

# Zakaj je lahko SAP moja priložnost?

Jaka Črnivec  
Davorin Pandel  
15.4.2015

# Agenda

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- **Kaj je SAP**
- **Priložnosti za mlade**
- **Osebna izkušnja študenta**



**SAP**

**1972**

**SAP ≠ ERP**

**Systems, Applications, and Products in  
Data Processing**

# SAP danes

**68.800+**

zaposlenih v 130 državah

**263.000+**

strank v 188 državah

**25**

industrij

# V Sloveniji

**16**

let

**130+**

strank

**15.000+**

uporabnikov

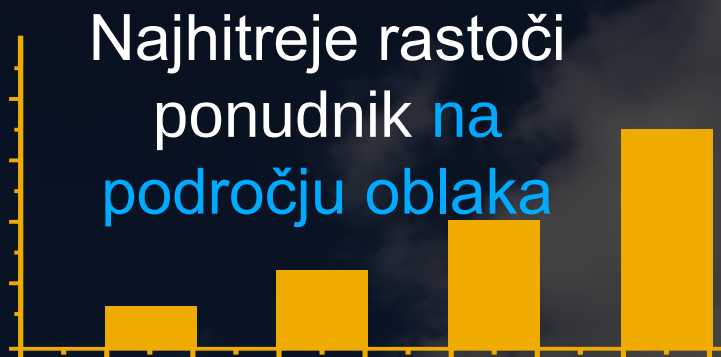
**6**

visokošolskih organizacij

# SAP je vodilni svetovni proizvajalec poslovne programske opreme...



„Oblachno“ podjetje, ki ga  
poganja SAP HANA



Vodilni na  
področju  
poslovnih mobilnih  
aplikacij

Najhitreje rastoči  
ponudnik na področju  
podatkovnih baz

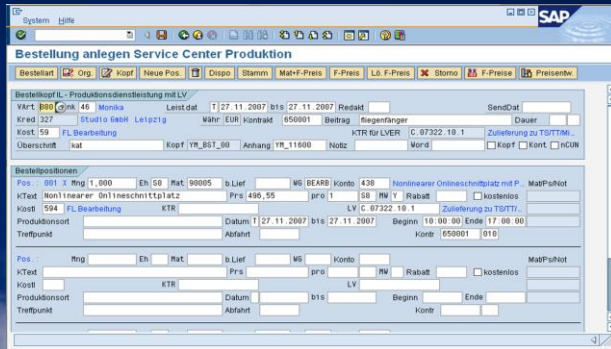


Vodilni položaj  
na področju  
produktov za  
poslovno  
analitiko

SAP HANA  
je vodilna  
platforma, ki  
omogoča  
procesiranje v  
realnem času

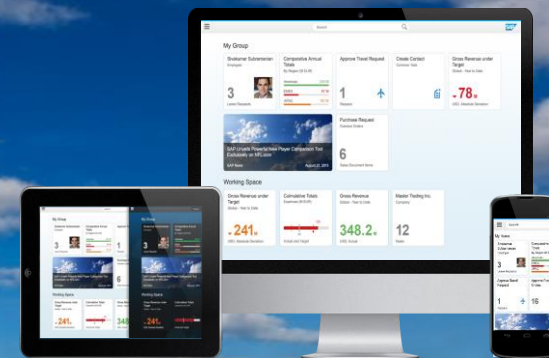
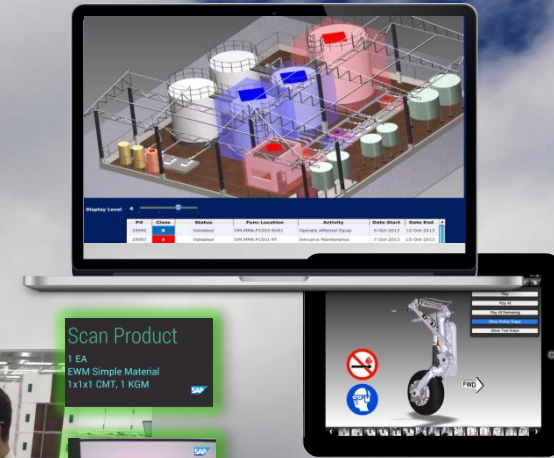


# ...in veliko več kot le proizvajalec ERP rešitev

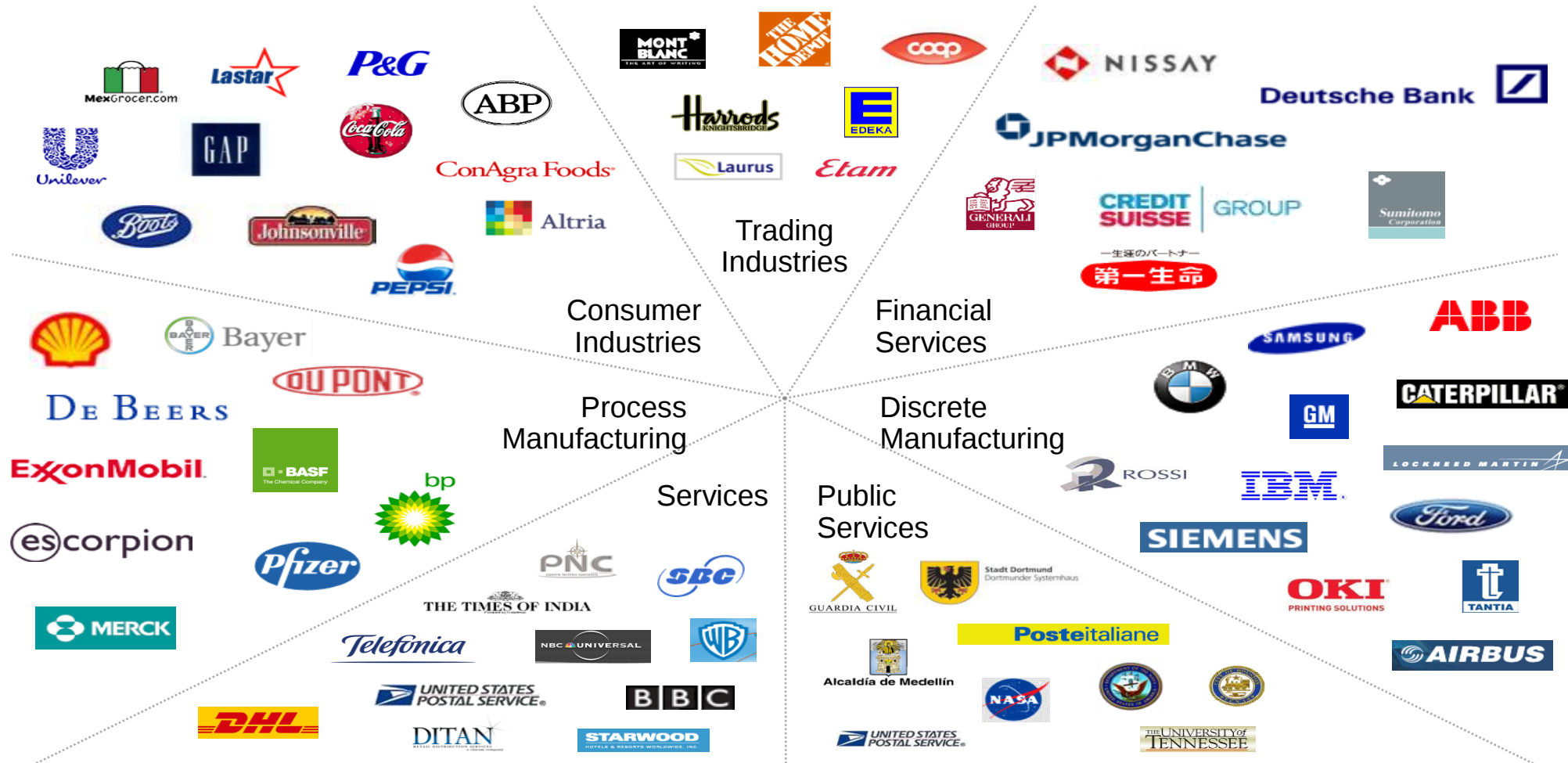


## SAP S/4 HANA

# SAP



# Zakaj bi moral znati uporabljati SAP?



# In v Sloveniji





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



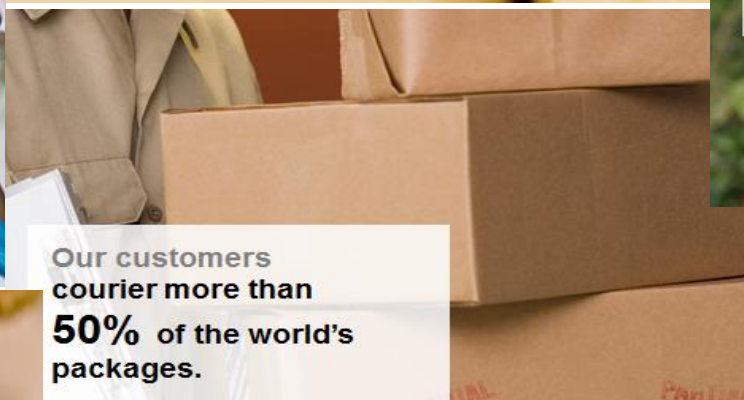
Our customers  
produce more than  
**9 million tons**  
of the world's cheese.



Our customers  
produce more than  
**50%** of the world's  
brand-name jeans.



Our customers  
reach more than  
**5.2 billion**  
mobile subscribers  
across the globe.



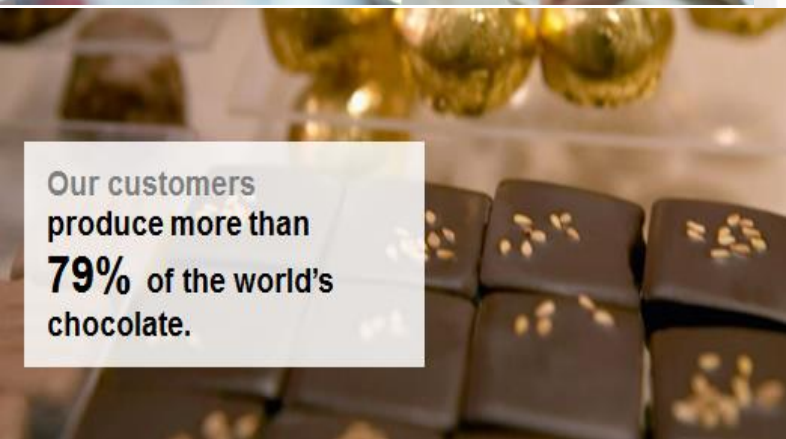
Our customers  
courier more than  
**50%** of the world's  
packages.



Our customers produce  
more than **82%** of the  
coffee and tea we drink  
each day.



Our customers  
manufacture more than  
**95,000** automobiles  
per day.



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



Our customers  
produce more than  
**86%** of the world's  
athletic footwear.



SAP customers represent  
**85%** of the Top 100  
most valued brands in  
the world.



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



# Misija SAP University Alliances



- ✓ **Gradnja bazena nove generacije talentov za delo digitalno podjetju**
  - Omogočanje mladim, da se bolje pripravijo za uspešno poklicno kariero pri SAP-ju, partnerjih in strankah
  - Spodbujanje naslednje generacije podjetnikov prek SAP Student Entrepreneurship programa
- ✓ **Spodbujanje inovacij**
  - Omogočanje mladim, da sodelujejo in prispevajo svoje ideje preko crowdsourcing projektov, industrijskih natečajev, ko-inovacijskih in raziskovalnih projektov → povečevanje prepoznavnosti študentov
- ✓ **Digitalizacija visokega šolstva in raziskovanja**
  - Krepitev vloge e-izobraževanja na področju najnovejših SAP tehnologij (MOOC) preko [openSAP](#) platforme



# UČENJE s SAP University Alliances

SAP  
University  
Alliances



## Praktično učenje

- Učenje poslovnih procesov in uporabe rešitev SAP ERP, SAP BusinessObjects, SAP Lumira,...
- Raziskovanje - teze za diplomske in magistrske naloge

## SAP Learning Hub – Student Edition and SAP Student Academy

- e-učenje preko dostopa do zbirke gradiv SAP Learning Hub Student Edition ali SAP eAkademij

### openSAP

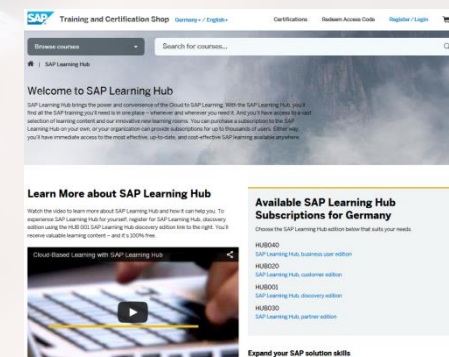
- Brezplačni on-line tečaji iz področja najnovejših SAP tehnologij
- Čas trajanja tečajev je okvirno 4 – 6 tednov odvisno od tečaja
- Možnost pridobitve uradnega potrdila o uspešno zaključenem tečaju

### Certifikacije

- SAP ERP, SAP HANA, SAP Mobile Platform,...

### Drugi viri in možnosti

- Preizkusne različice programov, mobilne aplikacije, demo sistemi



# SAP University Alliances dogodki za študente

Aplikacija pridobljenega znanja

SAP  
University  
Alliances



## SAPPHIRE NOW, SAP TechEd & d-code

Možnost udeležbe na glavnih SAP konferenčnih dogodkih, ki omogoča, da študentje stopijo v stik s SAP-jem, partnerji in strankami



## SAP InnoJam

30-urni dogodek med katerim študentje pridobijo praktične izkušnje s SAP-jevimi najnovejšimi tehnologijami ob podpori SAP strokovnjakov. Učenje, sodelovanje, ko-inoviranje.



## SAP CodeJam

5 do 6 urni dogodek za programerje/razvijalce, med katerim udeleženci pridobijo nova praktična znanja o razvoju rešitev z najnovejšimi SAP-jevih tehnologijami, orodji in platformami ter delijo svoje izkušnje z ostalimi programerji.



## Design Thinking Jam

Med 1-dnevno delavnico se udeleženci učijo uporabe Design Thinking metodologije kot pristopa za reševanje problemov. Na samem dogodku lahko praktično preizkusijo tehnike posameznih faz s ciljem razvoja prototipa rešitve.



## Idea Contests

Študentje lahko preko globalnih crowdsourcing projektov predložijo svoje inovativne ideje za naslednjo generacijo rešitev, ki so zasnovane za prihodnost. Projekti običajno potekajo v sodelovanju s SAP strankami



# ZAPOSILITEV v SAP in SAP-jevem ekosistemu

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Proaktivno sodeluj in izkoristi možnosti, ki jih ponuja SAP ekosistem:

- Spoznavanje SAP-ja in rešitev v času študija
- Raziskovalni projekti z uporabo SAP tehnologij
- Sodelovanje v (množičnem sodelovanju) cross-functional teams
- Sodelovanje na tekmovanjih
- Mreženje na SAP dogodkih

**Samostojni komercialist m/ž** ☆ 13.4.2015  
Kranj  
Pričakujemo: VI, VII stopnja izobrazbe – ekonomske ali tehnične smeri, odlično znanje angleškega jezika, dobro znanje še enega tujega jezika (nemščina ali italijanščina), obvladovanje dela s paketom Office, poznavanje sistemskih okolij Windows, zaželeno poznavanje SAP-a, zaželeno delovno izkušnje na področju prodaje in trženja na tujih trgih...  
Savatech, d.o.o.  
Področje: [Komercializacija](#) [Prodaja](#)

**Strokovni sodelavec za kovine m/ž** ☆ 9.4.2015  
Ljubljana  
Pričakujemo: Pogoji za zasedbo delovnega mesta: VI, ali VII, stopnja izobrazbe strojne smeri, aktivno znanje angleškega jezika (zaželeno tudi nemškega), poznavanje dela na računalniku (MS Office, osnovno poznavanje orodij za ogled in izdelavo 3D datotek, zaželeno poznavanje Lotus-a in SAP-a)...  
Ilekra Mehanizmi, d.o.o.  
Področje: [Transport, nabava in logistika](#) [Strojništvo, metalurgija, rudarstvo](#)

**Referent finančno - računovodskega oddelka m/ž** ☆ 2.4.2015  
Maribor  
Od Vas pričakujemo: najmanj V. stopnja izobrazbe, računovodske smeri, najmanj 5 let delovnih izkušenj na podobnem delovnem mestu, dobro poznavanje SRB in davčne zakonodaje, poznavanje dela s programsko opremo SAP je prednost, dobro znanje nemškega jezika.  
KIK Textilien und Non-Food d.o.o.  
Področje: [Računovodstvo in revizija](#)

**Samostojni referent organizacije transporta m/ž** ☆ 18.3.2015  
Ljubljana  
Za uspešno mednarodno proizvodno podjetje iz Ljubljane iščemo Organizatorja transporta m/ž. Najmanj 3 leta delovnih izkušenj na področju mednarodnega cestnega prometa, aktivno znanje angleškega in nemškega jezika (govorno in pisno), zaželeno poznavanje programa SAP. Stimulativni osební dohodek, možnost dolgoročnega sodelovanja.  
Naton d.o.o.  
Področje: [Transport, nabava in logistika](#) [Tehnične storitve](#)

**Poslovni analitik na področju logistike m/ž** ☆ 1.4.2015  
Koper  
POSTANITE DEL SAP SVETOVALNE EKIPE! Podjetje Actual I.T. je že 20 let med največjimi informacijskimi podjetji v Adriaski regiji. Naša glavna dejavnost je zagotavljanje poslovnih rešitev z visoko dodano vrednostjo. Dopolnjujemo amobilizacijo in mlad kolektiv, vedno pripravljen na sodelovanje in razvoj. Zaradi krepitve ekipe želimo v svoje vrste pritegniti sodelavke ali sodelavce za delovno mesto:  
Manpower d.o.o., PE Ljubljana 1  
Področje: [Računalništvo, programiranje](#) [Transport, nabava in logistika](#) [Znanost, tehnologije](#)

**CAD konstruktor m/ž** ☆ 10.4.2015  
Avstrija, Nemčija  
Nudimo: redno zaposlitev za določen čas, nadpovprečno dobro plačilo, dodatke ter 13. in 14. plačo, individualno svetovanje in podporo. Pričakujemo: dobro poznavanje CAD programov: Catia V5, Pro/E, Solid Edge, Solid Works, dobro poznavanje SAP programa, dokončano ustrezno izobrazbo, tekoče znanje nemškega in angleškega jezika, delovne izkušnje, motiviranost.  
Trummer osebni servis d.o.o.  
Področje: [Gradbeništvo, arhitektura, geodetika](#) [Računalništvo, programiranje](#) [Strojništvo, metalurgija, rudarstvo](#)

SAP

Prodaja, Pre-sales, Svetovanje, Razvoj, Dizajn,...

**SAP stranke**

Ključni uporabniki, interne SAP ekipe

**SAP partnerji**

Prodaja, svetovanje/Implementacija, razvoj,...

**Startup**

Pridruži se 1.700+ startupom, ki razvijajo nove rešitve na SAP-jevih tehnologijah

**Academy Cube**

<http://www.academy-cube.com/>

# SAP HANA Cloud Platform Student Center

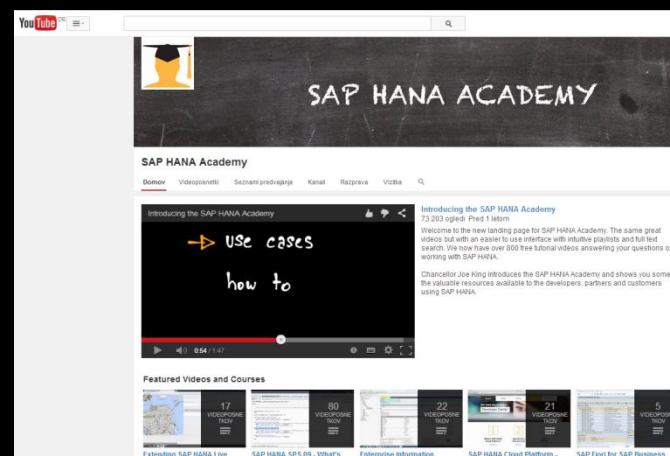
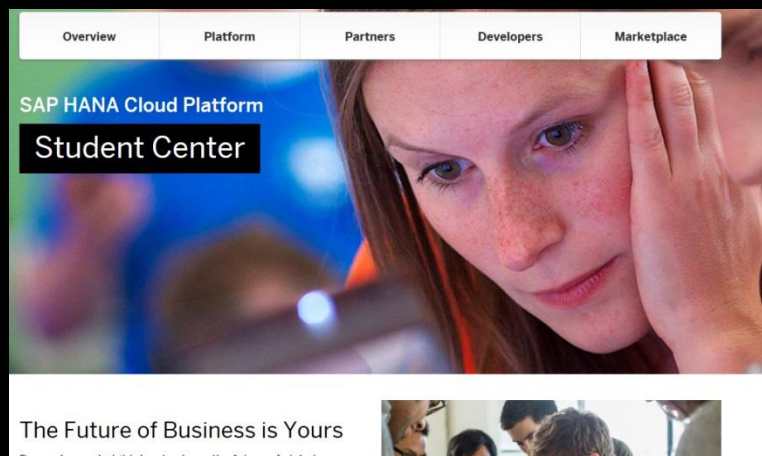
DEMO

<http://hcp.sap.com/students.html>



FERI, 20.4.2015

<http://ow.ly/LwvS1>



# SAP Student Entrepreneurship Program

za bodoče podjetnike

SAP  
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Alliances



Pridobivanje  
dodatnih znanj

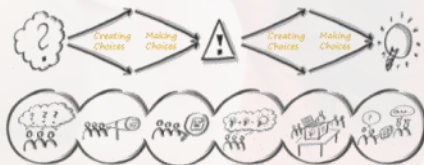


openSAP

SAP  
University  
Alliances

SAP Learning Hub

Razvoj poslovne ideje in  
modela z Design  
Thinking-om

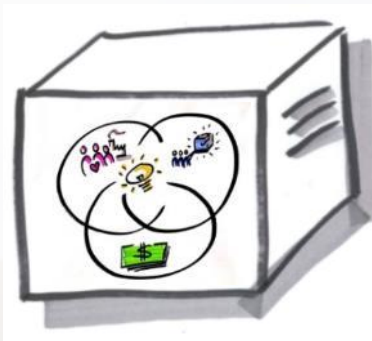


Desirable

Feasible

Viable

Predstavitev za  
investitorja



Študenti se lahko prijavijo za  
SAP StartupFocus Program





# SAP Startup Focus Program

startup.focus.



[Overview](#) [Events](#) [Go To Market](#) [News & Views](#) [Alliances](#) [Program](#) [Login](#) [Register](#)

## join us.

SAP Startup Focus is a program for startups with big data, predictive analytics and/or real-time data decision solutions. We want to make SAP HANA available to the startup community, help eligible startups accelerate the development of their solutions and assist with bringing them to market.

Our success to date

1700+  
\*startups currently innovating

57+  
\*countries represented

130+  
\*market-ready solutions

Benefits include:

|                                                                                            |
|--------------------------------------------------------------------------------------------|
| SAP HANA APIs & SDKs                                                                       |
| Access to SAP executives involved in solution design, brand marketing and product creation |
| Carefully selected mentor network tailored to participating companies                      |
| Educational and relationship building opportunities with key market leaders in technology  |
| Support from experienced developers who have built solutions on SAP HANA                   |
| Code and solution reviews during the program                                               |
| Opportunities to showcase your product at SAP events like SAPHIRE                          |
| Listing on the SAP Store for validated startup applications ( <a href="#">details</a> )    |

MAY

26

SAP STARTUP FORUM - BUDAPEST



The Best Run Businesses Run SAP

SAP Store

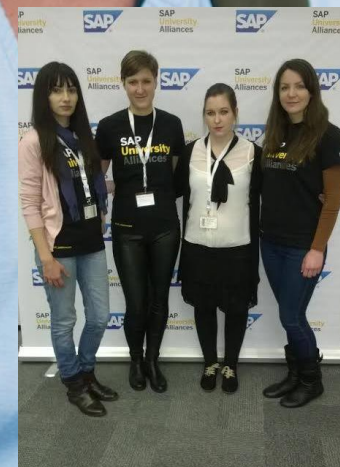
- Razvoj novih aplikacij s tehnologijo SAP HANA na področju BIG DATA, analitike v realnem času in prediktivne analitike
- HANA izobraževanje za sodelujoče
- Podpora s strani HANA ekspertov strokovnjakov
- Posebne ugodnosti za koriščenje SAP HANA tehnologije
- SAP Value Engineering podpora pri pripravi marketinškega gradiva
- Go-to-market prodajna podpora za startup-e v programu

Več:

<http://startupfocus.saphana.com/>

# Študent, ki si želi je lahko uspešen

SAP  
University  
Alliances



# STARTUP-OVSKI ZANOS V VELIKIH PODJETJIH



**“Millennials are concerned, creative and impatient for opportunities to make a difference. Their terms are crystal clear: innovate business models around making the world **run better** and improving people’s lives.”**

**SAP CEO, Bill McDermott**

**Davorin Pandel,**  
**SAP® Academy**  
Attract. Inspire. Develop.

Po poti **uspeha**

„Na mladih **SAP** stoji!“

**moja** zgodba

**prvi** korak



**YOU CAN  
MAKE THE  
WORLD  
RUN  
BETTER**



What  
makes **you**  
**RUN?**



# Davorin



februar 2014

april 2014



300 : 40 000



# 9-mesečno intenzivno uvajanje v delo (3 + 6)



# 9-mesečno intenzivno uvajanje v delo (3 + 6)



## 9-mesečno intenzivno uvajanje v delo (3 + 6)

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rotacije

Dublin, CA

intenzivno praktično usposabljanje

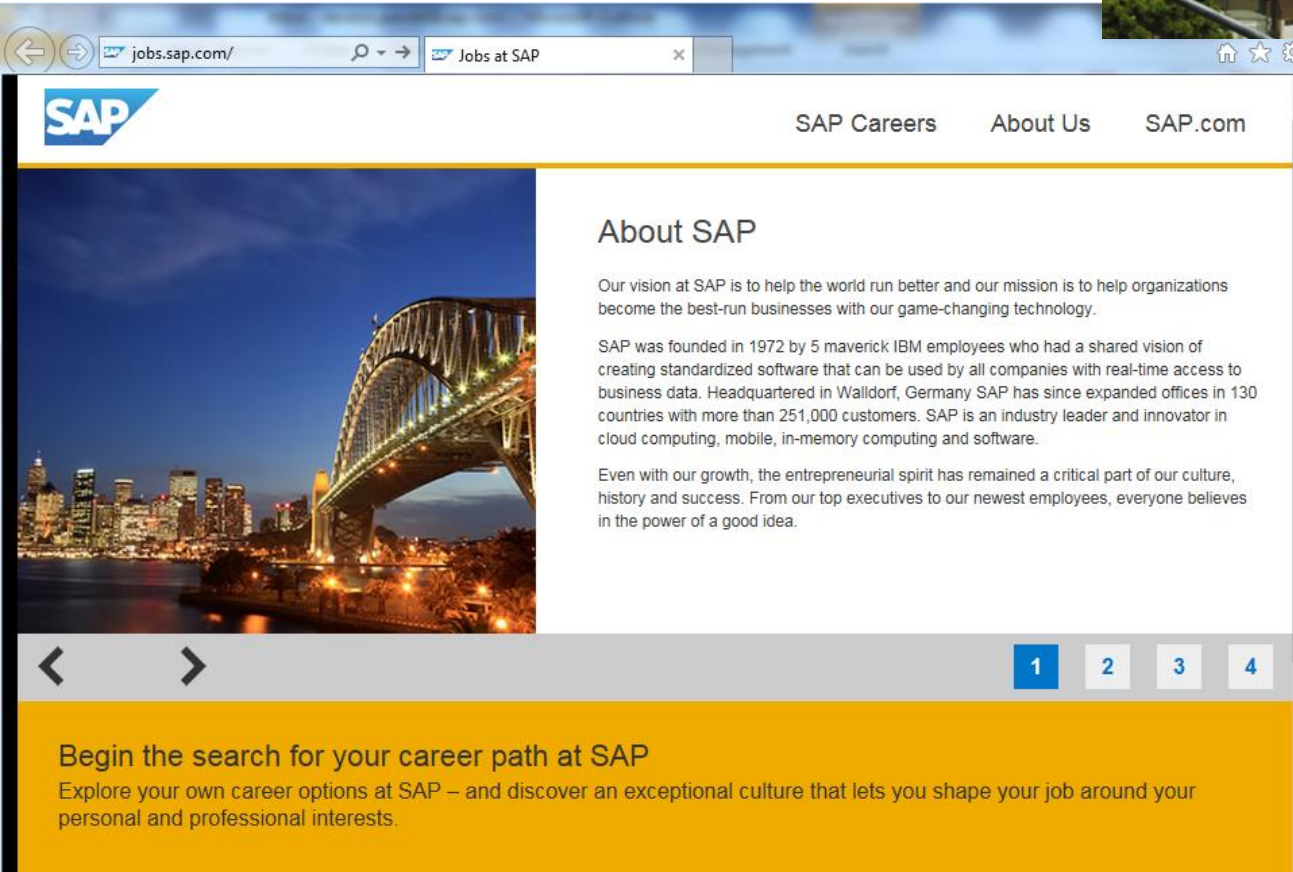
tedenski projekti

Ljubljana

aplikacija znanj

prvi koraki

jobs.sap.com



The screenshot shows the SAP Careers website. The top navigation bar includes the SAP logo, 'SAP Careers', 'About Us', and 'SAP.com'. The main content area features a large image of the Sydney Harbour Bridge at night on the left. To the right, the 'About SAP' section contains the following text:

**About SAP**

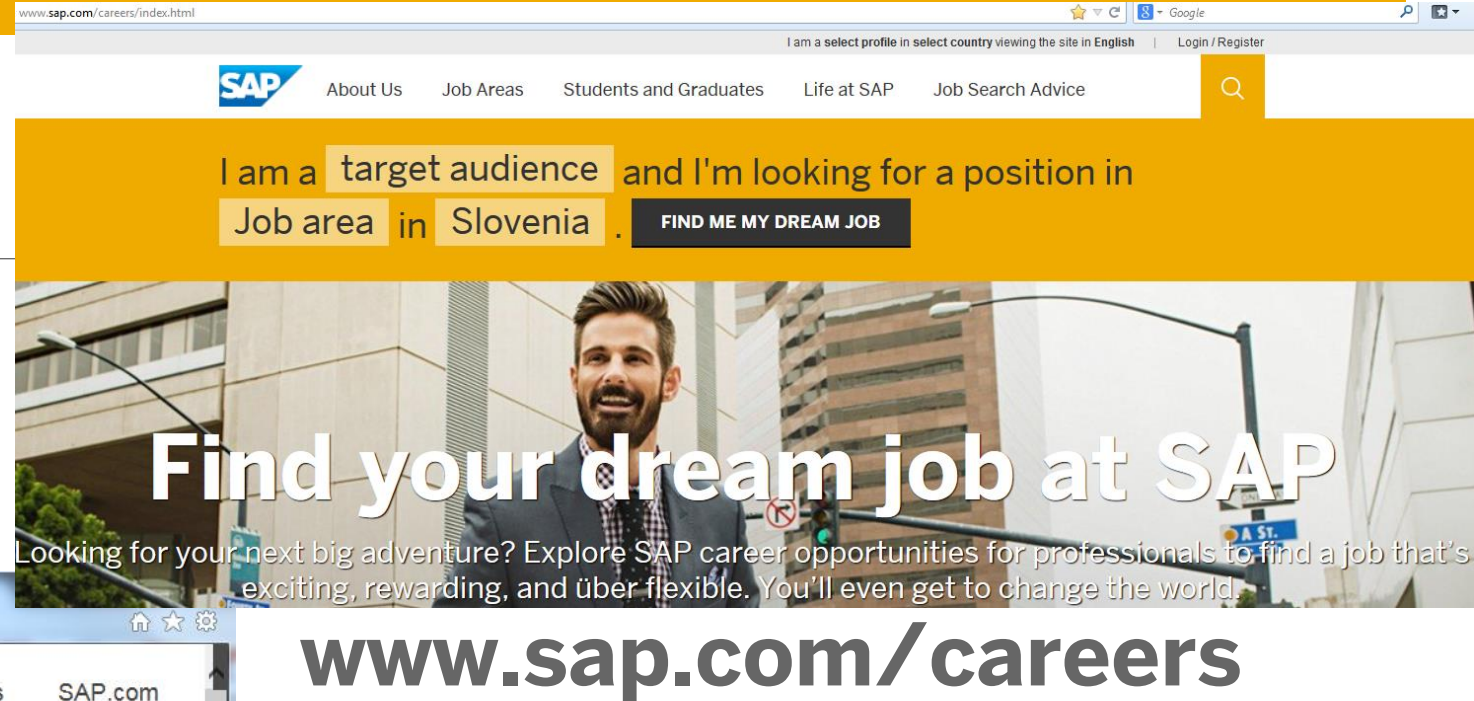
Our vision at SAP is to help the world run better and our mission is to help organizations become the best-run businesses with our game-changing technology.

SAP was founded in 1972 by 5 maverick IBM employees who had a shared vision of creating standardized software that can be used by all companies with real-time access to business data. Headquartered in Walldorf, Germany SAP has since expanded offices in 130 countries with more than 251,000 customers. SAP is an industry leader and innovator in cloud computing, mobile, in-memory computing and software.

Even with our growth, the entrepreneurial spirit has remained a critical part of our culture, history and success. From our top executives to our newest employees, everyone believes in the power of a good idea.

At the bottom, there is a navigation bar with left and right arrows and a set of four numbered tabs (1, 2, 3, 4), with tab 1 being the active one.

**Begin the search for your career path at SAP**  
Explore your own career options at SAP – and discover an exceptional culture that lets you shape your job around your personal and professional interests.



The screenshot shows the SAP Careers website. The top navigation bar includes the SAP logo, 'About Us', 'Job Areas', 'Students and Graduates', 'Life at SAP', 'Job Search Advice', and a search icon. The main content area features a large banner with the text:

I am a **target audience** and I'm looking for a position in  
**Job area** in **Slovenia** . **FIND ME MY DREAM JOB**

**Find your dream job at SAP**

Looking for your next big adventure? Explore SAP career opportunities for professionals to find a job that's exciting, rewarding, and über-flexible. You'll even get to change the world.

**www.sap.com/careers**

9. IT'S NOT ABOUT PERFECT.  
IT'S ABOUT EFFORT. AND  
WHEN YOU BRING THAT  
EFFORT EVERY SINGLE DAY,  
THAT'S WHERE  
TRANSFORMATION HAPPENS.  
THAT'S HOW CHANGE OCCURS

DO NOT **UNDERESTIMATE**  
YOURSELF BY **COMPARING**  
YOURSELF WITH OTHERS. IT'S  
OUR **DIFFERENCES** THAT **MAKE**  
**US** **UNIQUE**  
**AND**  
**BEAUTIFUL.**

I'm not weird.  
I'm limited edition.

“  
**Being  
Unique  
is Better...  
Than  
Being  
Perfect..**”

Octamelia Sasmitha Aatmaja  
16 May 2013 11:48 pm



# JOIN US

**YOUR JOURNEY BEGINS TODAY**



# Hvala! Vprašanja?

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