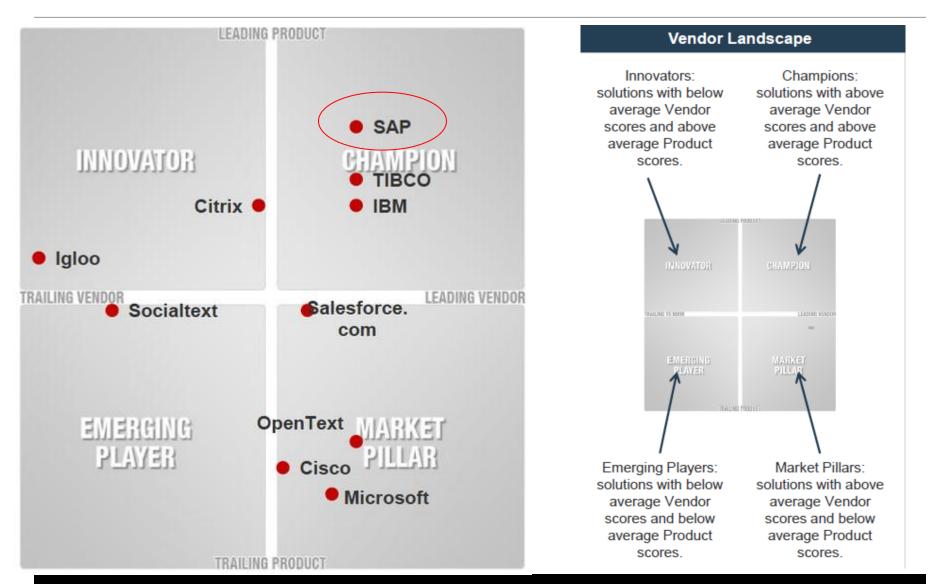
IDC believes that embedding social capabilities into business processes and where users interact with data and content will make solutions more pervasive. The SAP business process social layer approach meets this inevitability...

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:

SAP IBS (Higher) Education & Research

Rob Jonkers – Solution Manager

- Join us on <u>JAM</u>.
- Discover us SAP via the <u>Solution Explorer</u>



© 2014 SAP AG. All rights reserved.

No part of this publication may be reproduced or transmitted in any form or for any purpose without the express permission of SAP AG. The information contained herein may be changed without prior notice.

Some software products marketed by SAP AG and its distributors contain proprietary software components of other software vendors.

National product specifications may vary.

These materials are provided by SAP AG and its affiliated companies ("SAP Group") for informational purposes only, without representation or warranty of any kind, and SAP Group shall not be liable for errors or omissions with respect to the materials. The only warranties for SAP Group products and services are those that are set forth in the express warranty statements accompanying such products and services, if any. Nothing herein should be construed as constituting an additional warranty.

SAP and other SAP products and services mentioned herein as well as their respective logos are trademarks or registered trademarks of SAP AG in Germany and other countries.

Please see http://www.sap.com/corporate-en/legal/copyright/index.epx#trademark for additional trademark information and notices.

Appendix

