

Education Learning Architects

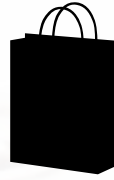
Helping you transform, perform and refine



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The New Education Pack

Get your project off to the best start



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Customer Specific Training

Tailored training - the options available



Page 52

SAP Education Solutions

For all your SAP Learning needs

Issue 29: October 2012
training.sap.com/gb/en



The Best-Run Businesses Run SAP™

Welcome to Solutions

Round-up of the latest news, courses, and services from SAP UK & Ireland Education



Welcome to the latest edition of the **SAP Education Solutions Magazine**. With the memories of the Jubilee weekend, the London Olympics and the inspirational Paralympics beginning to fade, now is the time to start thinking about your SAP learning requirements for the rest of 2012 and beyond.

This edition is dedicated to helping you find exactly the service, solution or software that you require for your unique needs. We recognise that each customer and partner has their own individual requirements and that is why here at SAP Education in the UK we are happy to tailor our services to meet your particular needs. Of course there are times when an off-the-shelf training course is just what you need but on other occasions you will need a training solution that is **Tailored for You**.

The curriculum sections of the magazine from page **15** onwards give you an idea of the courses we schedule but did you know we can tailor these courses to meet your individual team's needs? Our **Customer Specific Training** team can tailor content, duration, and even delivery method to meet your requirements and budget. Turn to page **52** for details.

We also know that sometimes it can be a little hard to know exactly where to start. Don't worry, we have an experienced team on hand who are **here to help** you – they're only a phone call or e-mail away. Whether you want advice on the correct course for you or you want a deeper understanding of your company's learning needs, we have someone who can help. Turn to page **13** for an overview of our team and who is on hand to give you that all important advice.

At the start of a project you just may not know what you don't know. This is where our newly introduced **Education Pack** comes in. Quickly get your project team up to speed – the Education Pack is designed to get your project off to the best possible start by providing your project team with a consistent, solid foundation. The Education Pack provides a two day analysis of your project plan, delivers a training plan to optimise the performance of your project team and much more besides. More details on page **5**.

Many of our customers require a deeper understanding of their particular training needs, not just now but for the road ahead. **SAP Education Learning Architects** are SAP's experts in the fields of training, learning technologies, organisational development, and performance consulting. They can address all aspects of SAP and non-SAP education, to create an overarching solution that's truly tailored for you. More details of this can be found on page **4**.

There are many other services and solutions that we can offer, including our innovative **Workforce Performance Builder** software solution, our new **Learning Hub** for larger partners and customers and truly tailored **End User enablement programmes**. Further details of all of these offerings can be found on the following pages.

This is just a small selection of our offerings we have at SAP Education to help your business run more effectively. We would be happy to discuss your particular requirements and if there is anything we can do to assist you, please don't hesitate to get in touch.

Mike Honer
Education Director
SAP UK & Ireland



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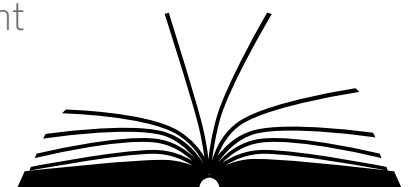
Helping you transform, perform and refine

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Success of the SAP Customer Relationship Management (SAP CRM) implementation

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Choosing the right solution, service or software



Education Learning Architects

Helping you transform, perform and refine

With a solution as comprehensive as the **SAP Business Suite**, one size really doesn't fit all. Whatever the stage of your implementation, you will be considering **ongoing education** for your project team members, end user community, super users, support personnel, and technical experts. How do you make the **right choices** from the range of different education offerings available to you? Liz Dwyer, one of our Education Learning Architects explains how.

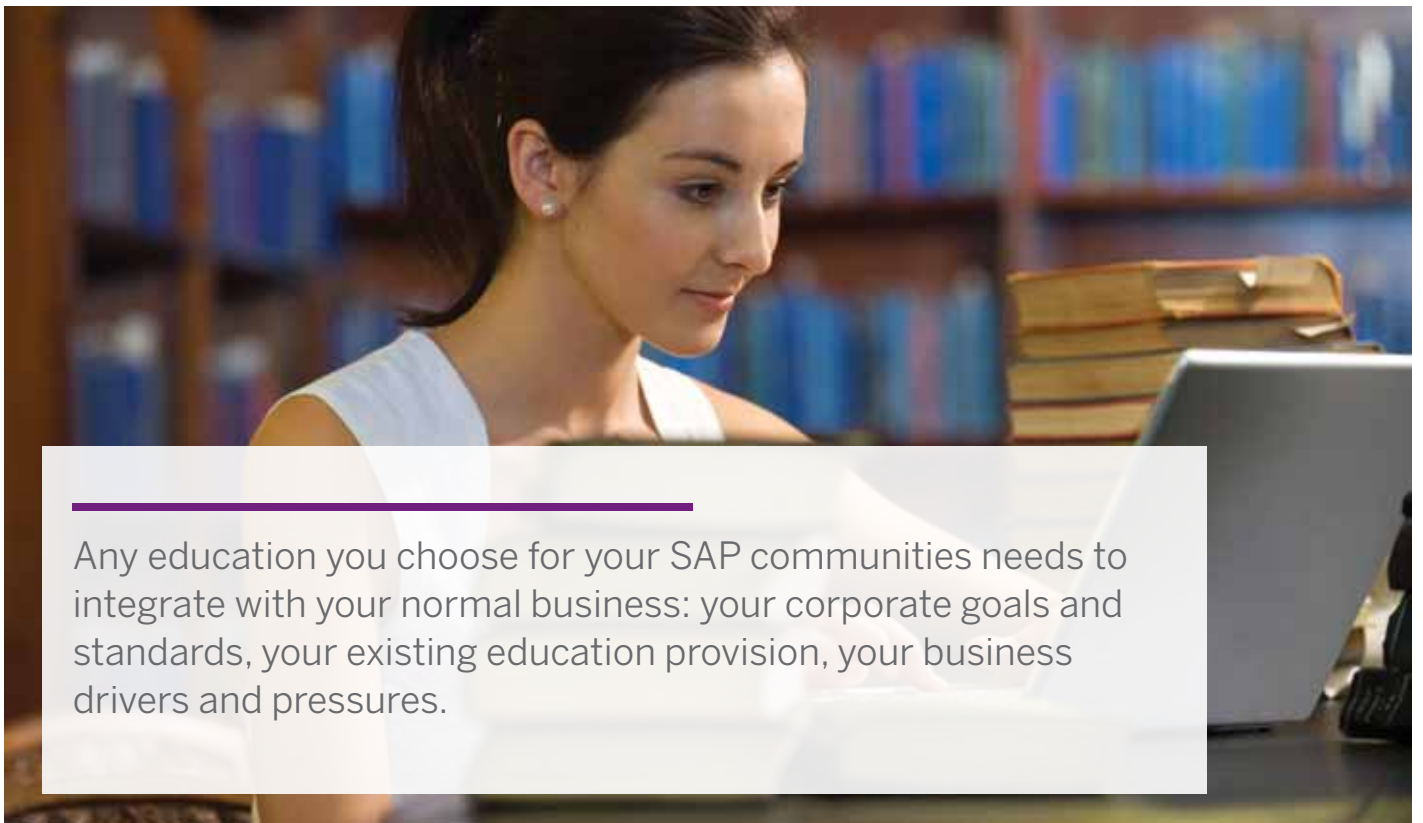


More importantly, your organisation doesn't run to support your SAP systems; rather, the systems are put in place specifically to help your organisation **run better**. Any education you choose for your SAP communities needs to integrate with your normal business: your corporate goals and standards, your existing education provision, your business drivers and pressures.

SAP Education Learning Architects are SAP's experts in the fields of training, learning technologies, organisational development, and performance consulting. A Learning Architect will work with you to understand your organisational pressures, stakeholders, risks and business drivers to help you align your education strategy with your organisation goals, addressing the whole of the Education lifecycle. We can address all aspects of SAP and non-SAP education, to create an overarching solution that's truly **tailored for you**.

An SAP ELA understands the requirements and possibilities of each stage of the Education Lifecycle, supporting learning during a **transformation** project, extending into steady-state **performance** optimisation and continuing as the solution is **refined** over time. Working closely with representatives from your Learning and Development and SAP teams, your ELA will help you determine the strategy and roadmap which perfectly suits your own unique situation.

If you are currently starting or embarked on an implementation or upgrade project, you are in the **Transform** phase of the **Education Lifecycle**. Your ELA will work with you to tailor-make education programmes for your project team, end users, support staff, and super-users, along with a bespoke plan for your centre of excellence. **SAP Education Learning Architects** are currently engaged, for instance, with a key customer in the



Any education you choose for your SAP communities needs to integrate with your normal business: your corporate goals and standards, your existing education provision, your business drivers and pressures.

process of implementing one of a series of specialist industry solutions – making sure that SAP Education deliver the right tailor-made blend of core and specialist learning modules.

During business as usual, you are in the **Perform** phase, where focus is on **managing and preserving knowledge** to maximise your investment. Your ELA will help develop an **individualised strategy** with appropriate tools to deepen your organisational knowledge base and make sure that your training and documentation continues to serve your own unique requirements. An SAP Education Learning Architect is currently working with a UK-based manufacturing organisation to review the education requirements for their support centre staff over the coming year. The ELA has shown the customer team how, by planning for **staff development** activities in the medium term, they are beginning the process of achieving self-sufficiency from their support partners and investing in their employees – stopping that post go-live technical brain drain in its tracks!

Closing the loop of the Education Lifecycle is the **Refine** phase, when your organisation is starting to consider greater exploitation of your current solutions, and further development of your approach. Factors influencing these decisions are absolutely specific to your own organisation, and your ELA will work with you to tailor-make the right solutions for you.

For example, an SAP Education Learning Architect has been working with a major international consumer products manufacturer over the last 12 months, beginning with a formalised 'Problem Statement Framework' – what was it that the customer wanted to solve? Exploring from this starting point, our ELA helped to establish the full context of the requirement, direct and indirect influencing factors and the customer's own learning and development culture. We designed and implemented a **fully bespoke** development solution including project team training, end user support, and a revolutionary learning needs analysis approach which perfectly suits this complex organisation.

A **truly tailor-made solution** focuses not just on what SAP Education has to offer across all areas of learning and development, but also on establishing a deep understanding of your requirements, context, and business drivers. If you would like to discuss how an SAP Education Learning Architect can work in partnership with you to define the right tools, services, and approaches for your unique organisation, please contact us at education@sap.com or call us on the numbers above.

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The New Education Pack

If you're just starting on your SAP journey, the **Education Pack** is designed to get your project off to the best possible start by providing your project team with a consistent, solid foundation.



The first element is a three day **SAP Overview** course, which brings your project team together to provide a common baseline of knowledge from which to build. The project team will become familiar with core concepts within SAP software, and will learn specific SAP terminology which will allow them to communicate more effectively.

In addition, the Education Pack provides a **two day analysis of your project plan** and will **deliver a training plan** to optimise the performance of your project team. One of our Education experts will spend time with key project staff to understand the key drivers and milestones of your project, and from this will deliver a written report outlining the appropriate learning plan for your team. **Additional funds** will then be held in a special '**draw-down**' facility allowing you to kick start your learning plan. Please contact us for more details of this exciting new initiative.

“SAP Education UK were the obvious choice to assist us with the implementation of our CRM Training program, assistance was needed in so many different areas such as technical training, best practice ideas, and development tool support it made sense to use a provider that could help in all areas.”

[Nicola Dutton, Worcester Bosch Group](#)



BOSCH

Invented for life

Bosch Thermotechnology Ltd Case Study

Success of the SAP Customer Relationship Management (SAP CRM) implementation

Worcester Bosch Group expressed a desire to understand the training options and best practice learning approach that could be applied to their SAP CRM user base. The aim was to **increase user adoption** and **understanding of the CRM processes** and functionality that were deployed 2 years previously. The added benefit identified was having in-house capability to deliver refresher and new starter user training as and when required.

To deliver the above, SAP Education proposed an initial **Education - 5 day Learning Architect engagement**. This work led to a detailed engagement to enable the Worcester Bosch Group to provide **effective training** for their employees.

COMPANY

Bosch Thermotechnology Ltd. is the UK operation of the Bosch group's heating and hot water division. Europe wide, Bosch is an **industry leader** in heating and hot water preparation products with an estimated turnover of approximately €2.8bn and over 12,900 employees across **9 countries worldwide**.

Bosch Thermotechnology Ltd. offers a **broad range of products** for both domestic and commercial heating and hot water preparation and in the UK includes two well known and reputable brands – **Worcester and Buderus**. The Bosch Thermotechnology Ltd. brands are working separately and collaboratively to produce quality, highly efficient, and durable products to provide heating solutions to the UK.

VISION

Worcester Bosch Group successfully implemented the **SAP CRM application** in October 2009. A sustainable education strategy had not been developed as part of this implementation. In 2011, the Business Systems team (7 staff) were supporting over 100 SAP CRM end users across the UK. The Business Systems Team Manager had the vision to **improve the efficiency** and value of the company's end user support services. It was clear a more structured education and learning approach was needed. The aim was to assist the end user base in using SAP CRM more effectively, understand the capability of SAP CRM in more detail, and have the in-house ability to deliver refresher, and new starter end user training, thus **reducing the burden** on the end user support team.

The success of the SAP CRM implementation can largely be attributed to the **significant time and knowledge invested** by the Project Team, many of whom continue to act as CRM Business Process Owners. The need to train new users, develop and support existing users was an increasing challenge for the

Company

Bosch Thermotechnology Ltd

Industry

Manufacturing

Website

www.bosch-thermotechnology.co.uk

SAP® Solutions

SAP CRM

Process Owners along with their day-to-day roles.

The Business Systems Manager recognised the need to assist the Process Owners with this responsibility, at the same time wanting to ensure that training was delivered in a consistent manner and that the valuable knowledge held by the Process Owners was recorded and available to all.

WHY SAP?

An SAP Education UK Enablement Executive and an Education Learning Architect initially met with Worcester Bosch Group. They discussed the **opportunity to enhance the Business Systems Team's knowledge** of SAP CRM and also harness the Business Process Owner's current experience, to create a **comprehensive suite** of training materials and **build the in-house capability** to deliver user training. SAP Education offers a wide range of services, including Learning Architecture, training for support teams, SAP training material development, mentoring and coaching. SAP Education UK provided **best practice** examples to show how Worcester Bosch Group could make their vision a reality.

Once the Business Systems Team had attended the recommended SAP training courses and received ad-hoc mentoring and coaching from the on-site SAP Education Developer, they were in a strong position to develop effective training materials.

SOLUTION

An SAP Education Learning Architect commenced the learning engagement within 5 days working closely with Worcester Bosch Group personnel to carry out a **Training Needs Analysis** for the SAP CRM User base and devise a Core Learning Catalogue.

At the end of the 5 days, Worcester Bosch Group had a clear view of the **SAP technical courses** they needed to attend to enhance their knowledge of SAP CRM's capability. The **Learning Architect** also worked with the **Data Quality Manager** to create a detailed end user course catalogue and agreed an approach to develop the required training materials.

The Business Systems Team recognised they required **guidance and support** in developing the 80+ individual training documents. As such, a **50/50 development** approach was agreed. An SAP Education Developer created 50% of the materials alongside **coaching and mentoring** two Bosch Business Systems team members to create the remaining 50%. Concept slides, e-Learning, exercises, quick reference guides, work instructions, and simulations were developed over the 50 day engagement. The training material focus was on **blending business process with instructional system steps** to ensure learning covers end-to-end process, not just system specific tasks.

An **SAP Education Project Manager** provided weekly project management support. Templates for each deliverable, development standards (adhering to Bosch's corporate branding standards), and a material review strategy were first put in place to provide a **clear framework and guidelines** for the development work to commence. The SAP Project Manager had **regular touch point calls** with the Data Quality Manager and SAP Education Developer to track progress against plan week on week, to ensure the strategy being executed effectively.

As Worcester Bosch Group had previously invested in a suitable development tool, a **software upgrade** was carried out. Then SAP Education arranged for author and administration training on the tool, to build the in-house capability.



BENEFITS

An integral part of the training needs analysis was to **understand the business processes** in detail, to ensure the Core Learning Catalogue provided targeted, business specific training. To meet this aim, SAP Education recommended including a **business approval process** in the material development cycle. As such, Bosch identified sales and marketing business process owners to review and sign off the training materials. The inclusion of accurate business processes has enriched the end user education experience. Once the Business Systems Team had attended the recommended SAP training courses and received ad-hoc mentoring and coaching from the on-site SAP Education Developer, they were in a strong position to develop effective training materials.

The materials are now **readily available** in a dedicated area within the Bosch Portal, thus reducing the support call burden on the Business Systems Team and Business Process Owners. The **key success factor** in this engagement was the partnership between Worcester Bosch Group and SAP Education UK. **Working flexibly**, with a focus on teamwork to meet deadlines was paramount as Nicola Dutton explains: "Throughout this project, the flexibility, level of **planning and professionalism** of those involved aided the delivery of a sustainable training program for current and future CRM users". At the close of the engagement Bosch are self-sufficient. They have the knowledge, experience, and ability to create business process specific training materials and deliver **effective refresher and end user training in-house**.





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Authorised Education Partners



SAP Education UK are pleased to continue their partnership with a number of organisations, which carry the status of Authorised Education Partners (AEP).

In an increasingly crowded training market, our use of a limited number of trusted, high-quality training providers will help to ensure you get training that is consistent with SAP Education's highest standard. Anything less simply won't do.

ACUMA

As Europe's largest dedicated provider of Information Management (IM) and Business Intelligence (BI) solutions and strategic consultancy, Acuma offer training and support services through a dedicated education department, allowing you to maximise your IM and BI investment. Offering training courses in Manchester and Birmingham, please contact them on **0870 789 4126**.

ITELLIGENCE UK

In July 2012 itelligence acquired Blueprint Management Systems Ltd. one of the leading SAP BusinessObjects portfolio partners in the UK. Having acquired another AEP, Contemporary, in the previous year, it represents a significant expansion in the range of services itelligence UK offers in

business analytics and SAP BusinessObjects.

itelligence UK is an SAP Gold partner with expertise in business process applications, business analytics, cloud, in-memory, and mobile solutions.

As part of this expansion, attention has now been made on centralising the management of itelligence UK training courses. Public training courses are operated each month from their London, Ascot, and Glasgow office locations. Please contact them on **020 7832 1802**.

SAP EDUCATION IRELAND (OPERATED BY OLAS)

Our Dublin training centre provides the same high standard of SAP Education Partner training you've come to expect from SAP, with a warm Dublin welcome and flexible scheduling. Providing Irish and European companies with Scheduled and Customer Specific training in SAP and SAP BusinessObjects. Contact Susan on **+353 1 2790020**.

SAP OS/DB Migration Courses

Customers who are going to migrate their SAP system(s) and are changing its operating system and/or database(s), must ask us for the SAP OS/DB Migration Check service.

If customers want full support from SAP for the migration (be it a production system or not) they must secure the services of a technical consultant with special certification for OS/DB migration.

For the last 2 years SAP UK Education has been running the TADM70 course and accompanying C_TADM70_713 exam to certify consultants in the OS/DB migration for SAP systems.

SAP UK Education is now happy to announce that we will be running the ADM545: Database Migration to Sybase ASE for SAP Systems course for those looking to move to the SAP Sybase® Adaptive Server Enterprise (SAP Sybase ASE) database for their SAP system(s).

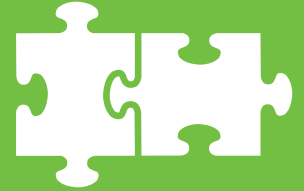
On the TADM70 course the instructor explains how the target database software is set-up and configured and the import procedure is explained. The ADM545 course explains the installation of the SAP Sybase ASE database, the patching of ASE, and how to patch some SAP kernel components to improve the import. So, the demonstration is focused on ASE and the import procedure.

The SAP Sybase ASE database will be the preferred choice of database for SAP so this course will be important for all OS/DB experts who want to be at the cutting edge of SAP technology. Details of dates when these courses are running can be found on page **15** of the magazine.

SAP Learning Hub

Keeping your workforce up-to-date

Imagine if your consultants had **full, immediate, and worldwide access** to the latest training materials for all SAP solutions, in all formats, including standard courses, e-learning titles, and expert online knowledge products? With the **SAP Learning Hub** site, you can keep your workforce up-to-date without developing, running, and supporting your own education curriculum.



For your consultants who work with SAP software, the SAP Learning Hub site is a way to **keep their knowledge up-to-date** in a **competitive business environment**. It provides online, **24x7 access** to the learning curriculum from the SAP Education organisation.

With SAP Learning Hub, your consultants have 24x7 access to the following content libraries from SAP Education, which are continuously updated:

- **Participant handbooks** from the global master curriculum
- **E-learning titles** from the global master curriculum
- Online knowledge products, available as part of knowledge transfer in the **SAP Ramp-Up program**, containing the **latest delta knowledge**

SAP Learning Hub is a **hosted offering**, and SAP will **continually update** the libraries of your site so you do not have to worry about hardware, software, IT support, or content updates. SAP Learning Hub is one of the most **effective and efficient** ways to keep your global consultant workforce competitive.

You can license the SAP Learning Hub with as few as **300 users**, for further information please do not hesitate to contact us.



e-Academies

e-Academies from SAP Education are self paced programs that provide comprehensive training – **conveniently and cost-effectively**. Each e-Academy course represents an e-learning bundle that helps you gain the **knowledge and confidence** needed to build a successful career.

e-Academies are designed for participants who want to improve their status as consultants, solution engineers or project managers. Completion of an e-Academy course is an ideal way to prepare for the certification exam that confers Associate status – an important first step for future consultants. With comprehensive online content and access to a live SAP system, e-Academies are ideal for anyone who cannot commit to a fixed classroom schedule and location. With access for up to five months, e-Academies allow you to tailor your learning to suit your needs, at a time and location suitable to you.

The full range of our e-Academies can be found at sap.com/uk/education and there are new e-Academies being released all the time. Before the end of 2012 we will have e-Academies available for mobility both for the Sybase Unwired Platform and, SAP Afaria® mobile device management solution administrators. Contact us for more details.

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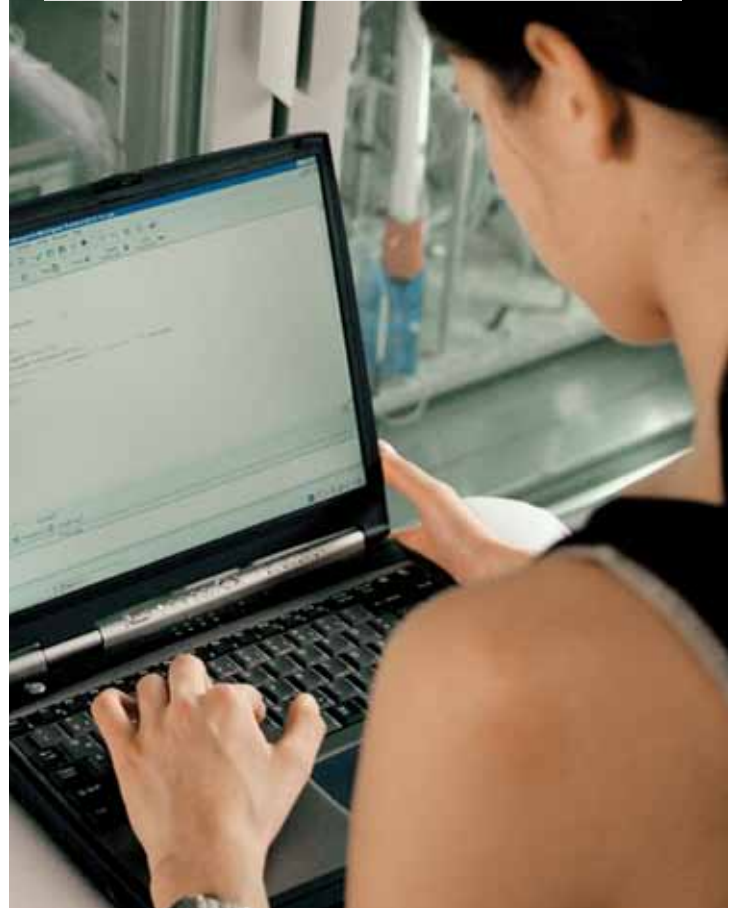
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“Compared to classroom SAP Academies, **IBM** has found SAP e-Academies to be an **effective way of learning** for its consultants because:

- They can work at their **own pace** rather than the average speed of the class
- They can **understand concepts more thoroughly** by applying what they’re learning on the e-Academies to projects on which they’re working in parallel
- They can **ask questions** of SMEs on their projects on any difficult areas covered by the SAP e-Academies
- They can **prepare for the certification exam** more thoroughly because they have access to the training materials and systems until the 5 months’ access has elapsed
- As it’s **virtual**, there are neither travel nor expense costs.”

Nicholas Brand, IBM Learning & Knowledge Learning Leader for SAP Europe

Workforce Performance Builder

Reducing the time, cost and risk of change

No matter how well your SAP solution has been configured and installed, the **ultimate value** is delivered only by the people who use it. With **SAP Workforce Performance Builder** software, SAP customers can **quickly and effectively** provide their user communities with the skills that will build insight and value.

SAP Workforce Performance Builder software gives you the power to create and deploy user documentation, context-sensitive help, test scripts, and rapid e-learning with unprecedented ease. The result is a lower cost of SAP solution ownership and a workforce empowered to get the most from your SAP solution.

SAP Workforce Performance Builder has a simple goal: to help our customers generate value from their SAP solution. It allows your organisation to generate, edit, and deploy context-sensitive user help, simulations, rapid e-learning, test scripts, and process documentation with unprecedented ease. Its advanced features help keep support and training costs down and regulatory compliance high.

SAP Workforce Performance Builder is a truly scalable product: its core functionality and optional extensions work together to integrate and manage the work of subject-matter experts, content developers, project leaders, and change and learning managers. It is an ideal solution for organisations of all sizes and is available in both enterprise and desktop editions to meet your organisation's needs.

SAP WORKFORCE PERFORMANCE BUILDER: ENTERPRISE EDITION

There are two role-based options for SAP Workforce Performance Builder, which can be ordered separately: Producer and Manager. Tightly integrated, scalable, and expandable, they help manage the entire content lifecycle.

PRODUCER

Producer gives your organisation the power to create, edit, and present your content and simulations exactly as you wish. Creating content with Producer is as simple as running through a transaction. It automatically transcribes each step in a highly accurate recording, adds screen shots and explanatory text, and creates a professionally formatted source document that you can edit to meet your precise needs.

MANAGER

Manager is a server-based, user-friendly, content lifecycle collaboration and management system. It offers a sophisticated workflow and project management system for everyone involved in content creation, editing, and approval. With just a few clicks, you can manage and monitor every facet of your development project:

- Create and manage users, roles, permissions, and organisational units
- Establish best-practice development workflows and priorities
- Set milestones and project status
- Broadcast messages to your team

SAP Workforce Performance Builder is the clear choice for any organisation wishing to build, sustain, and grow value from its SAP software. Use SAP Workforce Performance Builder to help make yours a best-run business. For more information, please contact us.





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We're Here to Help

Choosing the right solution, service or software

Here in the SAP Education team in the UK, we appreciate **choosing the right training course**, solution or software can be a bit daunting. However we have a number of **different methods** you can use to **contact us** and a whole range of experts on hand to help you choose the right solution, service or software for your needs.



PHONE

Often the **simplest thing** can be just picking up the telephone and giving us a call. In the first instance you will come through to one of our **Customer Services team**, probably Kenny, David or Sally. This team will be able to answer any high level queries you have about training courses, e-learning queries or any other basic queries. If they don't know the answer to your question, they will ensure they find someone who can answer it to get you the information you need. If you're looking for individual training courses, don't forget you can find details of all our offerings at <https://training.sap.com/gb/en/>. If what you're looking for isn't there, please do get in touch, we may well still be able to help.

E-MAIL

You may of course contact us via e-mail if that is more convenient or your query is more detailed. Our e-mail address education.uk@sap.com is monitored during office hours Mon – Fri and we endeavour to **answer all queries** within 24 hours. If you call us and we can't help immediately we may ask you to email your enquiry in so we can capture all the relevant information and pass it on to our **expert team**.

SOLUTION OWNERS

We have a **team of experts** who deliver our training courses and ensure our curriculums are up to date. They have a **wealth of experience** in their areas and these are the people that our customer service team will turn to if they are unable to answer a question themselves.

Also, If you are interested in having **training tailored specifically** for your needs, then it is a member of this team you will speak to in order to 'qualify' your needs to ensure you are getting exactly the training you require (more details of CST training on page 52).

EDUCATION LEARNING ARCHITECTS (ELA)

While our customer service team can handle the majority of your questions, there are times of course when you need a more **detailed analysis** of your learning requirements, this is where our **Education Learning Architects** can help you. With over 40 years experience between them, Riz and Liz are ideally placed to perform an **Education Needs Assessment** within your company and map out a strategy to enable you to get full value from your SAP investment. Again, there are full details of the ELA process on page 4. Please contact our Customer Services team in the first instance to arrange an appointment with one of our ELAs.

ENABLEMENT EXECUTIVES (EE)

We also have a team of **Enablement Executives** dedicated to helping you drive the best value from your SAP investment. The team are organised by **industry sector** and by line of business. They are aligned closely to your needs and are happy to discuss with you the specific needs you have in your business. In order to get in touch with your EE please contact our Customer Services team initially and they will arrange a call back for you.

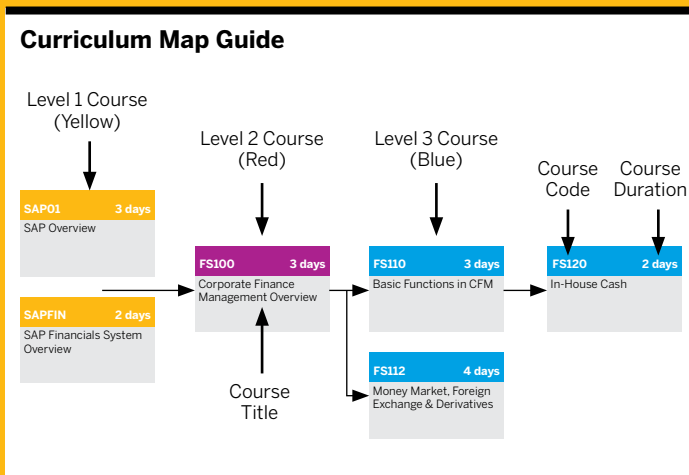
Using the Training Guide

Designed to make it easy for you to find the right course for your SAP classroom training needs

CURRICULUM MAPS

Our training curriculum maps are designed to help guide you through a logical training path. The best way to use them is to establish where you want to get to and work out what lies along the way.

Each map has a key to help you identify the level of the course, plus any prerequisites that course may have. Most of the SAP training curriculum comprises three levels:



Level 1 – Introductory courses

These courses provide a beginner's overview of the SAP solution area and provide essential prerequisite knowledge for the more advanced courses. They are designed for attendance by company managers, project managers and project teams.

Level 2 – Foundation courses

These courses introduce you to fundamental business processes that can be modelled using SAP. The courses serve as an introduction to a particular solution component, such as SCM500 - Processes in Procurement. While Level 2 courses are primarily designed for project team members, managers can also benefit from a more in-depth look at business processes and functionality.

Level 3 – Detailed courses

These courses focus on providing detailed information about individual application areas, and concentrate on customisation and function descriptions. They usually build on information covered in the corresponding Level 2 courses.

Scheduled training dates

Our scheduled training dates, prices and locations are detailed in an easy reference table under each curriculum map. SAP training courses are scheduled at different frequencies according to their popularity. **However, some courses can be scheduled on demand, so it's always worth checking with us if you don't see a suitable date.**

SAP Academy & Certification tracks

SAP Academy tracks pave the way to becoming a Certified Consultant in the various SAP solutions. To achieve certification, you must pass an exam which will test you on the knowledge gained throughout the training curriculum so you need to follow the path shown to gain the necessary knowledge. The tracks have been carefully constructed and scheduled to achieve certification in the shortest possible space of time – to plan your certification, visit www.sap.com/services/education/certification/index.epx

e-Learning

SAP Education offers a growing portfolio of highly interactive Web-based courses. To find out more visit www.sap.com/uk/services/education/elearning/index.epx

To choose which course is right for you, simply go to the relevant solution component page, as listed on page 3, and locate the course which will provide you with the knowledge you need.

Don't forget to make a note of any prerequisites that course may have. Solid lines between courses indicate a mandatory prerequisite, whilst dotted lines show where a course is recommended before taking another.

Each course is represented by a unique course code in the curriculum map. Having located this code, you are ready to choose between our published training dates.

Registration and payment

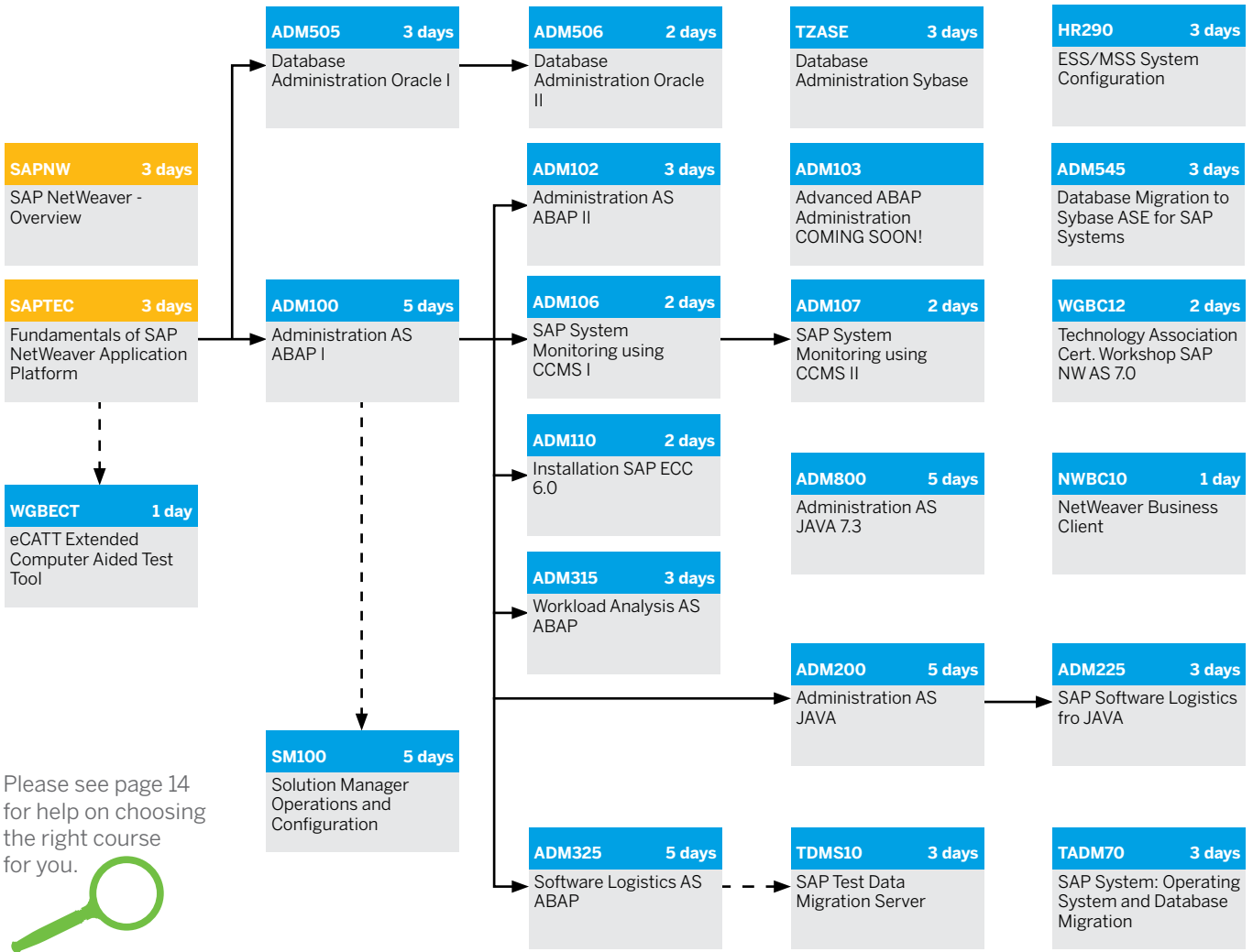
Once you have made your selection, simply book your course via our Training & Certification Shop at training.sap.com/gb/en, by email at education.uk@sap.com or by telephone or fax.

To ensure a booking is accepted, you must supply your payment details at the time of booking.

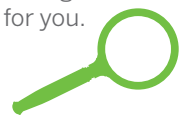
This may include a credit card number, a valid purchase order or SAP Preferred Card number.

For more information on how you can maximise your budget, visit www.sap.com/uk/services/education/index.epx.

SAP System Administration



Please see page 14 for help on choosing the right course for you.



You might also be interested in the E2E curriculum (p. 24), the Security curriculum (p.16) and the Portal Development curriculum (p.20).
Coming soon - System Administration (Oracle DB) with SAP NetWeaver (C_TADM51_731).

Certification Track

To achieve SAP Certified Technology Associate - System Administration (Oracle DB) with SAP NetWeaver 7.0 certification (C_TADM51_702) you need to complete the following courses:

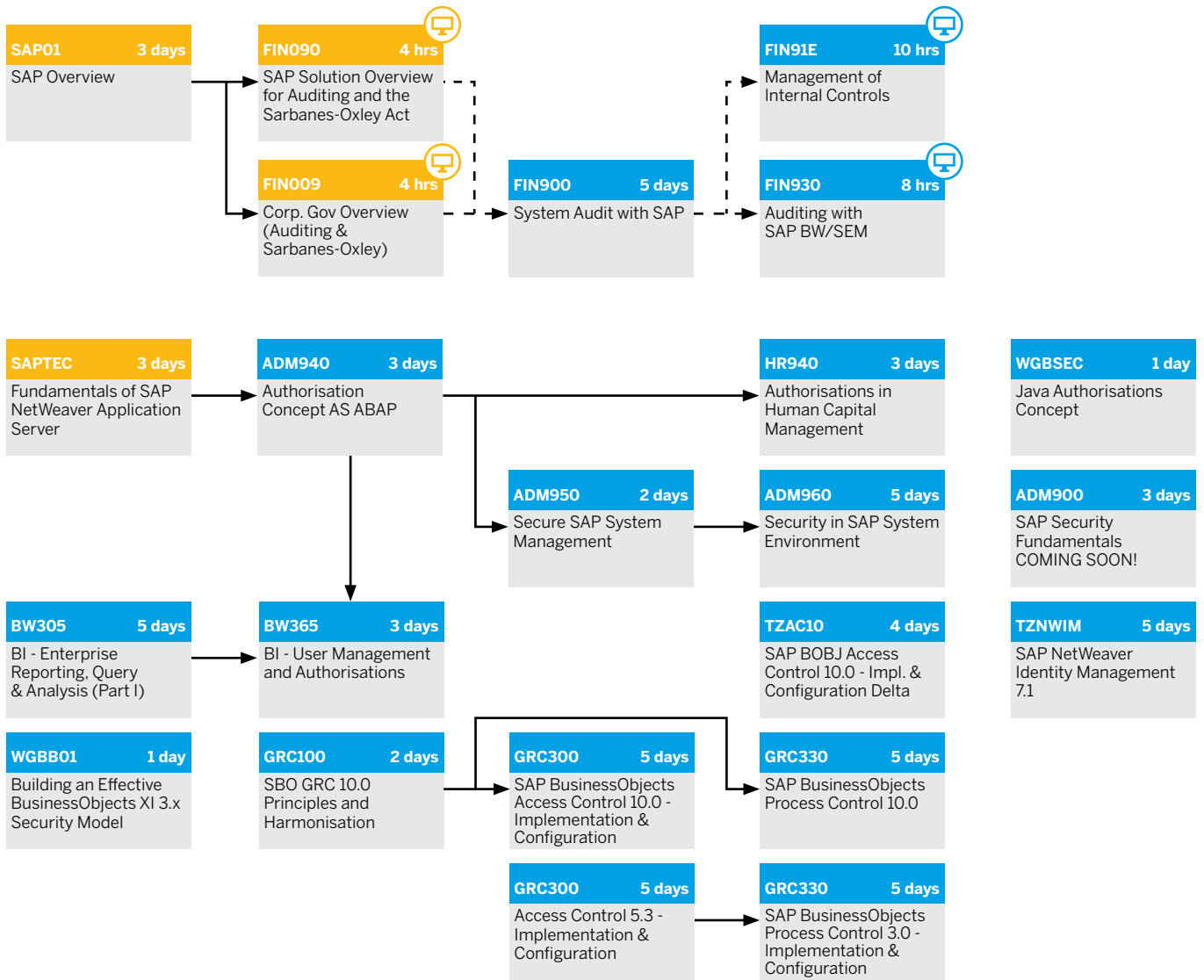


Scheduled Training Dates

SAPNW £1350 31 Oct (H)	ADM100 £2600/€2950 22 Oct (D) 21 Jan (D) 05 Nov (H) 11 Feb (H) 10 Dec (H) 08 Apr (H)	ADM106 £1040 25 Mar (H)	ADM103 Contact SAP Education	HR290 £1560 19 Dec (H) 04 Mar (H)
SAPTEC £1350/€1530 31 Oct (H) 04Mar(VLC) 28 Nov (H) 20 Mar (D) 07 Jan (VLC) 02 Apr (H) 04 Feb (H) 29Apr(VLC)	SM100 £2600 03 Dec (H) 11 Mar (H) 21 Jan (H) 15Apr(VLC)	ADM110 £1040 15 Nov (VLC) 21 Feb (H)	ADM107 £1040 27 Mar (H)	ADM545 £1560 Contact SAP Education
WGBECT Contact SAP Education	ADM506 £1040 13 Dec (VLC) 21 Mar (H)	ADM315 £1560 17 Dec (H)	ADM800 £2600 17 Dec (H)	WGBEC12 £1040 20 Dec (H)
ADM505 £1560/€1770 12 Nov (D) 18 Mar (H) 10Dec(VLC) 03 Apr (D)	ADM102 £1560 18 Feb (H)	ADM325 £2600 26Nov(VLC) 04 Mar (H)	ADM200 £2600/€2950 19 Nov (H) 25 Feb (H) 04 Feb (D)	NWBC10 £520 Contact SAP Education
		TZASE £1560 01 Oct (H) 19 Nov (H)	TDMS10 £1560 Contact SAP Education	ADM225 £1560 15 Oct (H)
				TADM70 £1560 10 Dec (H)

Key	Overview Foundation Course	Detailed Course	Optional Prerequisite	Required Prerequisite	Heathrow	Dublin	Maidenhead	(H)	(D)	(MH)	London King William Street	(KW)	Heathrow or Virtual Live Classroom	(DD)

Corporate Governance and Authorisation



Certification Track

To achieve SAP Certified Technology Professional - Security with SAP NetWeaver 7.0 certification (P_ADM_SEC_70) you need to complete the following courses:

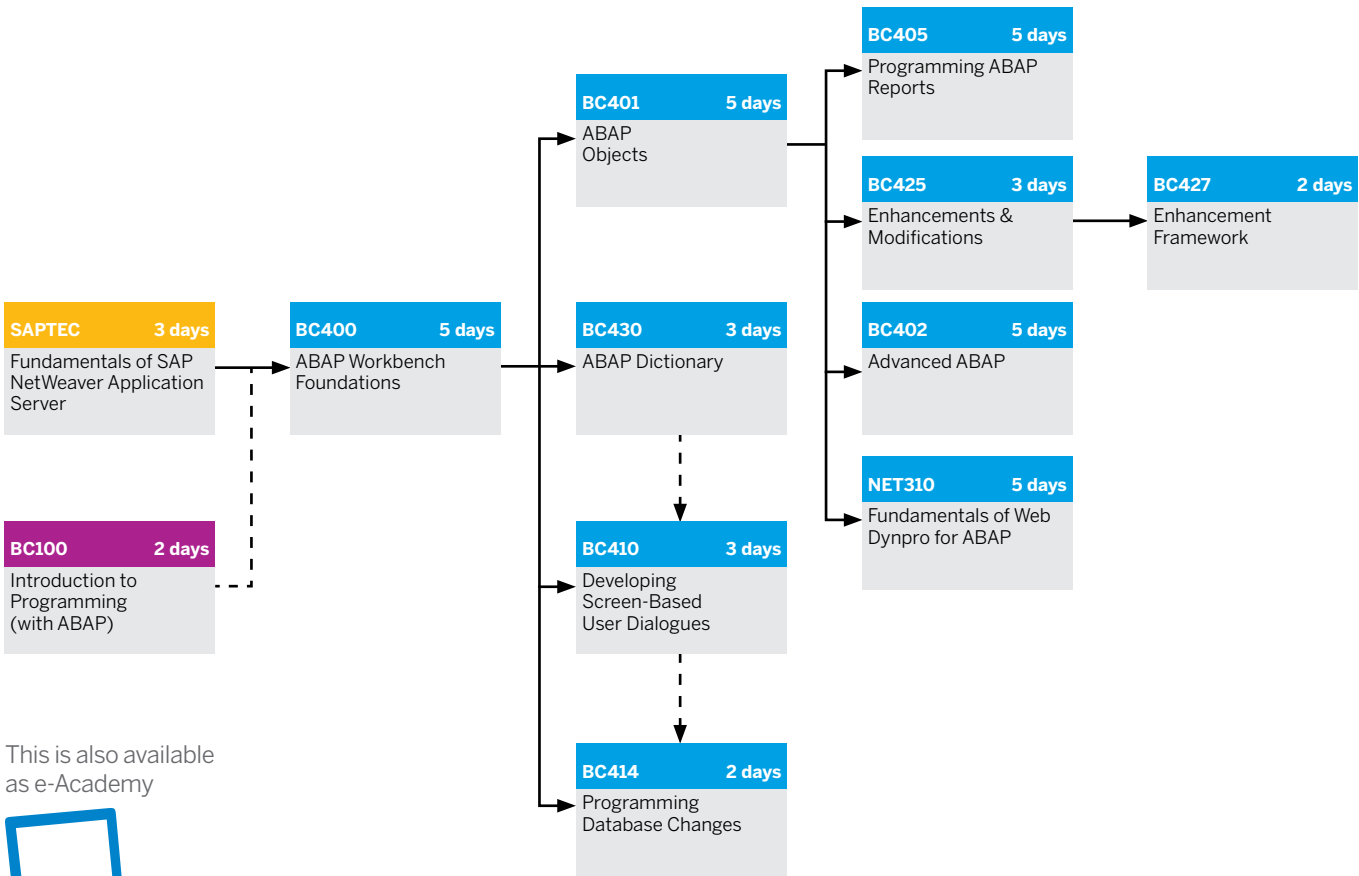


Scheduled Training Dates

SAP01 £1350/€1530 24 Oct (H) 21 Jan (D) 19 Nov (H) 04 Feb (H) 05 Dec (H) 04 Mar (H) 17 Dec (D) 20 Mar (D) 07 Jan (H) 02 Apr (H)	ADM200 £2600/€2950 19 Nov (H) 25 Feb (H) 04 Feb (D)	FIN009 £120 Contact SAP Education	ADM950 £1040 01 Nov (H) 14 Mar (H)	ADM960 £2600 05 Nov (H) 18 Mar (H)
SAPTEC £1350/€1530 31 Oct (H) 04 Mar (VLC) 28 Nov (H) 20 Mar (D) 07 Jan (VLC) 02 Apr (H) 04 Feb (H) 29 Apr (VLC)	BW305 £2600/€2950 05 Nov (D) 11 Mar (H) 03 Dec (H) 08 Apr (H) 07 Jan (D) 22 Apr (D) 11 Feb (H)	ADM940 £1560 29 Oct (H) 11 Mar (H) 10 Dec (VLC)	GRC300 £2600/€2950 29 Oct (H) 14 Jan (H) 26 Nov (H) 25 Feb (H) 17 Dec (H) 15 Apr (D)	TZAC10 £2080 19 Nov (VLC)
WGBB01 Contact SAP Education	WGBSEC Contact SAP Education	BW365 £1560/€1770 24 Oct (H) 20 Feb (D) 31 Oct (D) 25 Mar (H)	FIN91E £520 Contact SAP Education	GRC330 £2600 10 Dec (VLC) 04 Mar (H)
FIN090 £120 Contact SAP Education	FIN900 Contact SAP Education	GRC100 £1040 29 Nov (VLC) 21 Feb (VLC)	FIN930 £220 Contact SAP Education	WGBSEC £520 08 Nov (H)
		FIN900 Contact SAP Education	HR940 £1560/€1770 03 Dec (H) 25 Mar (H) 30 Jan (D)	ADM900 Contact SAP Education
				TZNWIM £2600 29 Apr (H)

Reserve Your Place - Book Online @ training.sap.com/gb/en

Business Programming (ABAP)



This is also available as e-Academy



You might also be interested in the Further ABAP courses curriculum (p. 18).

Certification Track

To achieve SAP Certified Development Associate - ABAP with SAP NetWeaver 7.02 certification (C_TAW12_71), you need to complete the following courses:



As an alternative you may also want to consider the SAP NetWeaver ABAP e-Academy (TAW1e).

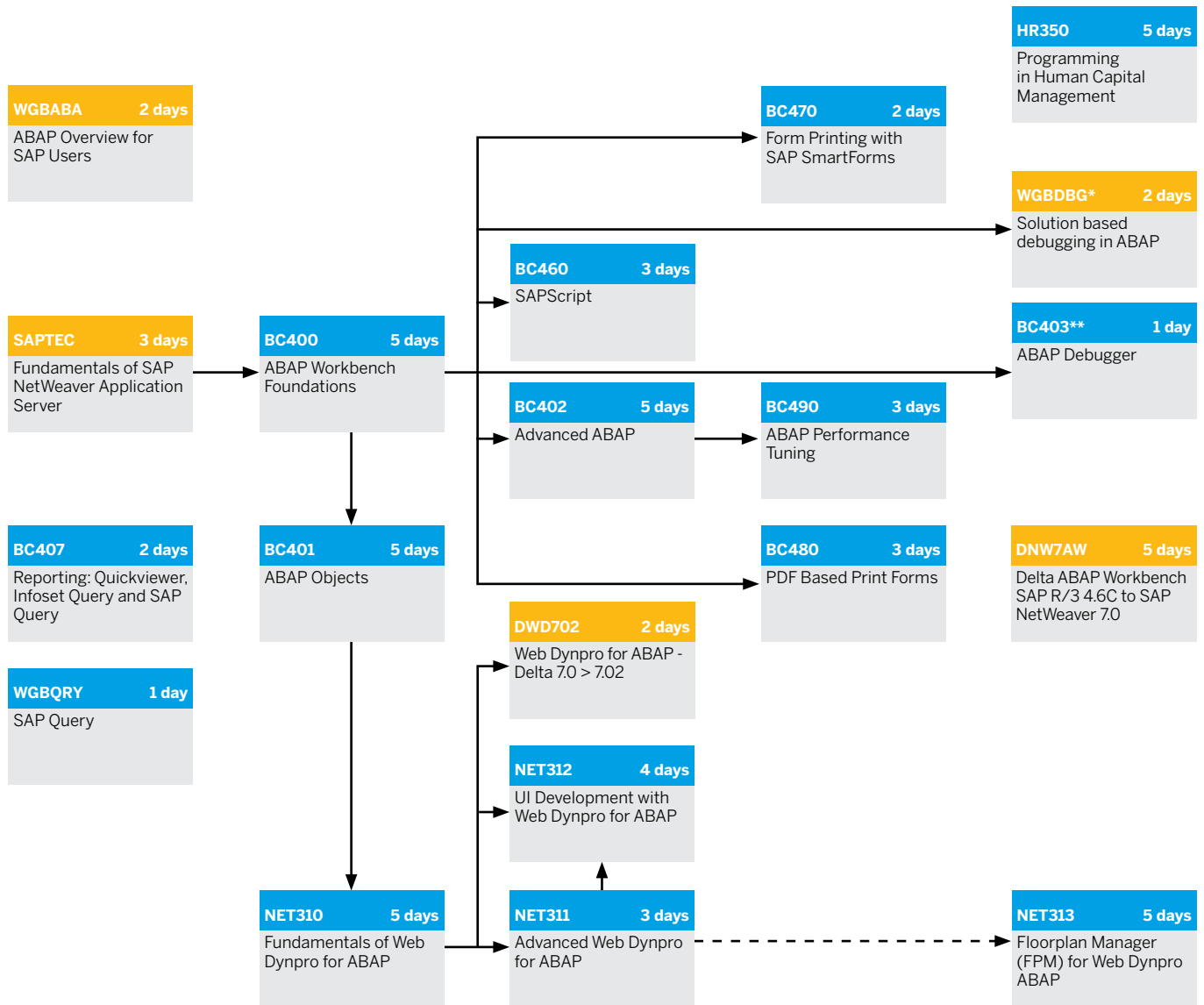
*Please note that courses indicated with an asterisk can be taken in any order, provided that the BC400 & BC401 have been completed.

Scheduled Training Dates

SAPTEC £1350/€1530 31 Oct (H) 04 Mar (VLC) 28 Nov (H) 20 Mar (D) 07 Jan (VLC) 02 Apr (H) 04 Feb (H) 29 Apr (VLC)	BC400 £2600/€2950 05 Nov (H) 18 Feb (H) 03 Dec (H) 18 Mar (H) 10 Dec (D) 15 Apr (H) 14 Jan (H) 29 Apr (D) 28 Jan (D)	BC430 £1560 06 Feb (H)	BC405 £2600 18 Feb (H)	BC427 £1040 28 Feb (H)
BC100 £1040/€1180 29 Oct (H) 24 Jan (D) 10 Jan (H) 14 Mar (VLC)	BC401 £2600/€2950 05 Nov (D) 21 Jan (H) 12 Nov (H) 04 Mar (D) 17 Dec (H) 08 Apr (H)	BC410 £1560 11 Feb (H)	BC425 £1560/€1770 25 Feb (H) 25 Mar (D)	TACERT £350/€490 Please see page 49 for all TACERT dates.
		BC414 £1040 14 Feb (H)	BC402 £2600 04 Mar (H)	
			NET310 £2600/€2950 19 Nov (H) 25 Feb (D) 28 Jan (H) 22 Apr (H)	

Key	Overview Foundation Course	Detailed Course	Optional Prerequisite	Required Prerequisite	e-Learning	Heathrow Dublin	(H) London King William Street	(D) Heathrow or Virtual Live Classroom (KW)	(DD) Heathrow or Virtual Live Classroom (DD)

Business Programming (ABAP) Further Courses



*WGBDBG - If you are experienced in ABAP you may want to look at the BC403 course.

**BC403 - This is for experienced ABAP programmers, if you are new to ABAP you should look at the WGBDBG course.

You might also be interested in the Service-Oriented Architecture curriculum (p. 21).

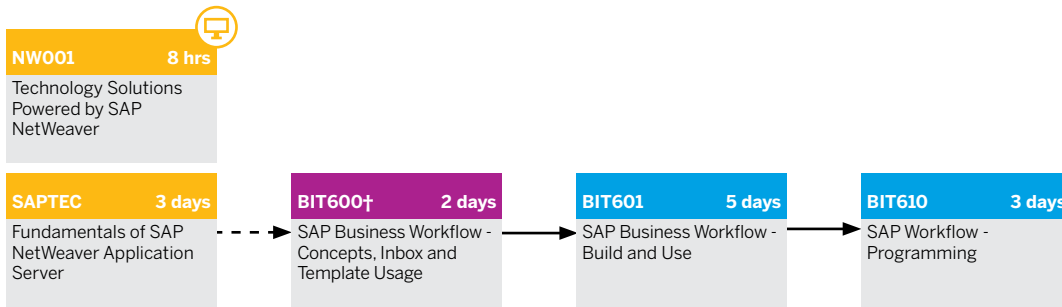
Scheduled Training Dates

WGBABA €1180 22 Nov (D) 25 Apr (D) 28 Jan (D)	BC400 £2600/€2950 05 Nov (H) 18 Feb (H) 03 Dec (H) 18 Mar (H) 10 Dec (D) 15 Apr (H) 14 Jan (H) 29 Apr (D) 28 Jan (D)	BC460 £1560 10 Dec (H)	BC470 £1040 13 Dec (H)	HR350 £2600 Contact SAP Education
SAPTEC £1350/€1530 31 Oct (H) 04 Mar (VLC) 28 Nov (H) 20 Mar (D) 07 Jan (VLC) 02 Apr (H) 04 Feb (H) 29 Apr (VLC)	BC401 £2600/€2950 05 Nov (D) 21 Jan (H) 12 Nov (H) 04 Mar (D) 17 Dec (H) 08 Apr (H)	BC402 £2600 04 Mar (H)	BC490 Contact SAP Education	WGBDBG* £1040 26 Nov (H)
BC407 £1040 15 Oct (H) 02 Apr (H)	NET310 £2600/€2950 19 Nov (H) 25 Feb (D) 28 Jan (H) 22 Apr (H)	DWD702 £1040 Contact SAP Education	BC480 £1560 10 Dec (H)	BC403** £520 17 Oct (H) 04 Apr (H)
WGBQRY Contact SAP Education		NET312 £2080 26 Nov (H)		DNW7AW £2600 Contact SAP Education
		NET311 £1560/€1770 04 Feb (H) 17 Apr (D)		NET313 £2600 03 Dec (H) 29 Apr (H)

Reserve Your Place - Book Online @ training.sap.com/gb/en

SAP Business Workflow and Process Integration

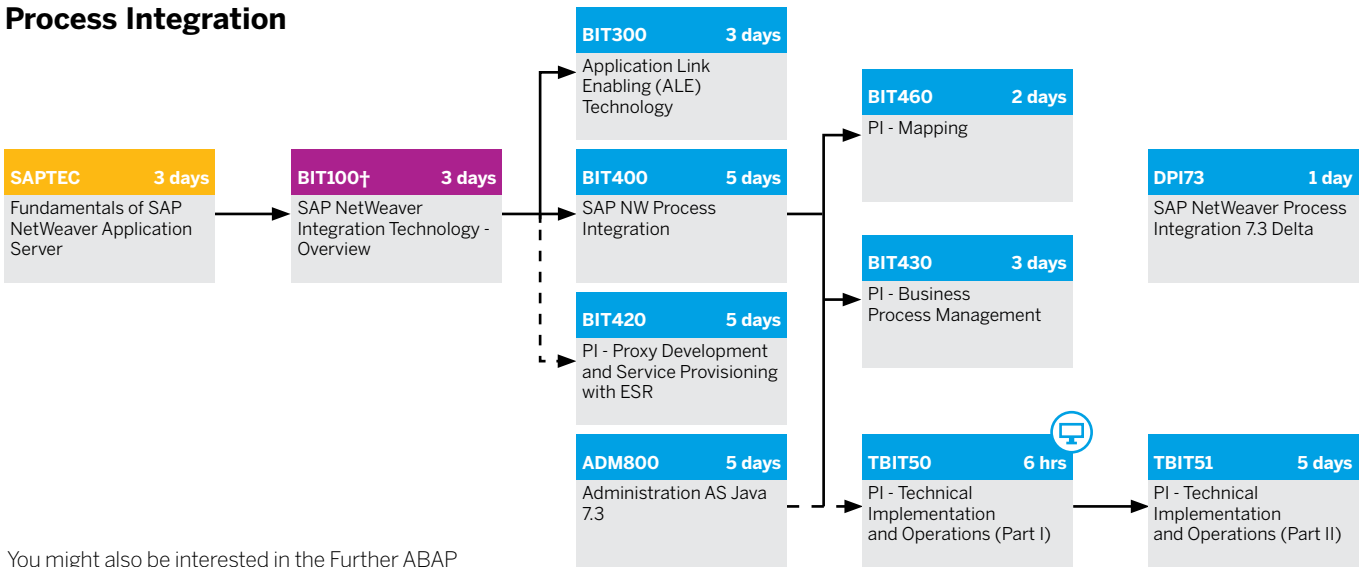
SAP Business Workflow



†This course also includes free e-learning



Process Integration



You might also be interested in the Further ABAP courses curriculum (p. 18).

Certification Track

To achieve SAP Certified Development Associate - SAP Business Workflow with SAP NetWeaver 7.0 (C_BITWF_73) you need to complete the following courses:



To achieve SAP Certified Development Associate - Process Integration with SAP NetWeaver (PI 7.3) certification (C_TBIT44_73) you need to complete the following courses:



To achieve SAP Certified Technology Associate - Process Integration with SAP NetWeaver (PI 7.3) certification (C_TBIT51_73) you need to complete the following courses:



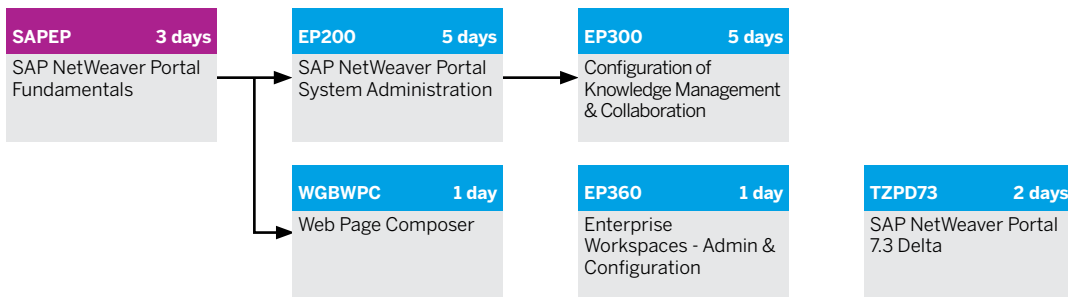
Scheduled Training Dates

NW001	BIT601 £2600/€2950	BIT100 £1560	ADM800 £2600	DPI73 £520
Contact SAP Education	05 Nov (H) 18 Mar (H) 17 Dec (D) 29 Apr (D)	05 Nov (H) 04 Feb (VLC)	17 Dec (H)	29 Oct (H)
SAPTEC £1350/€1530	BIT610 £1560	BIT300 £1560	BIT460 £1040	TBIT51 £2600
31 Oct (H) 04 Mar (VLC) 28 Nov (H) 20 Mar (D) 07 Jan (VLC) 02 Apr (H) 04 Feb (H) 29 Apr (VLC)	12 Nov (H) 25 Mar (H)	12 Nov (H)	03 Dec (H)	10 Dec (H)
BIT600 £1040	BIT603 £1040	BIT400 £2600/€2950	BIT430 £1560	
01 Nov (H) 14 Mar (H)	Contact SAP Education	19 Nov (H) 04 Mar (H) 14 Jan (H)	26 Nov (H)	
	BIT611 £520	BIT420 £2600	TBIT50 £420	
	23 Nov (H)	Contact SAP Education	Contact SAP Education	

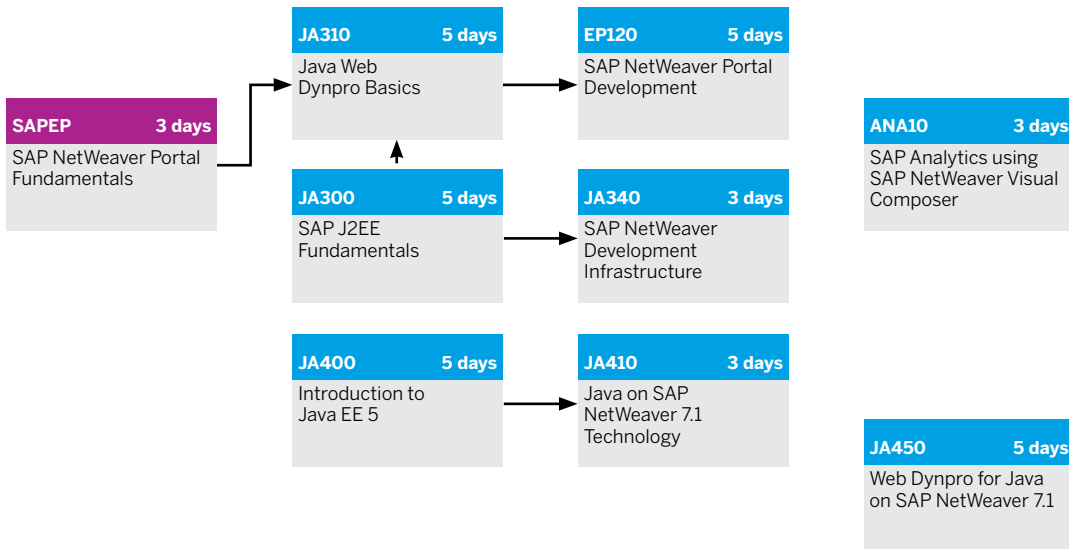
Key	Overview Foundation Course	Detailed Course	Optional Prerequisite	Required Prerequisite	Heathrow	Dublin	Maidenhead	(H)	(D)	(MH)	London King William Street	(KW)	Heathrow or Virtual Live Classroom	(DD)

SAP NetWeaver Portal and Java Development

Portal



Java Development



You might also be interested in the Composition Environment curriculum (p. 21).

Certification Track

To achieve SAP Certified Technology Consultant SAP NetWeaver 2004s - Portal certification (C_TEP10_702) you need to complete the following courses:



To achieve SAP Certified Development Associate -SAP NetWeaver Portal certification (C_EP120_701) you need to complete the following courses:



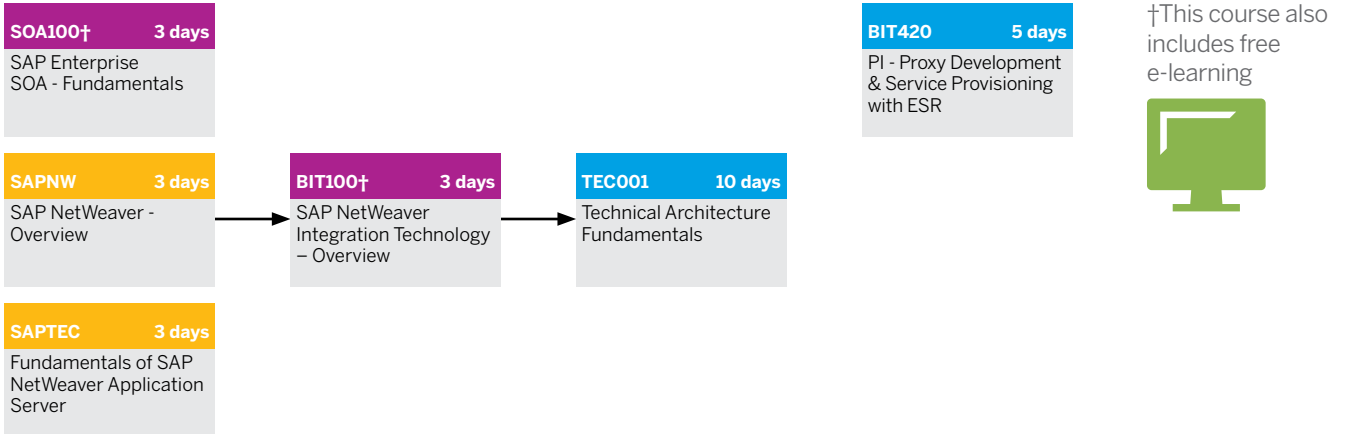
Scheduled Training Dates

SAPEP £1560 14 Nov (H)	EP360 £520 Contact SAP Education	EP120 £2600 18 Mar (H)	ADM100 £2600/£2950 22 Oct (D) 21 Jan (D) 05 Nov (H) 11 Feb (H) 10 Dec (H) 08 Apr (H)	TACERT £350/£490 Please see page 49 for all TACERT dates.
EP200 £2600 19 Nov (H) 18 Feb (H)	TZPD73 Contact SAP Education	JA340 £1560 Contact SAP Education	ADM102 £1560 18 Feb (H)	
WGBWPC Contact SAP Education	JA310 £2600 11 Mar (H)	JA410 £1560 22 Oct (VLC) 25 Mar (VLC)	ADM200 £2600/£2950 19 Nov (H) 25 Feb (H) 04 Feb (D)	
EP300 £2600 Contact SAP Education	JA300 £2600 Contact SAP Education	ANA10 £1560 Contact SAP Education		
	JA400 £2600 Contact SAP Education	JA450 £2600 29 Oct (VLC)		

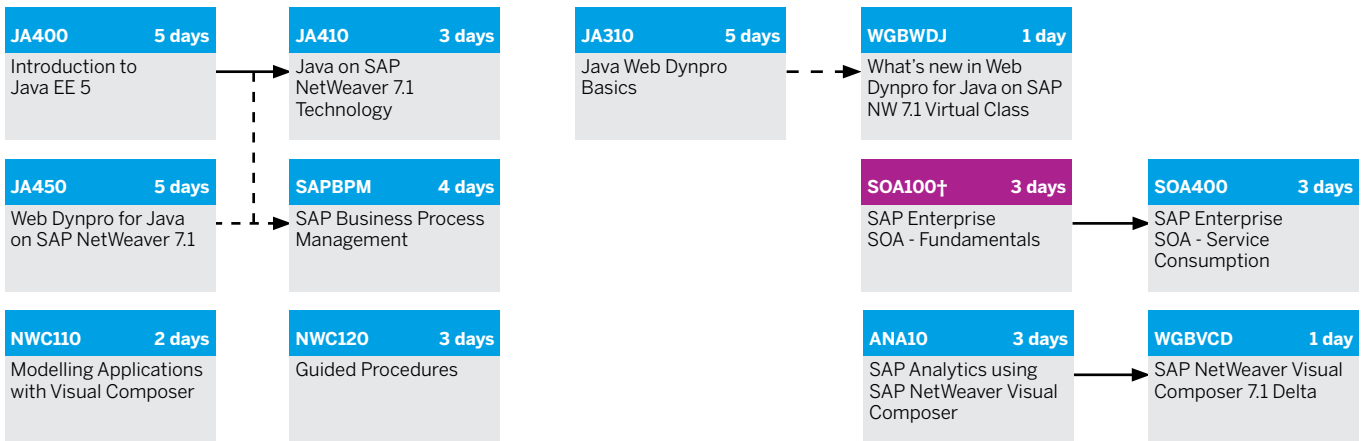
Reserve Your Place - Book Online @ training.sap.com/gb/en

Service-Oriented Architecture and Composition Environment

SOA



CE



You might also be interested in the Enterprise Architecture curriculum (p. 22).

Certification Track

To achieve SAP Certified Associate Technology Architect (C_SOA_TA_70) you need to complete the following courses:



*Please note that the certification will include some questions about administration and security which are covered by the ADM960 course if required.

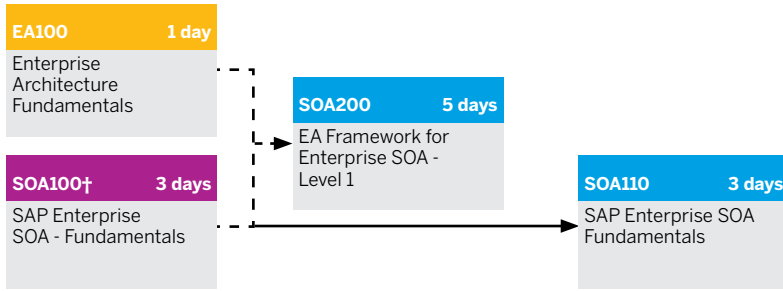
Scheduled Training Dates

SOA100 £1560 24 Oct (H)	SAPTEC £1350/€1530 31 Oct (H) 20 Mar (D) 28 Nov (H) 02 Apr (H) 07 Jan (VLC) 29 Apr (VLC) 04 Feb (H) 04 Mar (VLC)	JA410 £1560 22 Oct (VLC) 25 Mar (VLC)	NWC110 Contact SAP Education	WGBVCD £520 Contact SAP Education
BIT420 £2600 Contact SAP Education	BIT100 £1560 05 Nov (H) 04 Feb (VLC)	JA310 £2600 11 Mar (H)	NWC120 Contact SAP Education	EA100 £450 23 Oct (VLC)
SAPNW £1350 31 Oct (H)	TEC001 £5200 14 Jan (H)	WGBWDJ Contact SAP Education	ANA10 £1560 Contact SAP Education	BPM100 £1040 22 Oct (H)
	JA400 £2600 Contact SAP Education	JA450 £2600 29 Oct (VLC)	SOA200 £2600 05 Nov (H) 29 Apr (H) 28 Jan (H)	TACERT £350/€490 Please see page 49 for all TACERT dates.
		SAPBPM £2080 05 Nov (H)	SOA300 £1560 Contact SAP Education	
		SOA400 £1350 Contact SAP Education		

Key	Overview Foundation Course	Detailed Course	Optional Prerequisite	Required Prerequisite	e-Learning	Heathrow Dublin	Heathrow Maidenhead	(H) (D) (MH)	London King William Street	(KW)	Heathrow or Virtual Live Classroom	(DD)
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Enterprise Architecture, Master Data Management and Business Process Management

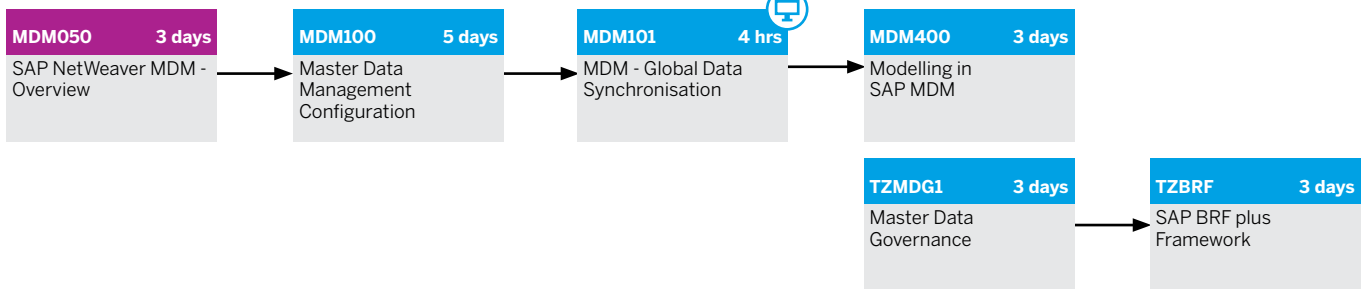
EA



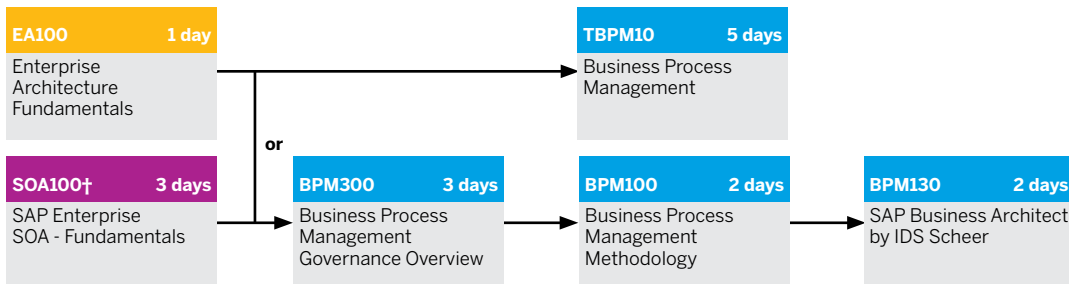
†This course also includes free e-learning



MDM



BPM



You might also be interested in the Service-Oriented Architecture and Composition Environment curricula (p. 21).

Certification Track

To achieve SAP Certified Associate - Enterprise Architect certification (C_SOA200_70) you need to complete the following courses:

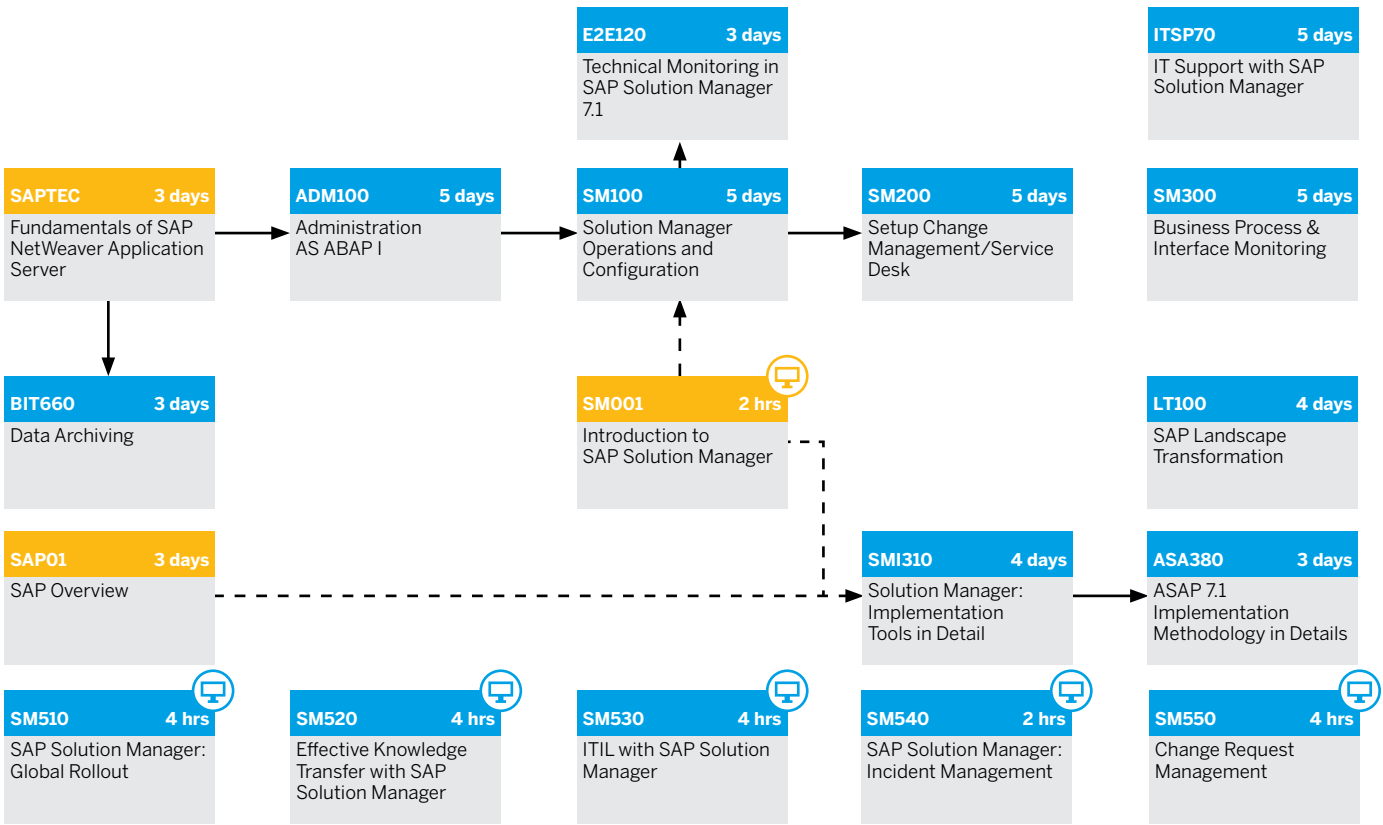


Scheduled Training Dates

EA100 £450 23 Oct (VLC)	MDM050 £1560 14 Jan (H) 03 Apr (H)	TZMDG1 £1560 17 Dec (H) 25 Feb (H)	BPM300 Contact SAP Education
SOA100 £1560 24 Oct (H)	MDM100 £2600 22 Oct (H)	TZBRF Contact SAP Education	TBPM10 £2600 10 Dec (H)
SOA200 £2600 05 Nov (H) 29 Apr (H) 28 Jan (H)	MDM101 £220 Contact SAP Education		BPM100 £1040 22 Oct (H)
SOA110 £1560 29 Oct (H)	MDM400 £1560 31 Oct (H)		BPM130 £1040 17 Dec (H)

Reserve Your Place - Book Online @ training.sap.com/gb/en

SAP Solution Manager



You might also be interested in the E2E curriculum (p.24).

Certification Track

To achieve SAP Solution Manager Configuration Expert certification (C_SM100_713) you need to complete the following courses:

SM100 ▶ **TACERT**

To achieve SAP Solution Manager Change Request Management and Service Desk Expert certification (C_SM200_713) you need to complete the following courses:

SM200 ▶ **TACERT**

To achieve SAP Solution Manager Business Process & Interface Monitoring Expert certification (C_SM300_713) you need to complete the following courses:

SM300 ▶ **TACERT**

To achieve System Landscape Optimisation Expert certification (C_LT100_71) you need to complete the following courses:

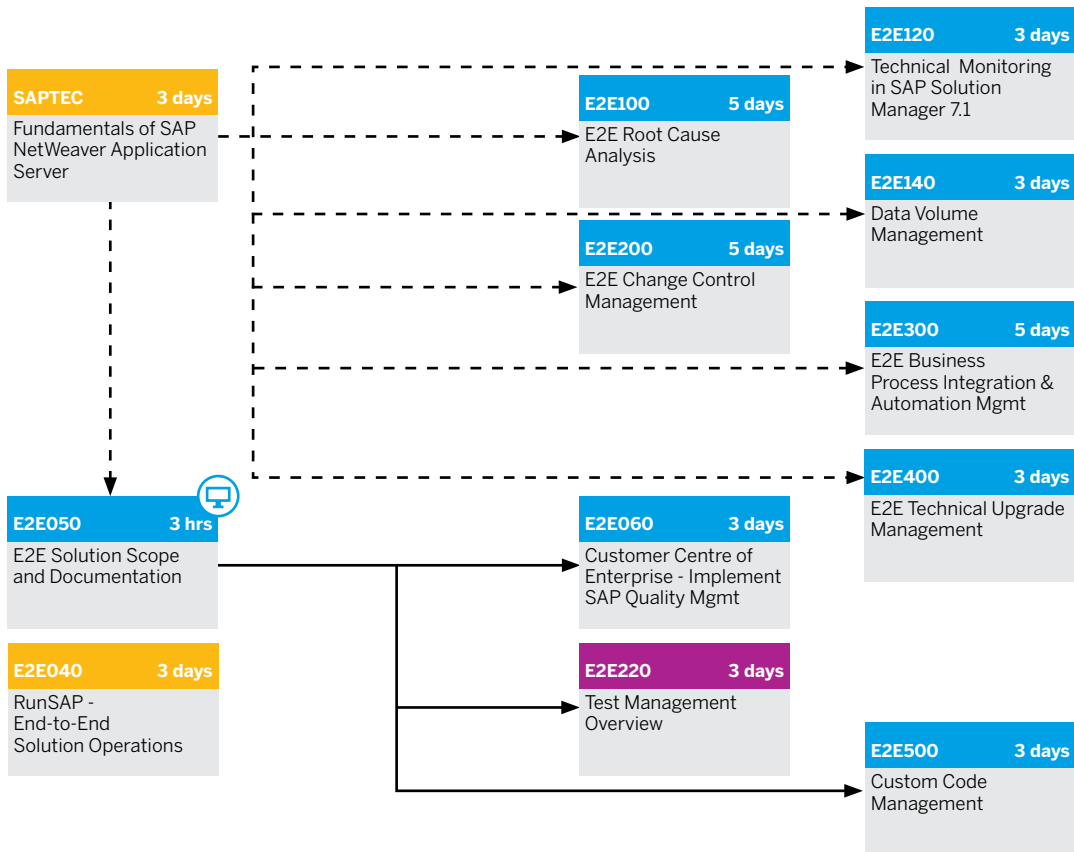
LT100 ▶ **TACERT**

Scheduled Training Dates

SAPTEC £1350/€1530 31 Oct (H) 04 Mar (VLC) 28 Nov (H) 20 Mar (D) 07 Jan (VLC) 02 Apr (H) 04 Feb (H) 29 Apr (VLC)	SM510 £220 Contact SAP Education	E2E120 £1560 22 Oct (VLC) 15 Apr (H) 28 Jan (H)	SM200 £2600 08 Oct (H) 15 Apr (H)	SM300 £2600 Contact SAP Education
BIT660 £1560 22 Oct (H) 17 Apr (VLC)	ADM100 £2600/€2950 22 Oct (D) 21 Jan (D) 05 Nov (H) 11 Feb (H) 10 Dec (H) 08 Apr (H)	SM100 £2600 03 Dec (H) 11 Mar (H) 21 Jan (H) 15 Apr (VLC)	SMI310 £2080/€2360 22 Oct (H) 21 Jan (D)	LT100 £2080 Contact SAP Education
SAP01 £1350/€1530 24 Oct (H) 21 Jan (D) 05 Nov (H) 04 Feb (H) 19 Nov (H) 04 Mar (H) 05 Dec (H) 20 Mar (D) 17 Dec (D) 02 Apr (H) 07 Jan (H)	SM520 £220 Contact SAP Education	SM001 £120 Contact SAP Education	SM540 £120 Contact SAP Education	ASA380 £1560 29 Oct (H)
		SM530 £220 Contact SAP Education	SM100 £2600 03 Dec (H) 11 Mar (H) 21 Jan (H) 15 Apr (VLC)	SM550 £220 Contact SAP Education
			ITSP70 £2600 22 Oct (VLC)	TACERT £350/€490 Please see page 49 for all TACERT dates.

Key	Overview Foundation Course	Detailed Course	Optional Prerequisite	Required Prerequisite	Heathrow	Dublin	Maidenhead	(H)	(D)	(MH)	London King William Street	(KW)	Heathrow or Virtual Live Classroom	(DD)

SAP End-to-End Solution Management



Certification Track

To achieve Root Cause Analysis Expert - SAP E2E Solution Operations certification (C_E2E100_713) you need to complete the following course:

E2E100 (Includes certification exam)

To achieve Change Control Management Expert - SAP E2E Solutions Operations certification (C_E2E200_713) you need to complete the following course:

E2E200 (Includes certification exam)

To achieve Process Integration & Automation Optimisation Expert - SAP E2E Solution Operations certification (C_E2E300_713) you need to complete the following course:

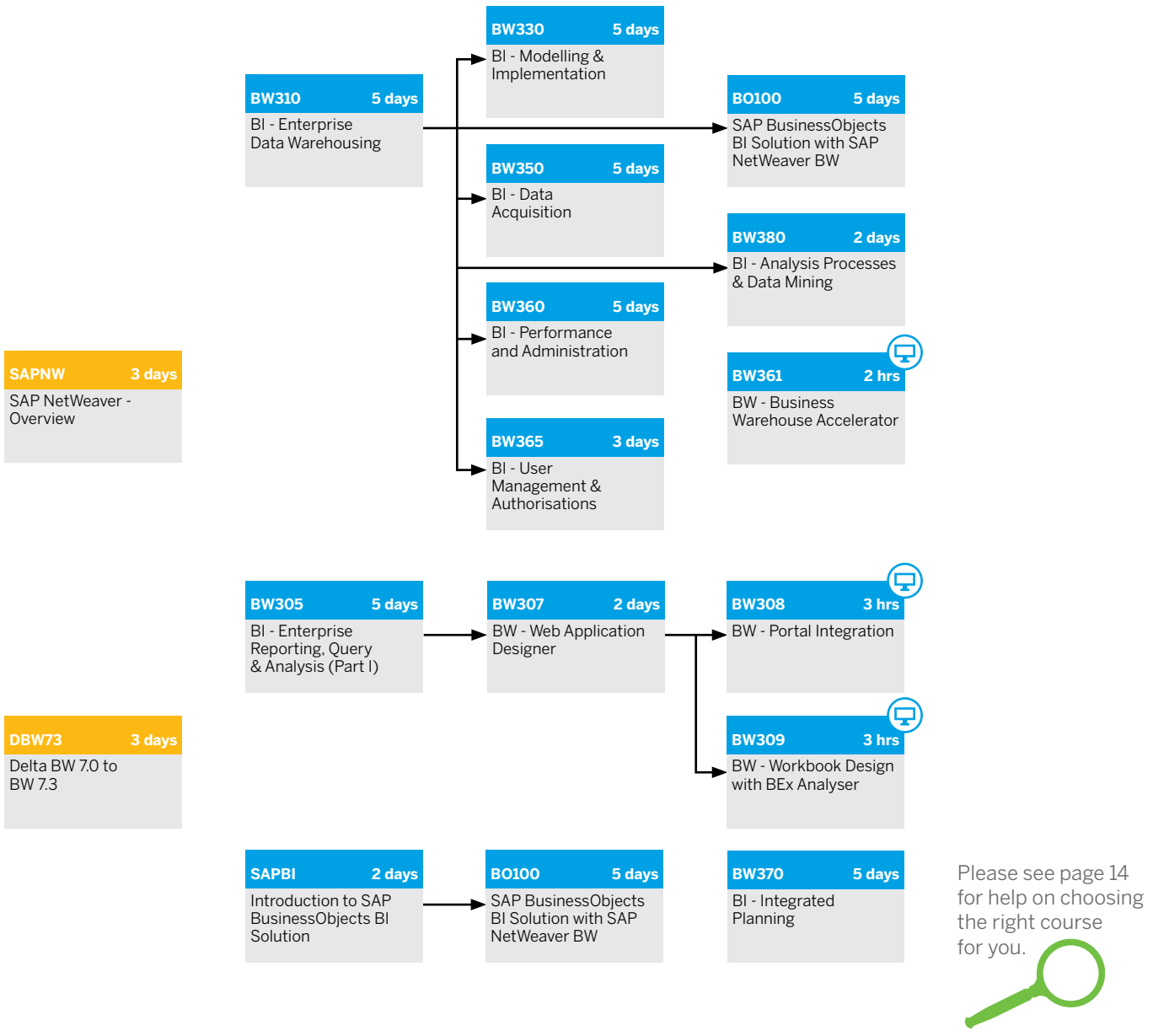
E2E300 (Includes certification exam)

Scheduled Training Dates

SAPTEC £1350/£1530 31 Oct (H) 04 Mar (VLC) 28 Nov (H) 20 Mar (D) 07 Jan (VLC) 02 Apr (H) 04 Feb (H) 29 Apr (VLC)	E2E100 £2600 21 Jan (H) 08 Apr (H)	E2E120 £1560 22 Oct (VLC) 15 Apr (H) 28 Jan (H)
E2E050 £220 Contact SAP Education	E2E200 £2600 18 Feb (H)	E2E140 £1560 04 Feb (H)
E2E040 £1560 07 Jan (H) 02 Apr (VLC)	E2E060 £1560 14 Jan (H)	E2E300 £2600 25 Feb (H)
	E2E220 £1560 13 Feb (H)	E2E400 £1350 04 Mar (VLC)
		E2E500 £1560 18 Mar (H)

Reserve Your Place - Book Online @ training.sap.com/gb/en

SAP Business Warehouse



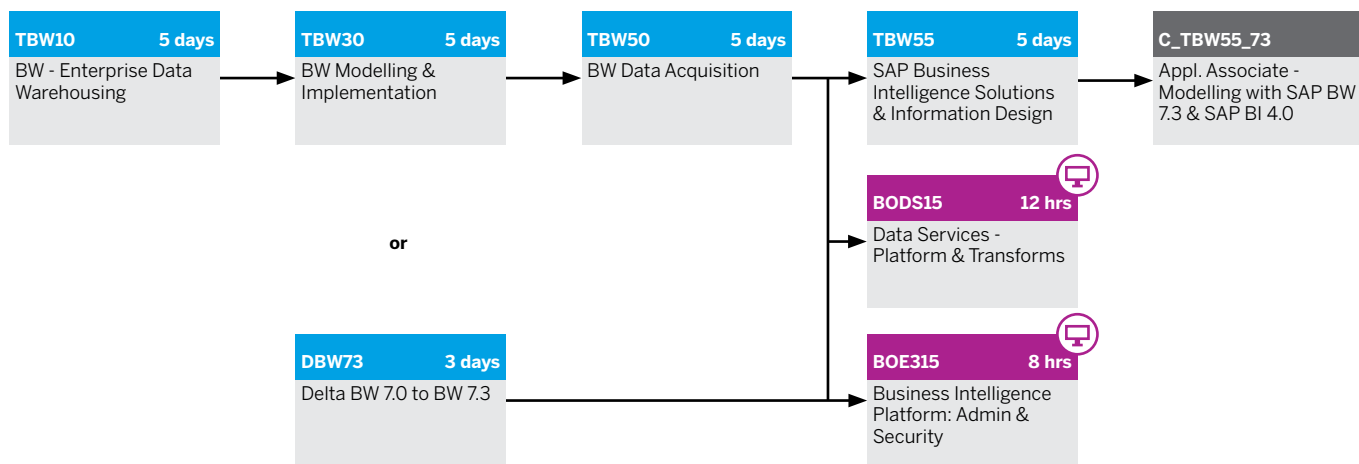
Scheduled Training Dates

SAPNW £1350 31 Oct (H)	BW310 £2600/€2950 03 Dec (D) 25 Feb (D) 17 Dec (H) 18 Mar (H) 04 Feb (H) 22 Apr (H)	BW330 £2600 Contact SAP Education	BW307 £1040 22 Oct (H) 15 Apr (H)	BW361 £120 Contact SAP Education
DBW73 £1560 26 Nov (H) 18 Feb (H)	BW305 £2600/€2950 05 Nov (D) 11 Mar (H) 03 Dec (H) 08 Apr (H) 07 Jan (D) 22 Apr (D) 11 Feb (H)	BW350 £2600 Contact SAP Education	BO100 £2600/€2950 12 Nov (D) 29 Apr (H) 17 Dec (H)	BW308 £120 Contact SAP Education
SAPBI £900 10 Jan (H)	BW360 £2600 10 Dec (H) 04 Mar (H)	BW365 £1560/€1770 24 Oct (H) 20 Feb (D) 31 Oct (D) 25 Mar (H)	BW380 £1040 Contact SAP Education	BW309 £120 Contact SAP Education
			BW370 £2600 10 Dec (H)	

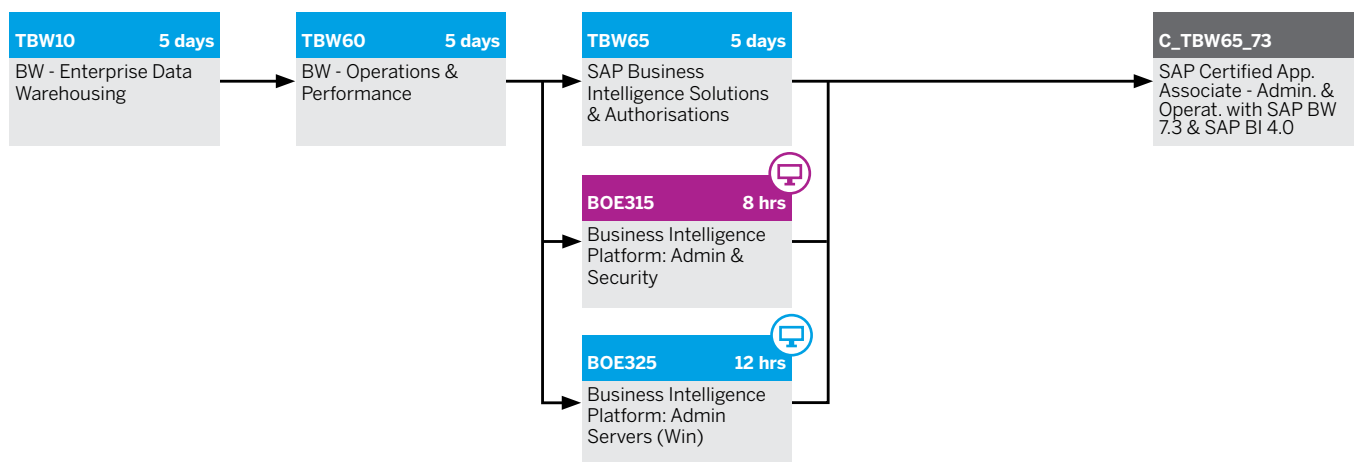
Key	Overview Foundation Course	Detailed Course	Optional Prerequisite	Required Prerequisite	e-Learning	Heathrow	Dublin	Maidenhead	(H)	(D)	(MH)	London King William Street	(KW)	Heathrow or Virtual Live Classroom	(DD)

SAP Business Warehouse Implementation Role and Technical Role

Implementation Role



Technical Role



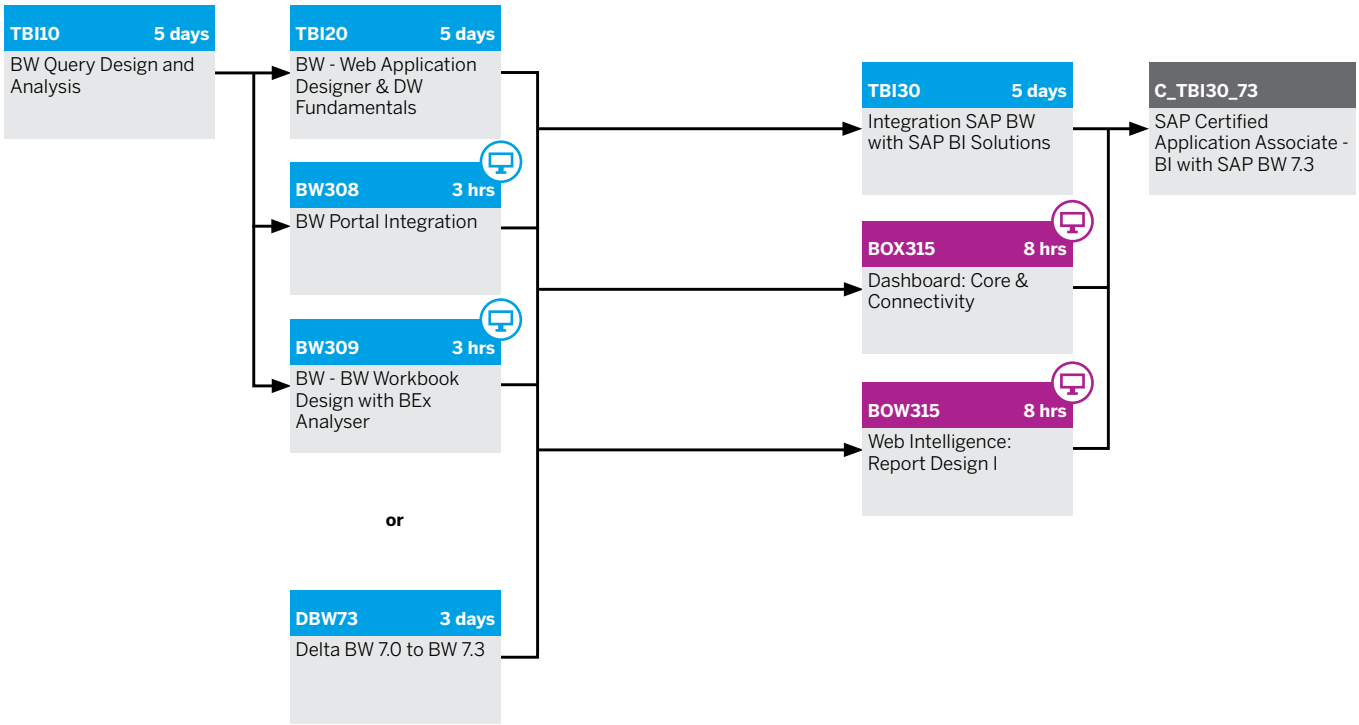
Scheduled Training Dates

TBW10 £2600 29 Oct (H) 25 Feb (H)	TBW55 £2600 19 Nov (H) 18 Mar (H)	TBW60 £2600 05 Nov (H)
TBW30 £2600 05 Nov (H) 04 Mar (H)	BODS15 £520 Contact SAP Education	TBW65 £2600 12 Nov (H)
TBW50 £2600 12 Nov (H) 11 Mar (H)	BOE315 Contact SAP Education	BOE325 Contact SAP Education
DBW73 £1560 26 Nov (H) 18 Feb (H)		

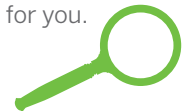
Reserve Your Place - Book Online @ training.sap.com/gb/en

SAP Business Warehouse User Role

User Role



Please see page 14 for help on choosing the right course for you.

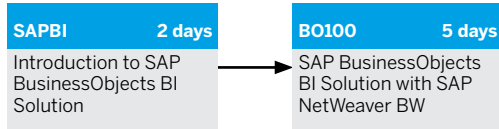


Scheduled Training Dates

TBI10 £2600 05 Nov (H) 14 Jan (H)	TBI20 £2600 12 Nov (H) 21 Jan (H)	TBI30 £2600 19 Nov (H) 28 Jan (H)
	BW308 £120 Contact SAP Education	BOX315 Contact SAP Education
	BW309 £120 Contact SAP Education	BOW315 Contact SAP Education
	DBW73 £1560 26 Nov (H) 18 Feb (H)	

Key	Overview Foundation Course	Detailed Course	Optional Prerequisite	Required Prerequisite	e-Learning	Heathrow (H)	Dublin (D)	Maidenhead (MH)	London King William Street (KW)	Heathrow or Virtual Live Classroom (DD)
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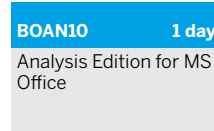
SAP BusinessObjects 4.0



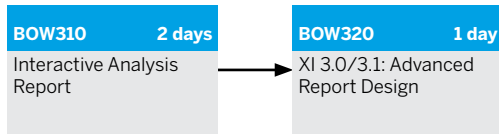
Crystal Reports for Enterprise



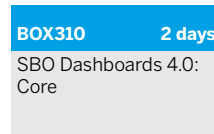
Analysis Edition for MS Office



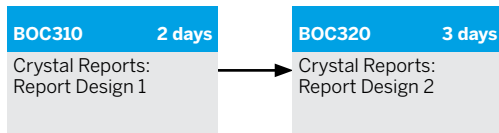
Web Intelligence



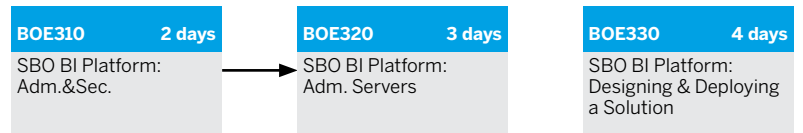
Dashboard Design 4.0



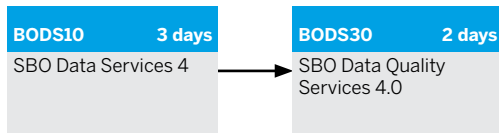
Crystal Reports 2011



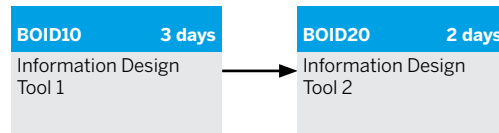
SAP Business Intelligence 4.0



SAP BI 4.0 Data Services EIM



SAP BI 4.0 Data Modelling: Information Design Tool



Please note, BusinessObjects XI 3.x & BI 4.0 courses are delivered by our partners. For details please go to:
http://www.sap.com/uk/services/education/public-scheduled-training/courses_SAP-BusinessObjects.epx

Scheduled Training Dates

SAP BusinessObjects Courses are delivered by our partners across the UK & Ireland. Please contact them directly to discuss scheduled dates and any training requirements you have. Please note SAP Education can still deliver specific onsite training for your company in SAP BusinessObjects.

ACUMA

For courses in Birmingham and Manchester
<http://www.acuma.co.uk/trainingServices.aspx>

OLAS

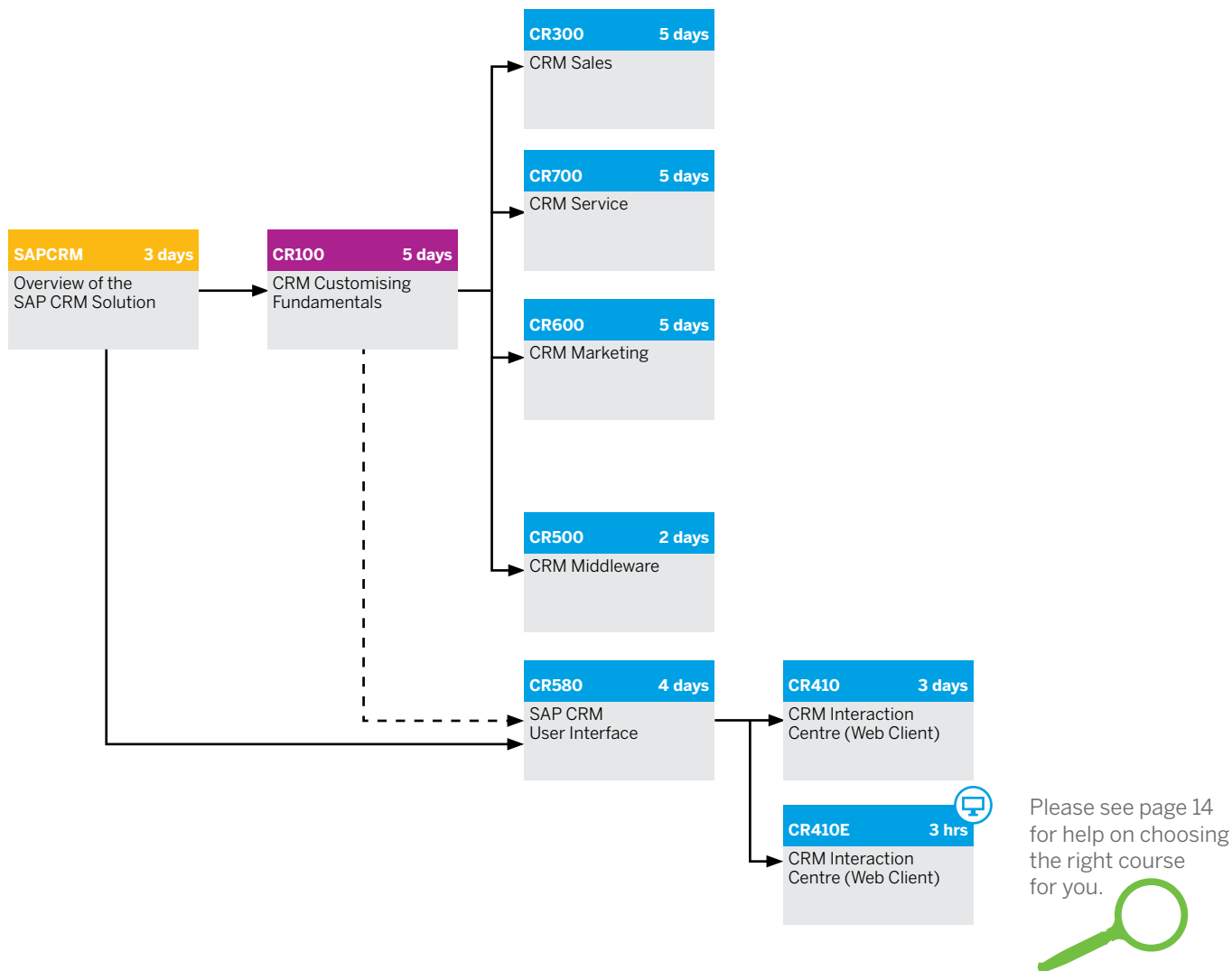
For training in Dublin
<http://www.olas.ie/olas/Main/Home.asp>

ITELLIGENCE

For training in London, Ascot & Glasgow
<http://www.contemporary.co.uk/training/next-three-months-courses/>

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SAP Customer Relationship Management



Certification Track

To achieve SAP Certified Application Associate - CRM Fundamentals with SAP CRM 7.0 certification (C_TCRM20_70) you need to complete the following courses:

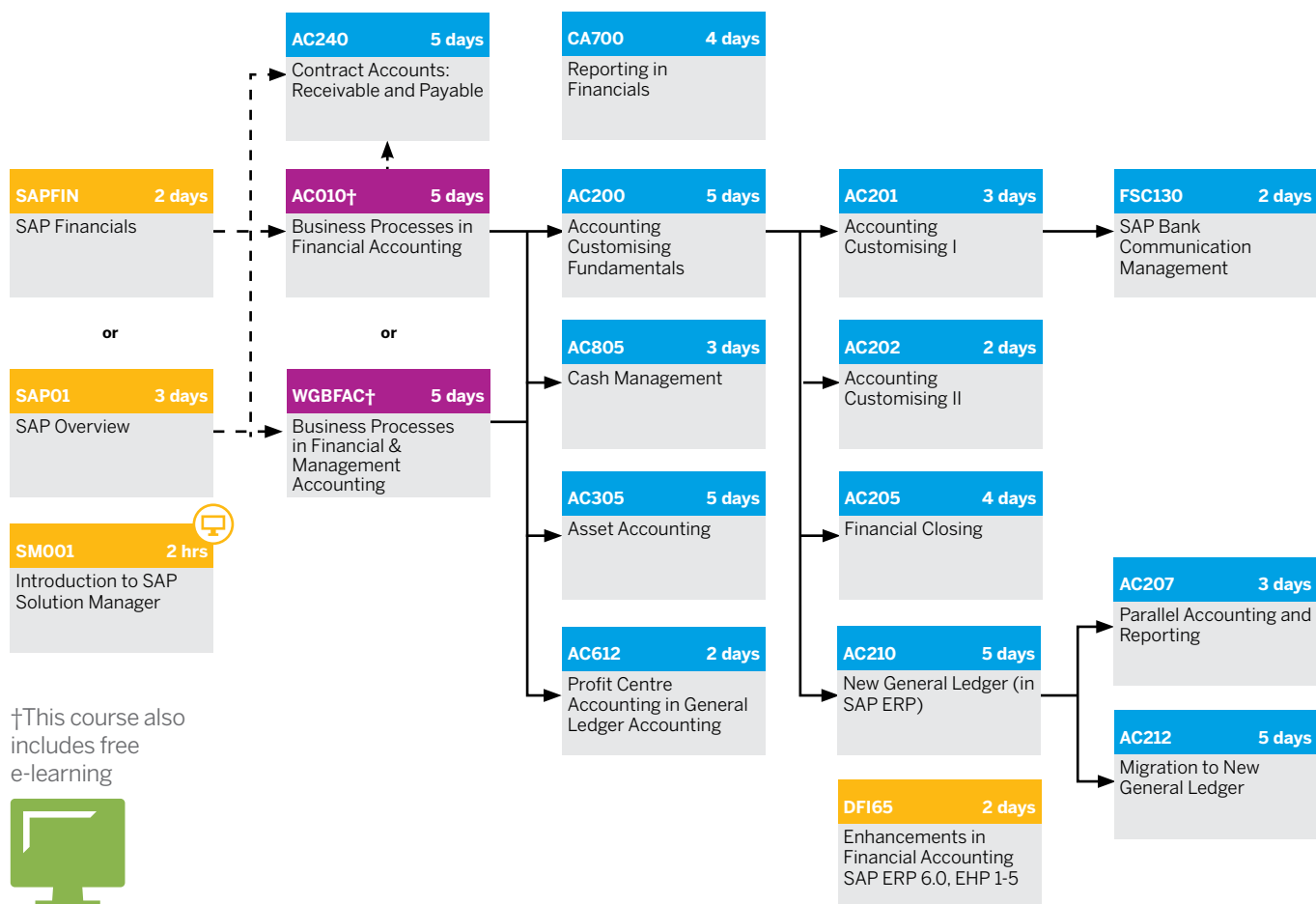


Scheduled Training Dates

SAPCRM £1350/€1530 14 Nov (H) 03 Apr (D) 16 Jan (H) 24 Apr (H) 06 Mar (VLC)	CR100 £2600/€2950 19 Nov (H) 11 Mar (VLC) 21 Jan (H) 29 Apr (H) 11 Feb (D)	CR300 £2600 28 Jan (VLC)	CR500 £1040 05 Dec (H)	TACERT £350/€490 Please see page 49 for all TACERT dates.
		CR700 £2600 17 Dec (H)	CR580 £2080 26 Nov (H) 03 Apr (H)	
		CR600 £2600/€2950 Contact SAP Education	CR410 £1560 10 Dec (VLC)	

Key	Overview Foundation Course	Detailed Course	Optional Prerequisite	Required Prerequisite	e-Learning	Heathrow	Dublin	Maidenhead	(H)	(D)	(MH)	London King William Street	Heathrow or Virtual Live Classroom (KW)	(DD)
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Financial Accounting



You might also be interested in the Management Accounting curriculum (p. 31), the Financial Analytics curriculum (p. 33), the Corporate Governance curriculum (p. 16) or the Financial Supply Chain Management curriculum (p.32).

Certification Track

To achieve SAP Certified Application Associate - Financial Accounting with SAP ERP 6.0 EHP5 certification (C_TFIN52_65) you need to complete the following courses:



As an alternative you may also want to consider the SAP Financials - Financial Accounting e-Academy (TFIN5e).

*SM001 - optional e-Learning. Some solution management questions will be included in certification.

This is also available as e-Academy

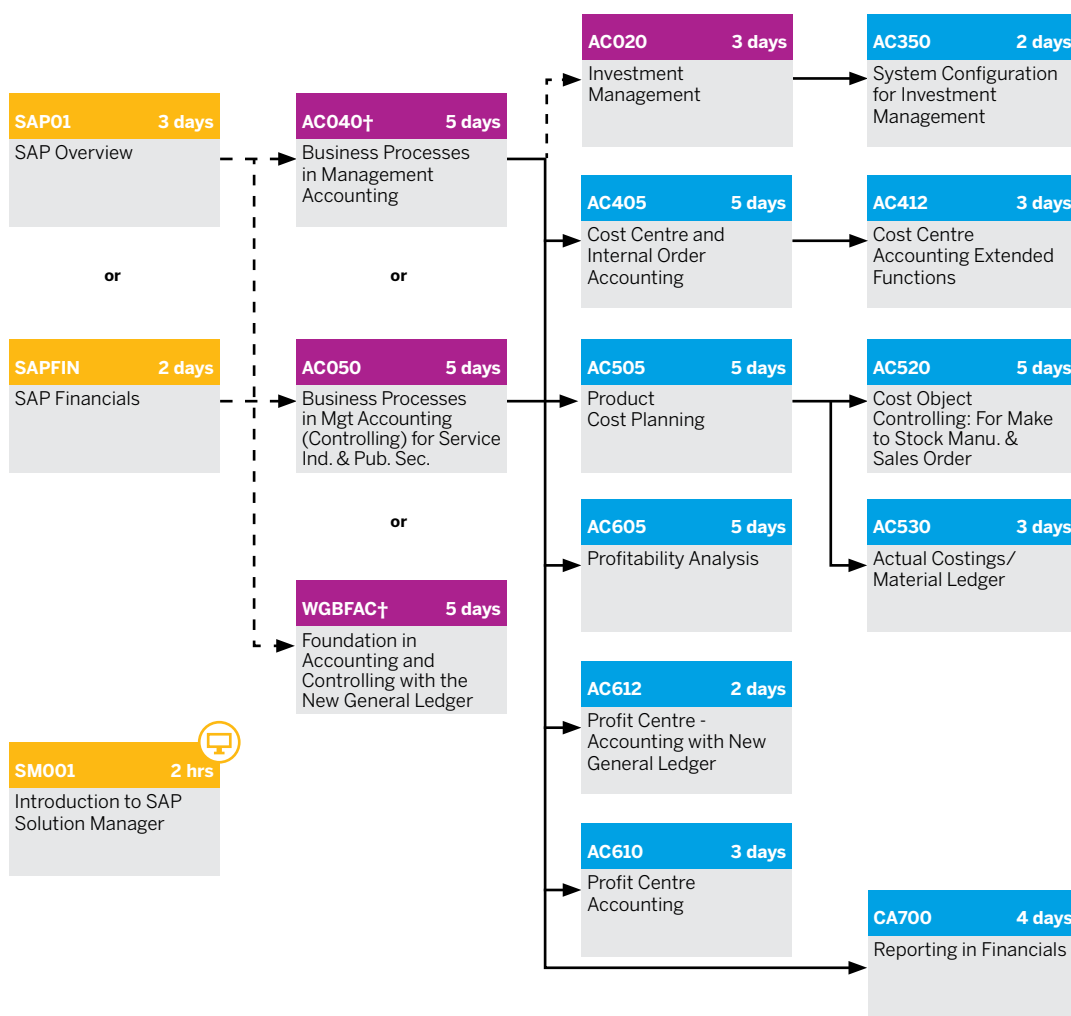


Scheduled Training Dates

SAPFIN £900 03 Dec (H) 04 Mar (VLC)	AC010 £2600/€2950 26 Nov (H) 04 Feb (D) 14 Jan (H) 11 Mar (H)	AC805 £1560 28 Nov (VLC) 18 Feb (H)	AC202 £1040 22 Nov (H) 02 Apr (H)	FSC130 £1040 21 Feb (H)
SAP01 £1350/€1530 24 Oct (H) 21 Jan (D) 19 Nov (H) 04 Feb (H) 05 Dec (H) 04 Mar (H) 17 Dec (D) 20 Mar (D) 07 Jan (H) 02 Apr (H)	WGBFAC £2600 05 Nov (H) 29 Apr (H) 04 Feb (H)	AC305 £2600/€2950 05 Nov (D) 14 Jan (D) 10 Dec (H) 04 Mar (H)	AC205 £2080 26 Nov (H) 08 Apr (H)	AC207 £1560 Contact SAP Education
SM001 £120 Contact SAP Education	CA700 £2080 17 Dec (H)	AC612 £1040 07 Feb (H)	AC210 £2600 29 Oct (H) 28 Jan (H) 03 Dec (H) 15 Apr (H)	AC212 £2600 12 Nov (H) 22 Apr (H)
AC240 £2600 18 Feb (H)	AC200 £2600/€2950 12 Nov (H) 04 Mar (D) 03 Dec (D) 18 Mar (H) 21 Jan (H)	AC201 £1560 19 Nov (H) 25 Mar (H)	DFI65 £1040 Contact SAP Education	TACERT £350/€490 Please see page 49 for all TACERT dates.

Reserve Your Place - Book Online @ training.sap.com/gb/en

Management Accounting



Please note: These courses are due to be upgraded in Q1 2013 - please contact us for more details

†This course also includes free e-learning



You might also be interested in the Financial Accounting curriculum (p. 30) or the Financial Analytics curriculum (p. 33).

Certification Track

To achieve SAP Certified Application Associate - Management Accounting (CO) with SAP ERP 6.0 EHP5 certification (C_TFIN22_65) you need to complete the following courses:



As an alternative you may also want to consider the SAP Financials - Management Accounting e-Academy (TFIN2e).

*SM001 - optional e-Learning. Some solution management questions will be included in certification.

This is also available as e-Academy

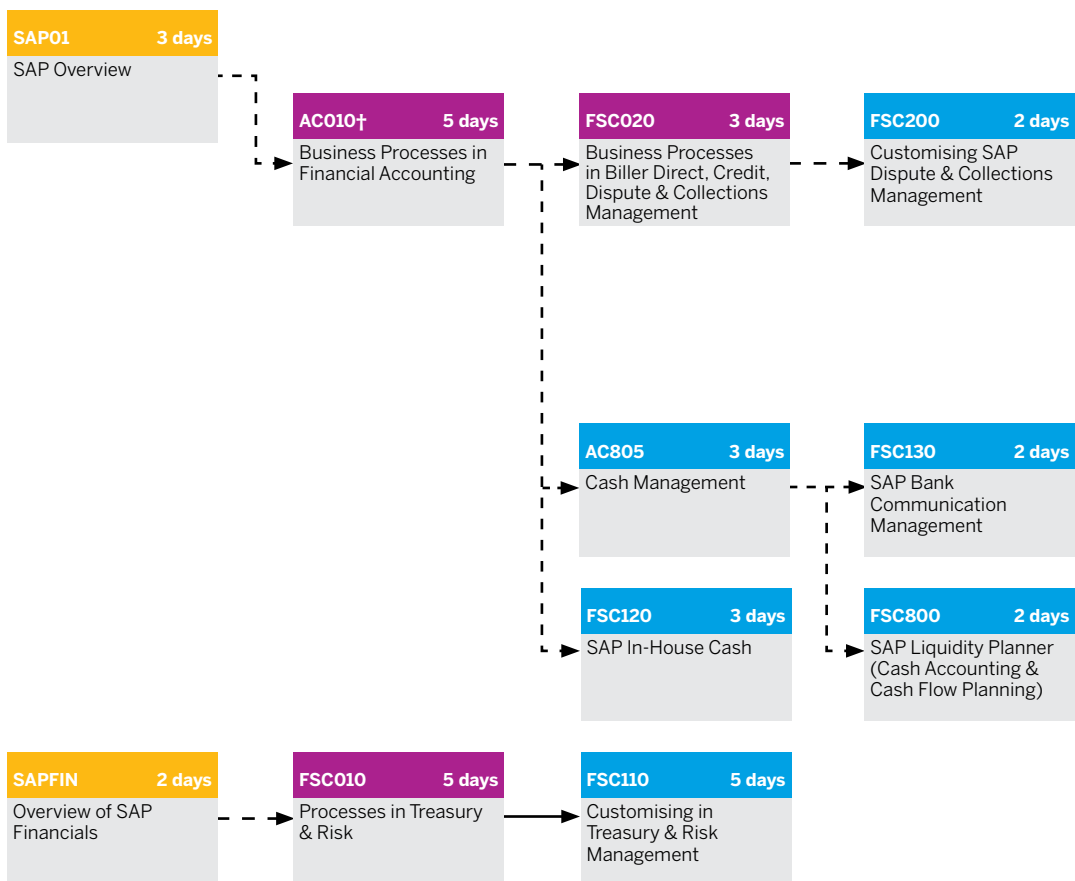


Scheduled Training Dates

SAP01 £1350/€1530 24 Oct (H) 21 Jan (D) 19 Nov (H) 04 Feb (H) 05 Dec (H) 04 Mar (H) 17 Dec (D) 20 Mar (D) 07 Jan (H) 02 Apr (H)	AC040 £2600/€2950 07 Jan (H) 08 Apr (H) 18 Feb (D)	AC200 £1560 Contact SAP Education	AC610 £1560 19 Nov (H)	CA700 £2080 17 Dec (H)
SAPFIN £900 03 Dec (H) 04Mar(VLC)	AC050 £2600 Contact SAP Education	AC405 £2600/€2950 05 Nov (MH) 19 Nov (D)	AC350 £1040 Contact SAP Education	TACERT £350/€490 Please see page 49 for all TACERT dates.
SM001 £120 Contact SAP Education	WGBFAC £2600 05 Nov (H) 29 Apr (H) 04 Feb (H)	AC505 £2600 Contact SAP Education	AC412 £1560 Contact SAP Education	
		AC605 £2600 29 Oct (H) 11 Feb (H)	AC520 £2600 22 Oct (H)	
		AC612 £1040 07 Feb (H)	AC530 £1560 05 Dec (H)	

Key	Overview Foundation Course	Detailed Course	Optional Prerequisite	Required Prerequisite	Heathrow	London King	Heathrow or Virtual Live Classroom
					Dublin	William Street	(KW)
					Maidenhead	(MH)	(DD)
							(DD)

Financial Supply Chain Management



†This course also includes free e-learning

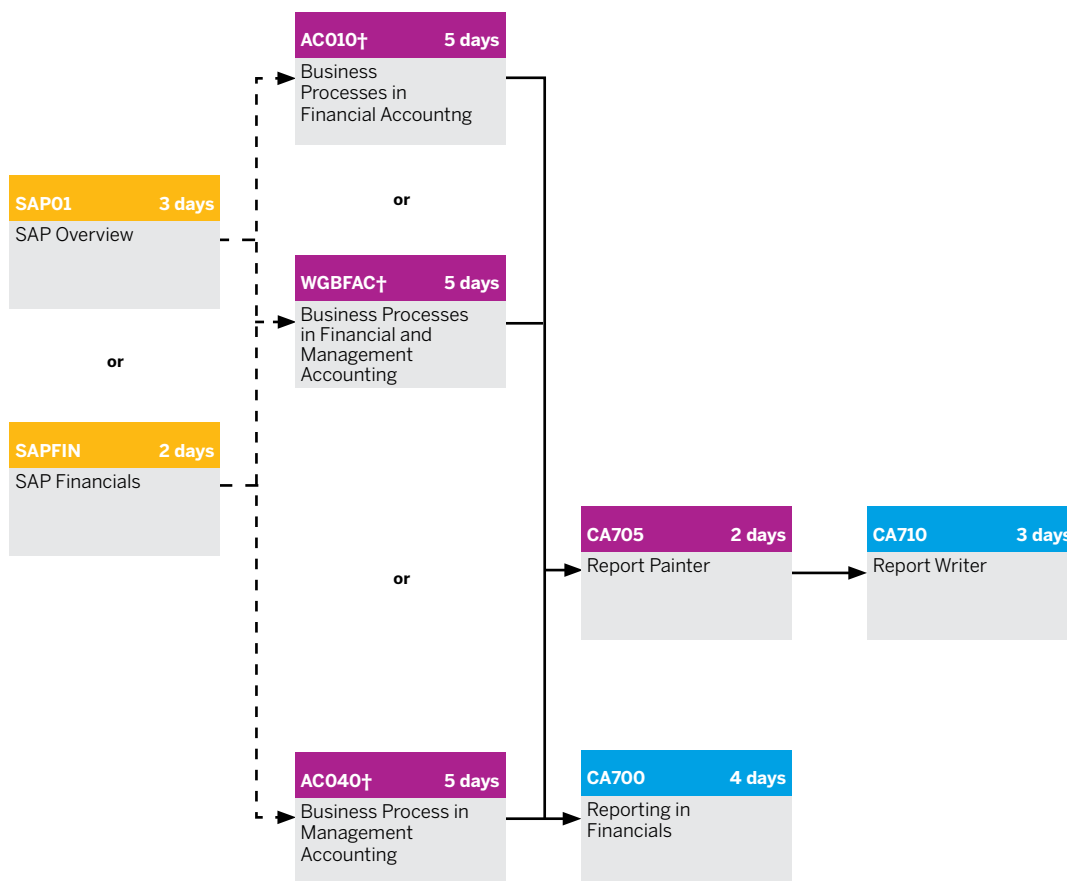


Scheduled Training Dates

SAP01 £1350/£1530 24 Oct (H) 21 Jan (D) 19 Nov (H) 04 Feb (H) 05 Dec (H) 04 Mar (H) 17 Dec (D) 20 Mar (D) 07 Jan (H) 02 Apr (H)	AC010 £2600/£2950 26 Nov (H) 04 Feb (D) 14 Jan (H) 11 Mar (H)	FSC020 £1560 10 Dec (VLC) 29 Apr (H)	FSC200 £1040 13 Dec (VLC)
SAPFIN £900 03 Dec (H) 04 Mar (VLC)	FSC010 £2600 08 Apr (H)	AC805 £1560 28 Nov (VLC) 18 Feb (H)	FSC130 £1040 21 Feb (H)
		FSC120 £1560 27 Feb (H)	FSC800 £1040 Contact SAP Education
		FSC110 £2600 15 Apr (H)	

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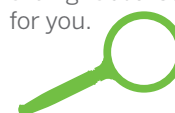
Financial Analytics



†This course also includes free e-learning



Please see page 14 for help on choosing the right course for you.

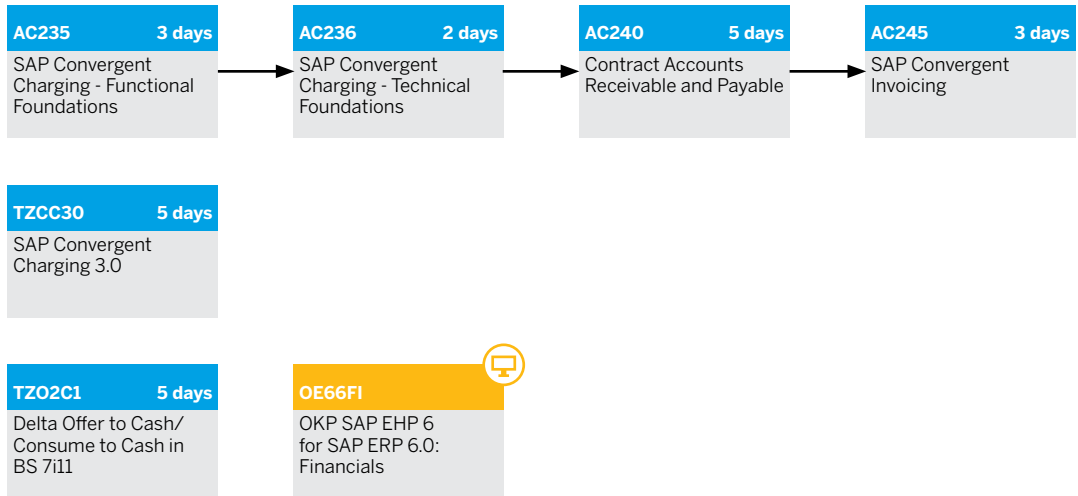


Scheduled Training Dates

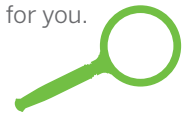
SAP01 £1350/€1530 24 Oct (H) 21 Jan (D) 19 Nov (H) 04 Feb (H) 05 Dec (H) 04 Mar (H) 17 Dec (D) 20 Mar (D) 07 Jan (H) 02 Apr (H)	AC010 £2600/€2950 26 Nov (H) 04 Feb (D) 14 Jan (H) 11 Mar (H)	CA705 £1040 05 Nov (H)	CA710 £1560 07 Nov (H)
SAPFIN £900 03 Dec (H) 04Mar(VLC)	WGBFAC £2600 05 Nov (H) 29 Apr (H) 04 Feb (H)	CA700 £2080 17 Dec (H)	
	AC040 £2600/€2950 07 Jan (H) 08 Apr (H) 18 Feb (D)		

Key	Overview Foundation Course	Detailed Course	Optional Prerequisite	Required Prerequisite	Heathrow Dublin Maidenhead	(H) (D) (MH)	London King William Street	Heathrow or Virtual Live Classroom (KW) (DD)
			— — e-Learning	⊕				

Consume to Cash



Please see page 14 for help on choosing the right course for you.

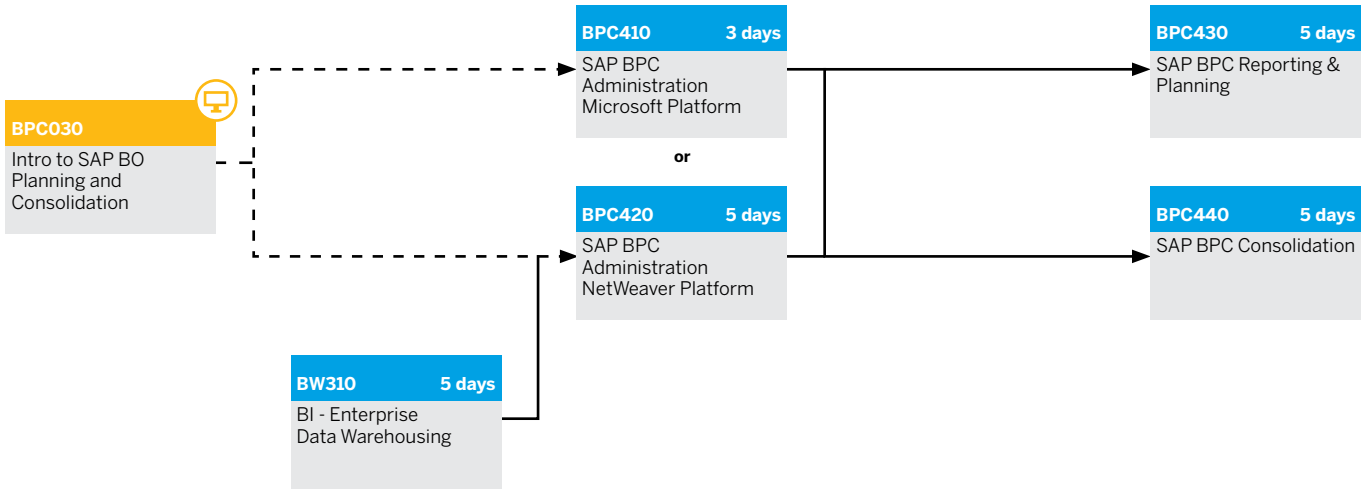


Scheduled Training Dates

AC235 £1560 Contact SAP Education	AC236 £1040 Contact SAP Education	AC240 £2600 18 Feb (H)	AC245 £1560 Contact SAP Education
TZCC30 £2600 Contact SAP Education	OE66FI £240 Contact SAP Education		
TZO2C1 £2600 Contact SAP Education			

Reserve Your Place - Book Online @ training.sap.com/gb/en

Business Planning and Consolidation 7.5 & 10.0



Certification Track

To achieve SAP Certified Application Associate - SAP BusinessObjects Planning & Consolidation 10.0 certification (C_EPMBPC_10) you need to complete the following courses:

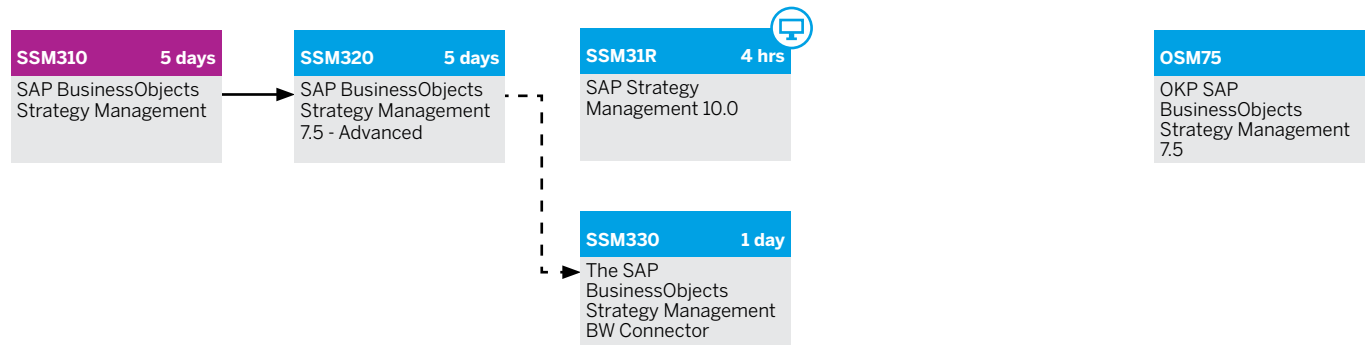


Scheduled Training Dates

BPC030 £220 Contact SAP Education	BW310 £2600/€2950 03 Dec (D) 25 Feb (D) 17 Dec (H) 18 Mar (H) 04 Feb (H) 22 Apr (H)	BPC410 £1560 19 Nov (H) 27 Feb (H)	BPC430 £2600 03 Dec (H) 11 Mar (H)
		BPC420 £2600 26 Nov (H) 04 Mar (H)	BPC440 £2600 10 Dec (H) 18 Mar (H)

Key	Overview Foundation Course	Detailed Course	Optional Prerequisite	Required Prerequisite	e-Learning	Heathrow Dublin Maidenhead	(H) (D) (MH)	London King William Street Virtual Live Classroom Training (VLC)	Heathrow or Virtual Live Classroom (DD)

Strategy Management 7.5 & 10.0

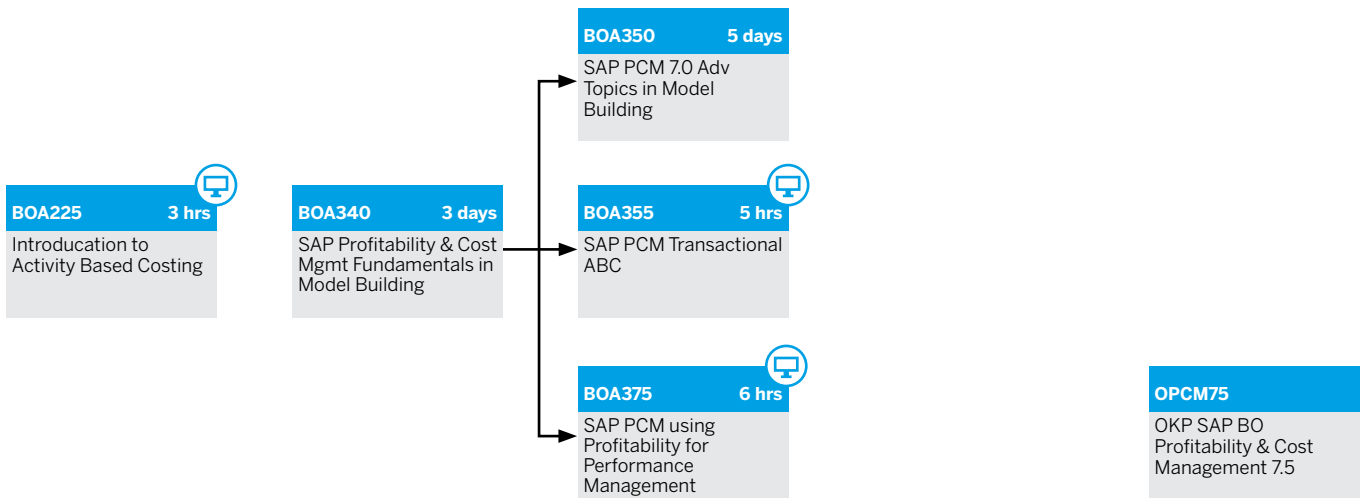


Scheduled Training Dates

SSM310 £2600 Contact SAP Education	SSM320 £2600 Contact SAP Education	SSM31R Contact SAP Education	OSM75 £240 Contact SAP Education
		SSM330 £520 Contact SAP Education	

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Profitability and Cost Management



Please see page 14 for help on choosing the right course for you.



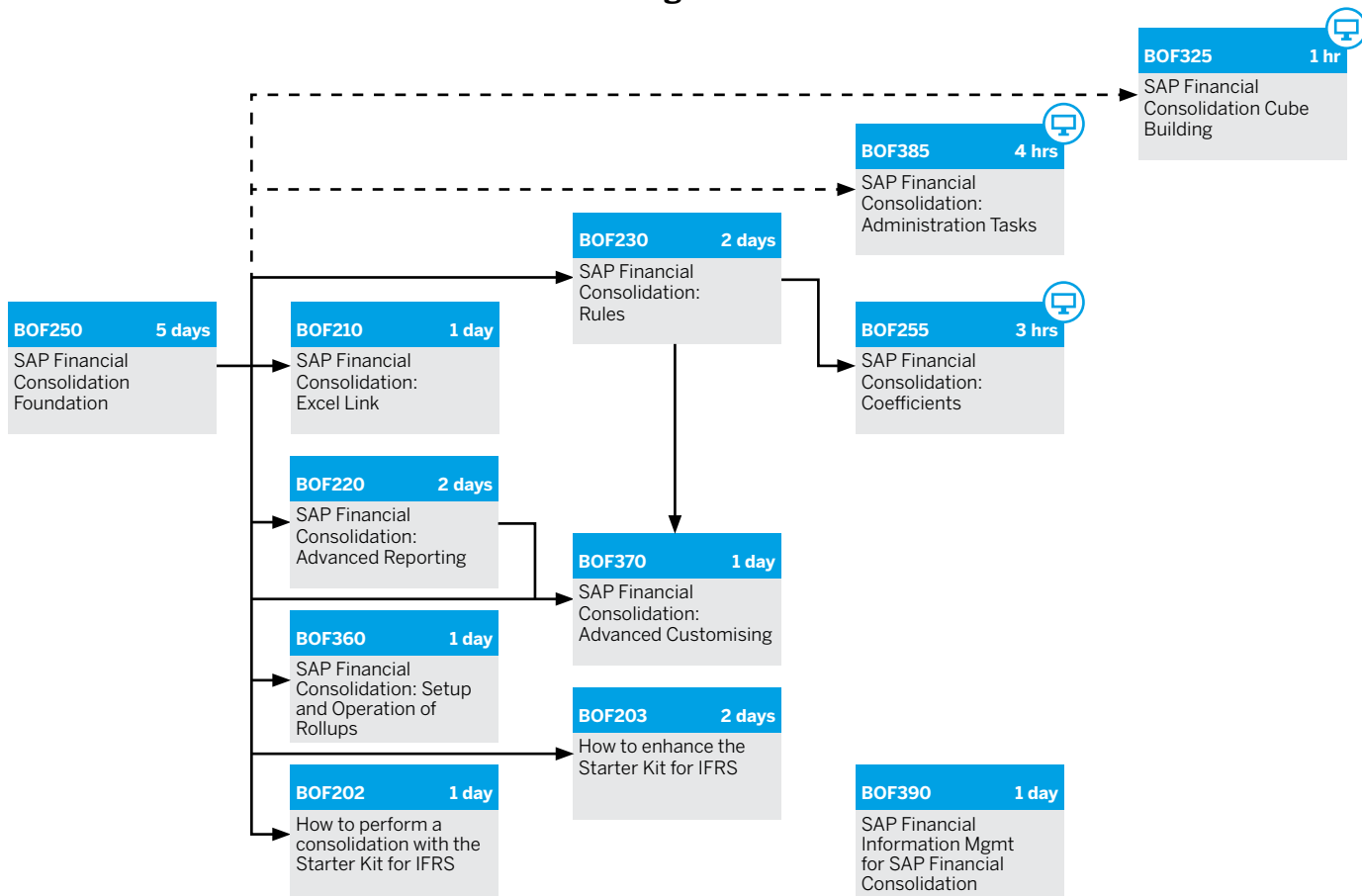
Scheduled Training Dates

BOA225 £425 Contact SAP Education	BOA340 £1560 Contact SAP Education	OPCM75 £240 Contact SAP Education
	BOA350 £2600 Contact SAP Education	
	BOA355 £425 Contact SAP Education	
	BOA375 £425 Contact SAP Education	

Key	Overview Foundation Course	Detailed Course	Optional Prerequisite	Required Prerequisite	e-Learning	Heathrow (H)	Dublin (D)	Maidenhead (MH)	London King William Street (KW)	Heathrow or Virtual Live Classroom (DD)
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Financial Consolidation and Information Management

Financial Consolidation and Information Management



Certification Track

To achieve SAP Certified Application Associate - Financial Consolidation with SBO Financial Consolidation 7.5 certification (C_EPMFC_75) you need to complete the following courses:



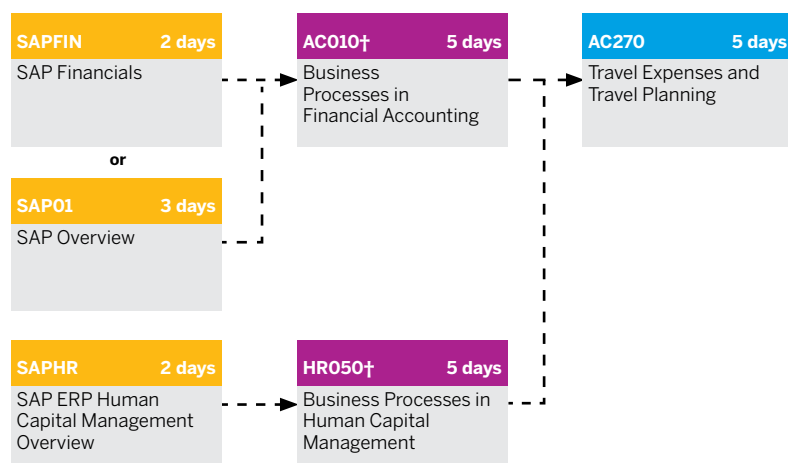
Scheduled Training Dates

BOF250 £2600 22 Oct (H) 22 Apr (H) 21 Jan (H)	BOF210 £520 29 Oct (VLC) 29 Apr (VLC) 28 Jan (VLC)	BOF230 £1040 Contact SAP Education	BOF385 £220 Contact SAP Education	BOF325 £320 Contact SAP Education
	BOF220 £1040 Contact SAP Education	BOF370 £520 29 Oct (H) 30 Jan (VLC) 31 Oct (VLC)	BOF255 £220 Contact SAP Education	
	BOF360 £520 30 Oct (VLC) 30 Apr (VLC) 29 Jan (VLC)	BOF203 £1040 Contact SAP Education	BOF390 £520 30 Oct (H) 31 Jan (VLC) 01 Nov (VLC)	
	BOF202 £520 05 Nov (VLC) 01 Feb (VLC)			

Reserve Your Place - Book Online @ training.sap.com/gb/en

Travel Management and Quality Management

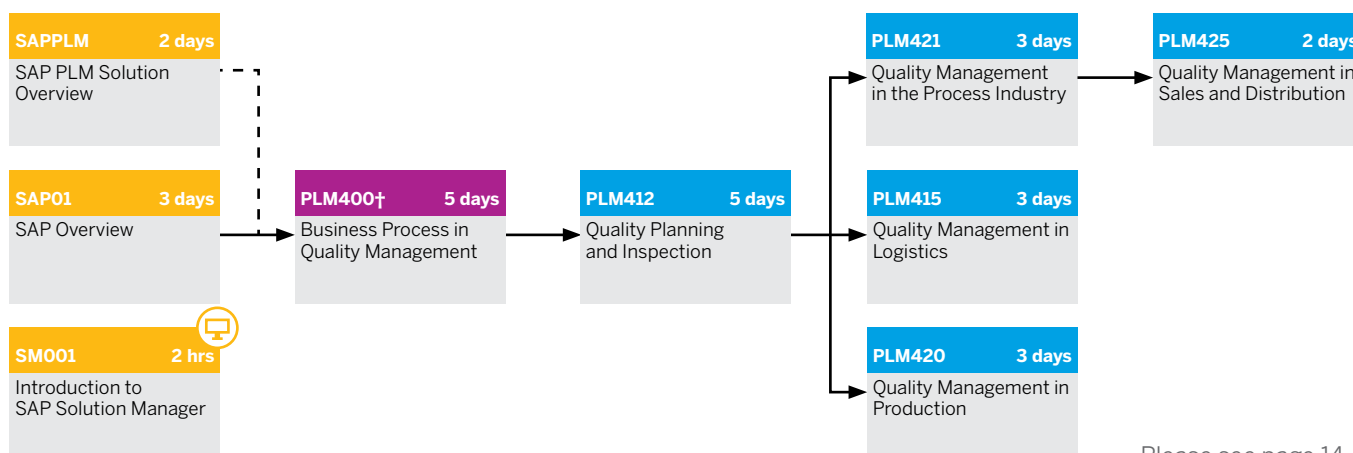
Travel Management



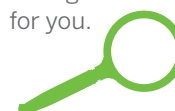
†This course also includes free e-learning



Quality Management



Please see page 14 for help on choosing the right course for you.

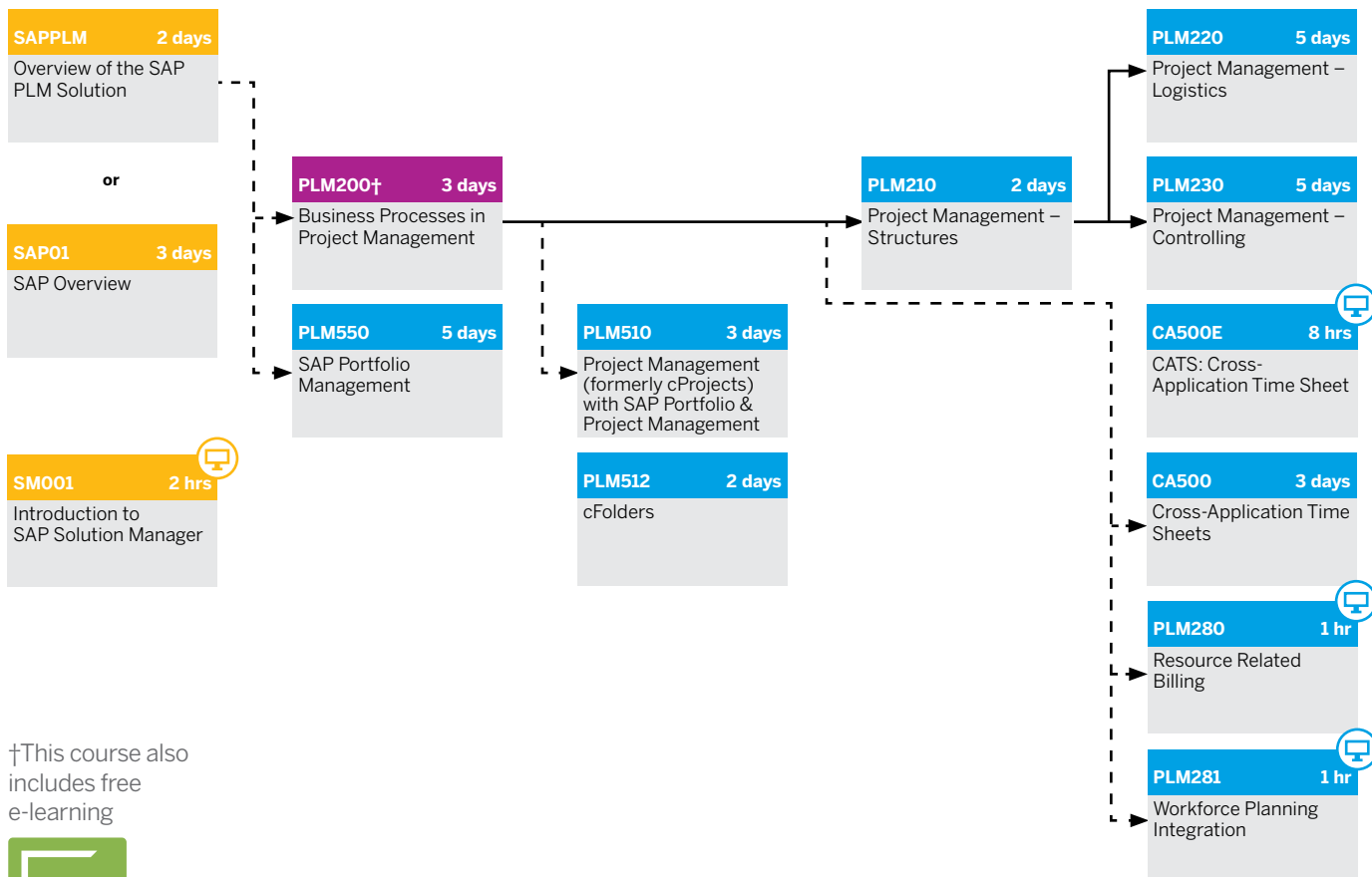


Scheduled Training Dates

SAPFIN £900 03 Dec (H) 04 Mar (VLC)	AC010 £2600/€2950 26 Nov (H) 04 Feb (D) 14 Jan (H) 11 Mar (H)	SAPPLM £900 Contact SAP Education	PLM400 £2600 11 Mar (H)	PLM425 £1040 Contact SAP Education
SAP01 £1350/€1530 24 Oct (H) 21 Jan (D) 19 Nov (H) 04 Feb (H) 05 Dec (H) 04 Mar (H) 17 Dec (D) 20 Mar (D) 07 Jan (H) 02 Apr (H)	HR050 £2600/€2950 17 Dec (H) 25 Feb (D) 07 Jan (H) 08 Apr (H)	SM001 £120 Contact SAP Education	PLM412 £2600 18 Mar (H)	
SAPHR £900 03 Jan (VLC) 04 Apr (H)	AC270 £2600 26 Nov (H) 29 Apr (H)		PLM421 £1560 Contact SAP Education	
			PLM415 £1560 Contact SAP Education	
			PLM420 £1560 Contact SAP Education	

Key	Overview Foundation Course	Detailed Course	Optional Prerequisite	Required Prerequisite	Heathrow	Dublin	Maidenhead	(H)	(D)	(MH)	London King William Street	Heathrow or Virtual Live Classroom (KW)	(DD)

Project Portfolio Management



†This course also includes free e-learning



Certification Track

To achieve SAP Certified Application Associate - Project Management with SAP ERP 6.0 certification (C_TPLM22_64), you need to complete the following courses:



*SM001 - optional e-Learning. Some solution management questions will be included in certification.

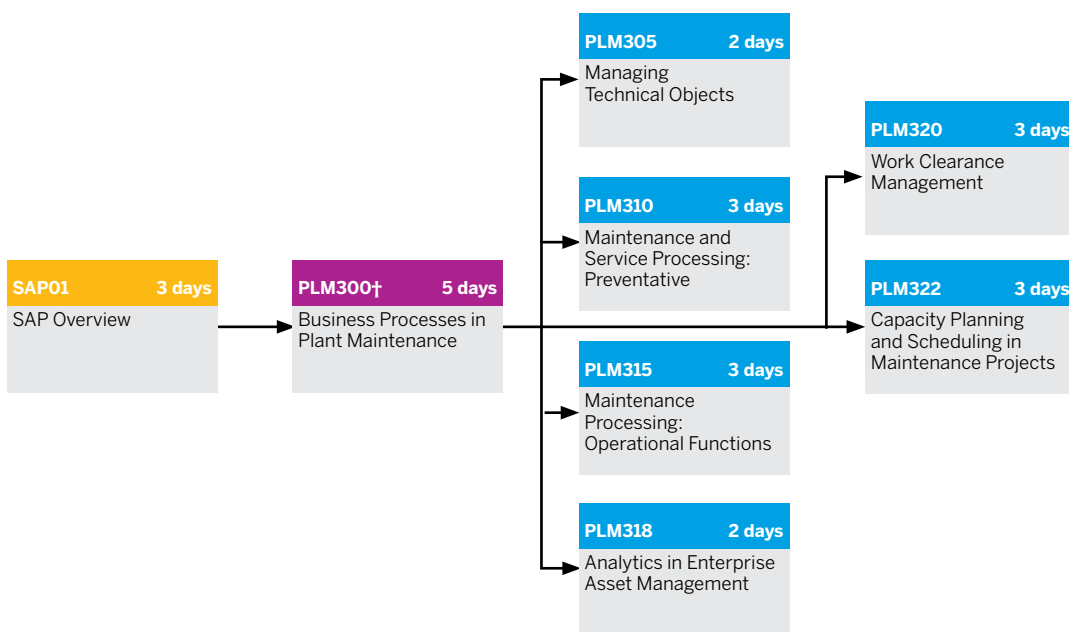
Scheduled Training Dates

SAPPLM £900 Contact SAP Education	PLM200 £1560 17 Dec (VLC) 03 Apr (H)	PLM510 £1560 Contact SAP Education	PLM220 £2600 22 Oct (H) 15 Apr (H)	CA500 £1560 Contact SAP Education
SAP01 £1350/€1530 24 Oct (H) 21 Jan (D) 19 Nov (H) 04 Feb (H) 05 Dec (H) 04 Mar (H) 17 Dec (D) 20 Mar (D) 07 Jan (H) 02 Apr (H)	PLM550 £2600 Contact SAP Education	PLM512 £1040 Contact SAP Education	PLM230 £2600 29 Oct (H) 22 Apr (H)	PLM280 £120 Contact SAP Education
SM001 £120 Contact SAP Education		PLM210 £1040 18 Oct (H) 11 Apr (H) 20 Dec (VLC)	CA500E £420 Contact SAP Education	PLM281 £120 Contact SAP Education
				TACERT £350/€490 Please see page 49 for all TACERT dates.

Reserve Your Place - Book Online @ training.sap.com/gb/en

Plant Maintenance and Customer Service

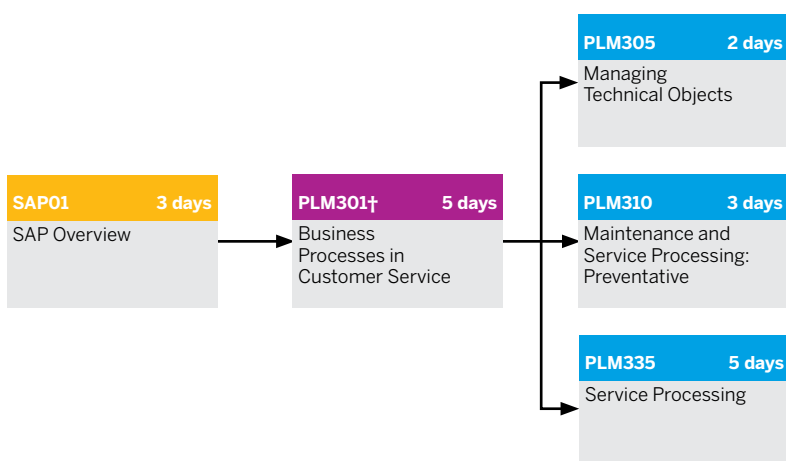
Plant Maintenance



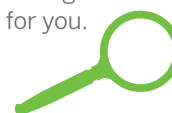
†This course also includes free e-learning



Customer Service



Please see page 14 for help on choosing the right course for you.

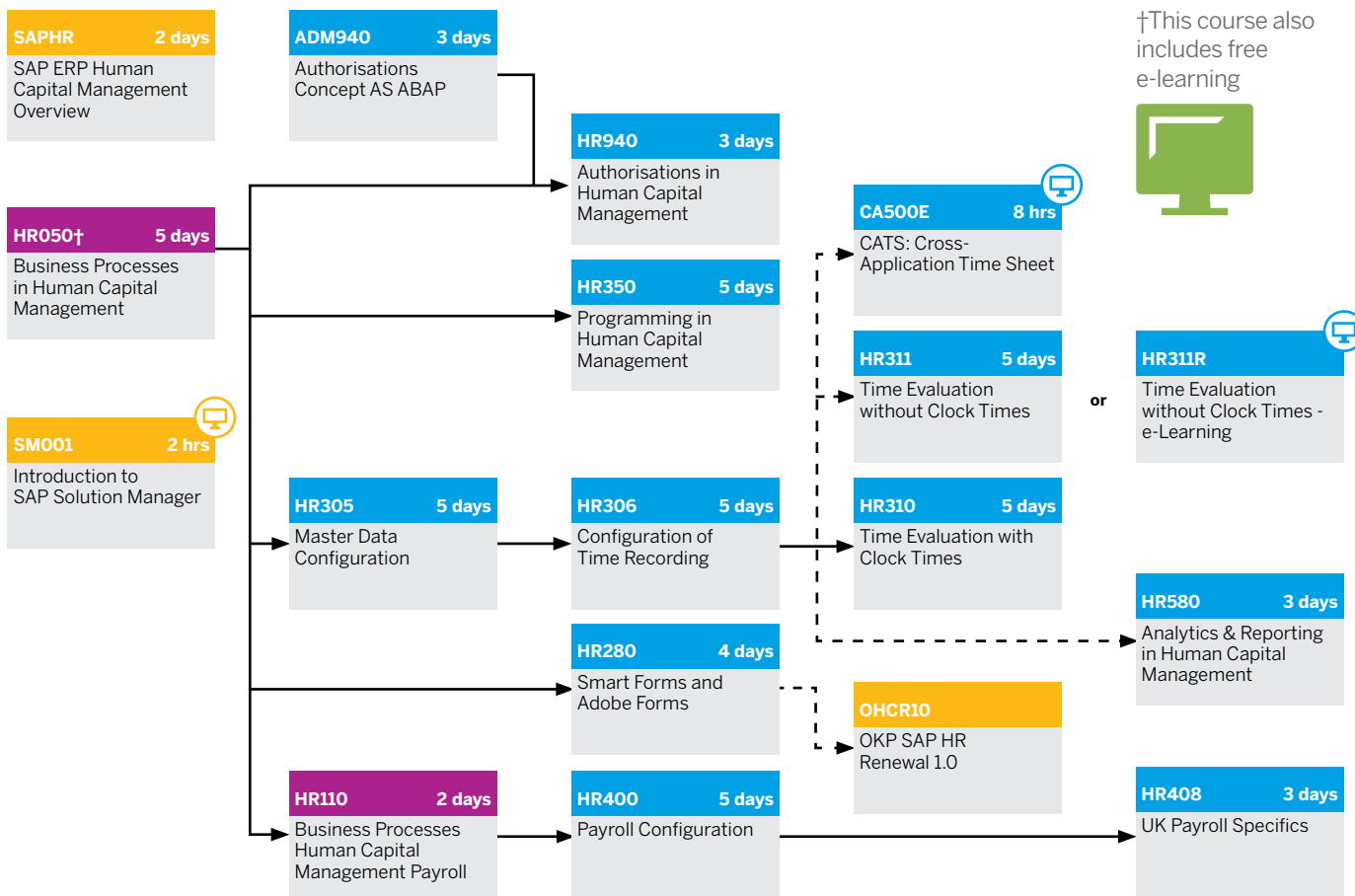


Scheduled Training Dates

Course	Price	Start Date	End Date	Start Date	End Date	Start Date	End Date	Start Date	End Date	Start Date	End Date
SAP01	£1350/€1530	24 Oct (H)	21 Jan (D)	19 Nov (H)	04 Feb (H)	05 Dec (H)	04 Mar (H)	17 Dec (D)	20 Mar (D)	07 Jan (H)	02 Apr (H)
PLM300	£2600/€2950	22 Oct (H)	11 Feb (H)	26 Nov (D)	04 Mar (D)	10 Dec (H)	15 Apr (H)				
PLM305	£1040	05 Nov (H)	29 Apr (H)								
PLM310	£1560	07 Nov (H)	18 Feb (H)								
PLM315	£1560	14 Nov (H)	25 Feb (VLC)								
PLM318	£1040	19 Nov (H)									
PLM320	£1560	21 Nov (H)									
PLM322	£1560	03 Dec (H)									
PLM301	£2600	29 Oct (H)	22 Apr (H)								
PLM335	£2600	26 Nov (H)									

Key	Overview Foundation Course	Detailed Course	Optional Prerequisite	Required Prerequisite	e-Learning	Heathrow Dublin	Heathrow Maidenhead	London King William Street	Heathrow or Virtual Live Classroom	Virtual Live Classroom Training (VLC)
						(H)	(D)	(MH)	(KW)	(DD)

Workforce Process Management



You might also be interested in the Talent Management and Service Delivery curriculum (p.43).

Certification Track

To achieve SAP Certified Application Associate - HCM Payroll with SAP ERP 6.0 EHP5 certification (C_HCMPAY_65), you need to complete the following courses:



To achieve SAP Certified Application Associate - Human Capital Management with SAP ERP 6.0 EHP4 certification (C_THR12_65), you need to complete the following courses:



As an alternative you may also want to consider the SAP HCM Management and Administration e-Academy (THR1e).

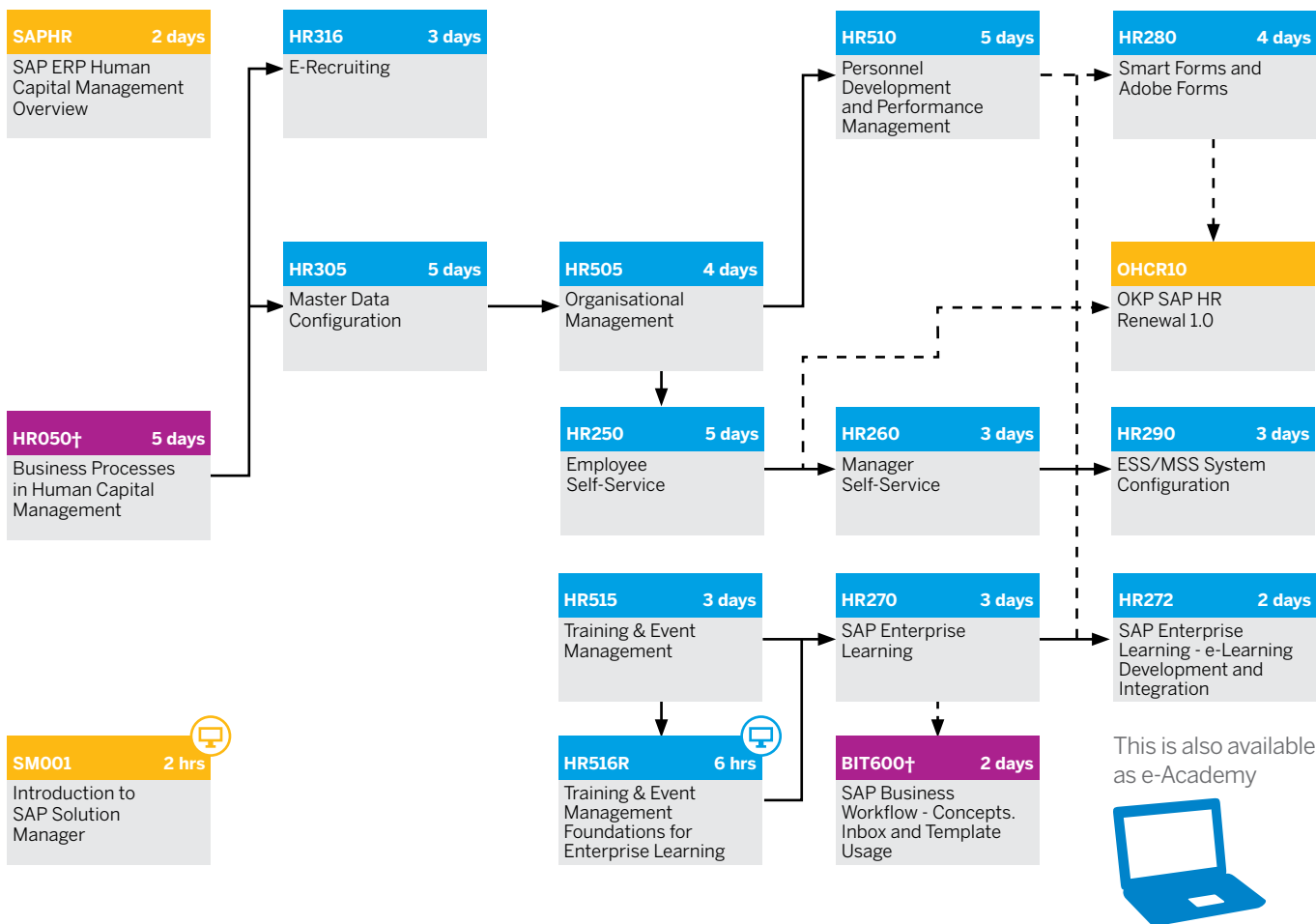
*SAPHR is suitable for those going on to attend functional overview courses. SAPHR is not required before attending HR050. **SM001 - optional e-Learning. Some solution management questions will be included in certification. ***HR050 is suitable for those going on to attend configuration courses.

Scheduled Training Dates

SAPHR £900 03 Jan (VLC) 04 Apr (H)	ADM940 £1560 29 Oct (H) 11 Mar (H) 10 Dec (VLC)	HR940 £1560/£1770 03 Dec (H) 25 Mar (H) 30 Jan (D)	HR400 £2600/£2950 22 Oct (D) 11 Feb (H) 12 Nov (H) 08 Apr (D)	HR311R £870 Contact SAP Education
HR050 £2600/£2950 17 Dec (H) 25 Feb (D) 07 Jan (H) 08 Apr (H)	HR305 £2600/£2950 14 Jan (H) 15 Apr (H) 11 Mar (D)	HR350 £2600 Contact SAP Education	CA500E £420 Contact SAP Education	HR580 £1560/£1770 05 Nov (VLC) 17 Dec (D)
SM001 £120 Contact SAP Education	HR110 £1040/£1180 30 Oct (D) 07 Feb (H)	HR306 £2600 22 Oct (H) 22 Apr (H) 21 Jan (H)	HR311 £2600 Contact SAP Education	HR408 £1560 Contact SAP Education
		HR280 £2080 06 Nov (H) 04 Mar (VLC)	HR310 £2600 04 Feb (H)	HR505 £2080 29 Oct (H) 29 Apr (H) 28 Jan (H)
			OHCR10 £240 Contact SAP Education	TACERT £350/£490 Please see page 49 for all TACERT dates.

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Talent Management and Service Delivery



You might also be interested in the Workforce Process Management curriculum (p.42).

†The following courses are included on the HR050: TERP01, SAP 129, NW001. Delegates working towards certification should take these courses.

Certification Track

To achieve SAP Certified Application Associate - Human Capital Management with SAP ERP 6.0 EHP4 certification (C_THR12_65), you need to complete the following courses:



As an alternative you may also want to consider the SAP HCM Management and Administration e-Academy (THR1e).

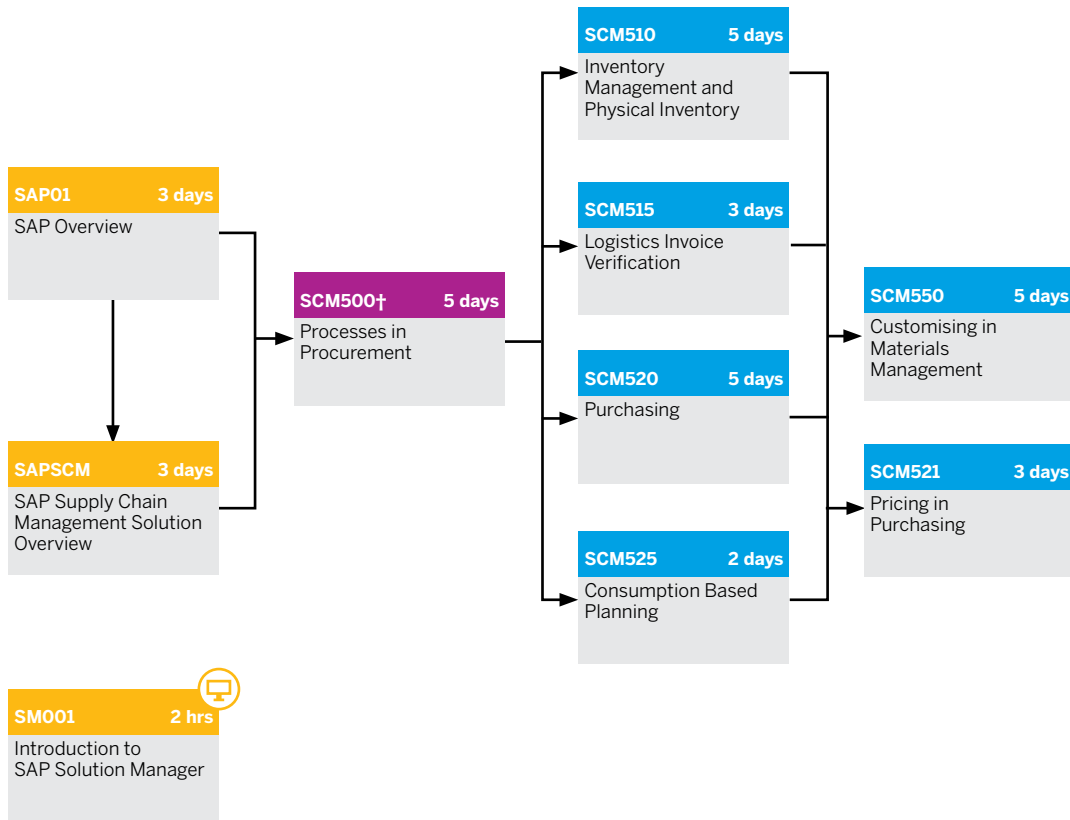
*SM001 - optional e-Learning. Some solution management questions will be included in certification.

Scheduled Training Dates

SAPHR £900 03 Jan (VLC) 04 Apr (H)	HR316 £1560 11 Mar (H)	HR516R £520 Contact SAP Education	HR280 £2080 06 Nov (H) 04 Mar (VLC)	HR110 £1040/€1180 30 Oct (D) 07 Feb (H)
HR050 £2600/€2950 17 Dec (H) 25 Feb (D) 07 Jan (H) 08 Apr (H)	HR305 £2600/€2950 14 Jan (H) 15 Apr (H) 11 Mar (D)	HR510 £2600 10 Dec (H)	OHCR10 Contact SAP Education	HR306 £2600 22 Oct (H) 22 Apr (H) 21 Jan (H)
SM001 £120 Contact SAP Education	HR505 £2080 29 Oct (H) 29 Apr (H) 28 Jan (H)	HR260 £1560 26 Nov (H) 25 Feb (H)	HR290 £1560 19 Dec (H) 04 Mar (H)	HR580 £1560/€1770 05 Nov (VLC) 17 Dec (D)
	HR250 £2600 19 Nov (H) 18 Feb (H)	HR270 £1560 18 Mar (H)	HR272 £1040 21 Mar (H)	HR400 £2600/€2950 22 Oct (D) 11 Feb (H) 12 Nov (H) 08 Apr (D)
	HR515 £1560 13 Mar (VLC)	BIT600 £1040 01 Nov (H) 14 Mar (H)		TACERT £350/€490 Please see page 49 for all TACERT dates.

Key	Overview Foundation Course	Detailed Course	Optional Prerequisite	Required Prerequisite	e-Learning	Heathrow Dublin Maidenhead	(H) (D) (MH)	London King William Street	(KW)	Heathrow or Virtual Live Classroom	(DD)

Procurement



†This course also includes free e-learning



You might also be interested in the Logistics Execution curriculum (p.48).

Certification Track

To achieve SAP Certified Application Associate - Procurement with SAP ERP 6.0 certification (C_TSCM52_64), you need to complete the following courses:



As an alternative you may also want to consider the SAP SCM - Procurement e-Academy (TSCM5e).

*Please note, the SCM510, SCM515, SCM520 and SCM525 can be completed in any order.
 **SM001 optional e-Learning. Some solution management questions will be included in certification.

This is also available as e-Academy

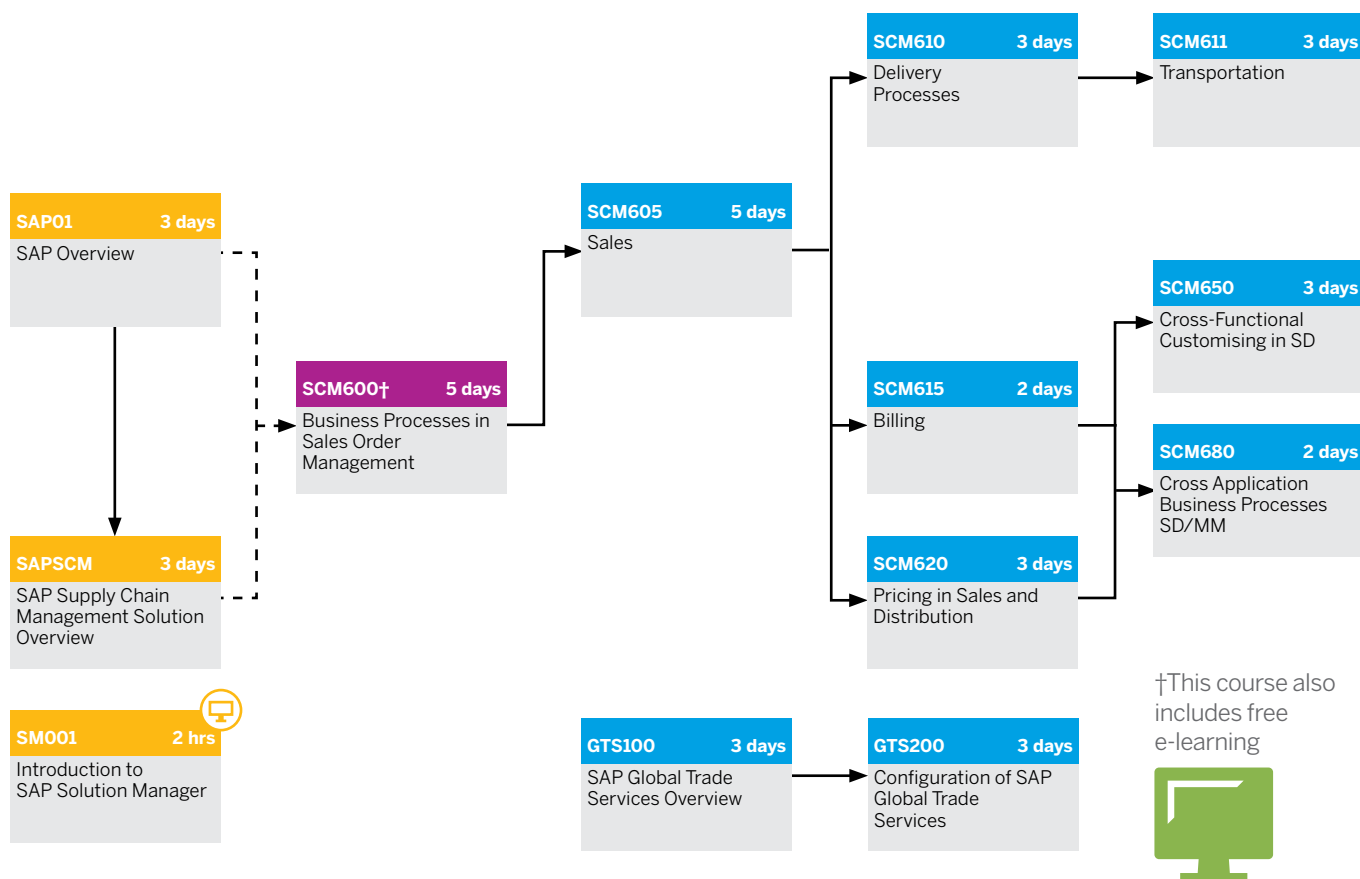


Scheduled Training Dates

Course	Price	Dates
SAP01	£1350/€1530	24 Oct (H) 21 Jan (D) 19 Nov (H) 04 Feb (H) 05 Dec (H) 04 Mar (H) 17 Dec (D) 20 Mar (D) 07 Jan (H) 02 Apr (H)
SAPSCM	£1350	04 Mar (H)
SM001	£120	Contact SAP Education
SCM500	£2600/€2950	12 Nov (H) 28 Jan (D) 10 Dec (D) 08 Apr (H) 07 Jan (H) 22 Apr (D)
SCM510	£2600/€2950	19 Nov (H) 11 Mar (D) 14 Jan (H) 15 Apr (H)
SCM515	£1560/€1770	03 Dec (VLC) 03 Apr (D) 28 Jan (H) 29 Apr (VLC)
SCM520	£2600	26 Nov (H) 22 Apr (H) 21 Jan (H)
SCM525	£1040	31 Jan (H)
SCM550	£2600	10 Dec (H)
SCM521	£1560	Contact SAP Education
TACERT	£350/€490	Please see page 49 for all TACERT dates.

Reserve Your Place - Book Online @ training.sap.com/gb/en

Sales Order Management



†This course also includes free e-learning



You might also be interested in the Logistics Execution curriculum (p.48).

Certification Track

To achieve SAP Certified Application Associate - Sales Order Management with SAP ERP 6.0 EHP4 certification (C_TSCM62_64), you need to complete the following courses:



As an alternative you may also want to consider the SAP SCM - Order Fulfilment e-Academy (TSCM6e).

*Please note, the SCM610, SCM615 and SCM620 can be completed in any order.
**SM001 optional e-Learning. Some solution management questions will be included in certification.

This is also available as e-Academy

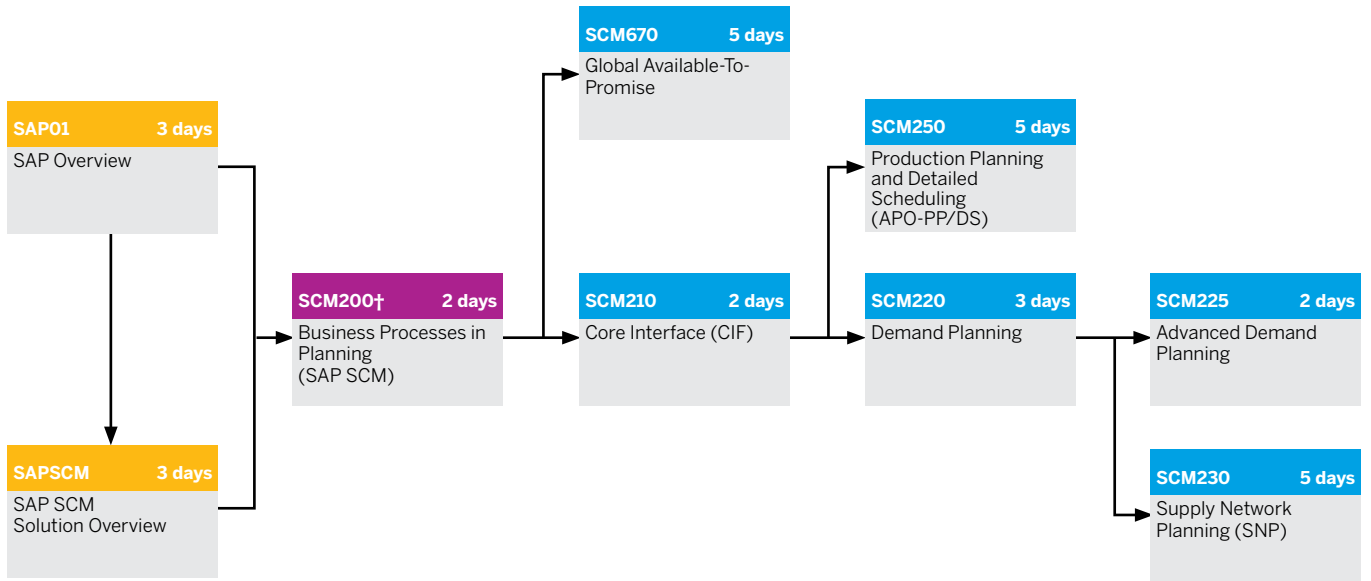


Scheduled Training Dates

Course	Price	Dates	Location
SAP01	£1350/€1530	24 Oct (H) 21 Jan (D) 19 Nov (H) 04 Feb (H) 05 Dec (H) 04 Mar (H) 17 Dec (D) 20 Mar (D) 07 Jan (H) 02 Apr (H)	Heathrow
SAPSCM	£1350	04 Mar (H)	Heathrow
SM001	£120	Contact SAP Education	Heathrow
SCM600	£2600/€2950	22 Oct (H) 18 Feb (D) 14 Jan (H) 08 Apr (H)	Heathrow
SCM605	£2600/€2950	29 Oct (H) 21 Jan (H) 07 Jan (D) 15 Apr (H)	Heathrow
GTS100	£1560	Contact SAP Education	Heathrow
SCM610	£1560/€1770	31 Oct (D) 25 Mar (D) 19 Nov (H) 22 Apr (H) 28 Jan (H)	London King William Street
SCM615	£1040/€1180	05 Nov (H) 07 Feb (H) 19 Nov (D) 08 Apr (D)	London King William Street
SCM620	£1560/€1770	07 Nov (H) 11 Feb (H) 21 Nov (D) 10 Apr (D)	London King William Street
GTS200	£1560	Contact SAP Education	London King William Street
SCM611	£1560	26 Nov (H) 29 Apr (VLC) 04 Feb (H)	London King William Street
SCM650	£1560	12 Nov (H) 20 Feb (H)	London King William Street
SCM680	£1040	Contact SAP Education	London King William Street
TACERT	£350/€490	Please see page 49 for all TACERT dates.	Heathrow or Virtual Live Classroom (DD)

Key	Overview Foundation Course	Detailed Course	Optional Prerequisite	Required Prerequisite	e-Learning	Heathrow	Dublin	Maidenhead	(H)	(D)	(MH)	London King William Street	(KW)	Heathrow or Virtual Live Classroom	(DD)

Manufacturing and Planning SCM-APO



†This course also includes free e-learning



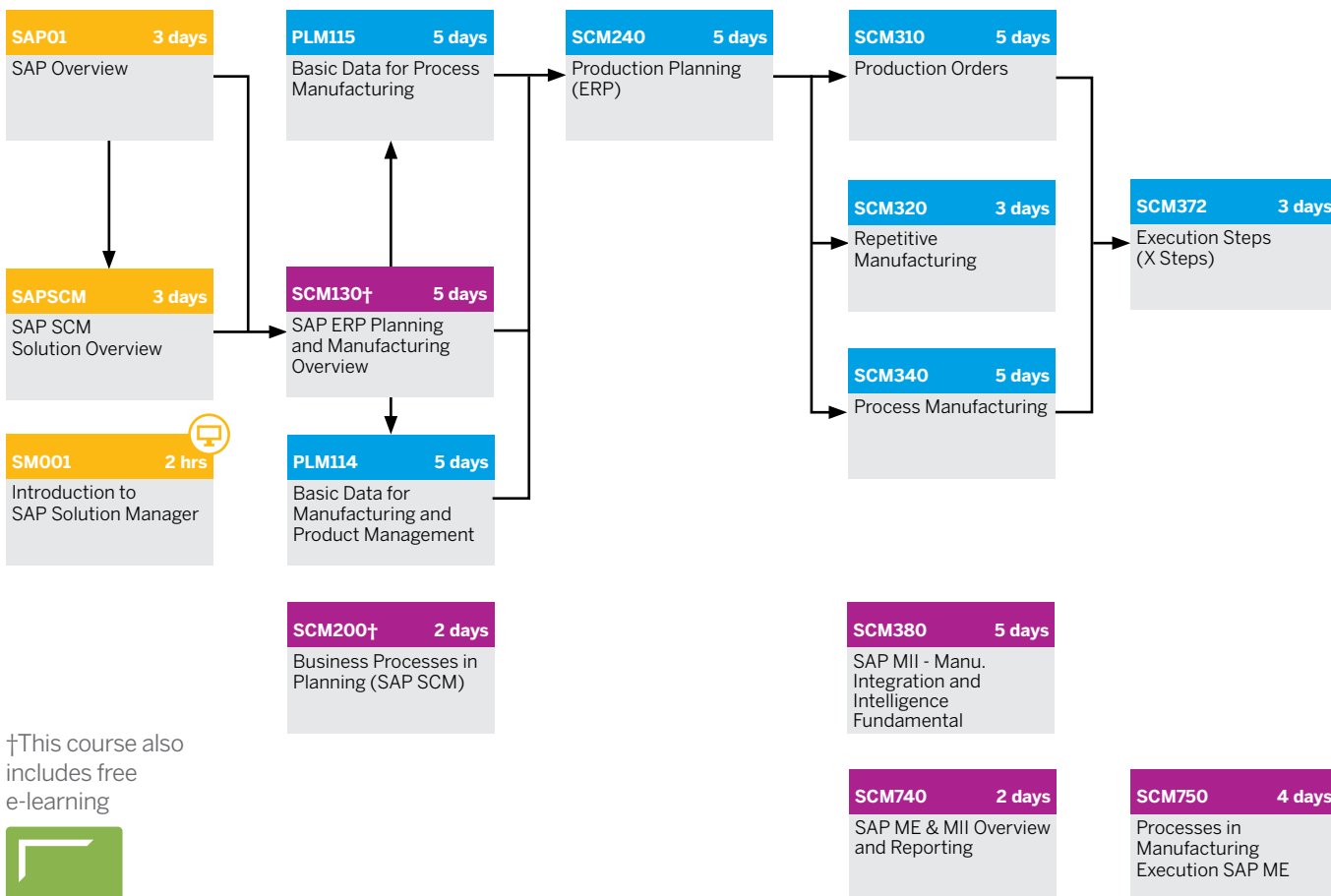
You might also be interested in the Manufacturing and Planning ERP curriculum (p.47).

Scheduled Training Dates

SAP01 £1350/€1530 24 Oct (H) 21 Jan (D) 19 Nov (H) 04 Feb (H) 05 Dec (H) 04 Mar (H) 17 Dec (D) 20 Mar (D) 07 Jan (H) 02 Apr (H)	SCM200 £1040/€1180 11 Feb (H) 15 Apr (D)	SCM670 £2600 10 Dec (H) 18 Mar (H)	SCM250 £2600 03Dec(VLC) 11 Mar (H)	SCM225 £1040 28 Feb (H)
SAPSCM £1350 04 Mar (H)		SCM210 £1040 18 Feb (H)	SCM220 £1560/€1770 17 Oct (D) 25 Feb (H) 21 Nov (H) 17 Apr (D)	SCM230 £2600 26 Nov (H) 04 Mar (H)

Reserve Your Place - Book Online @ training.sap.com/gb/en

Manufacturing and Planning ERP



†This course also includes free e-learning



You might also be interested in the Manufacturing and Planning SCM-APO curriculum (p.46).

Certification Track

To achieve SAP Certified Application Associate - Production - Planning and Manufacturing with SAP ERP 6.0 EHP4 certification (C_TSCM42_64), you need to complete the following courses:



As an alternative you may also want to consider the SAP SCM - Planning and Manufacturing e-Academy (TSCM4e).

*SM001 optional e-Learning. Some solution management questions will be included in certification.

This is also available as e-Academy

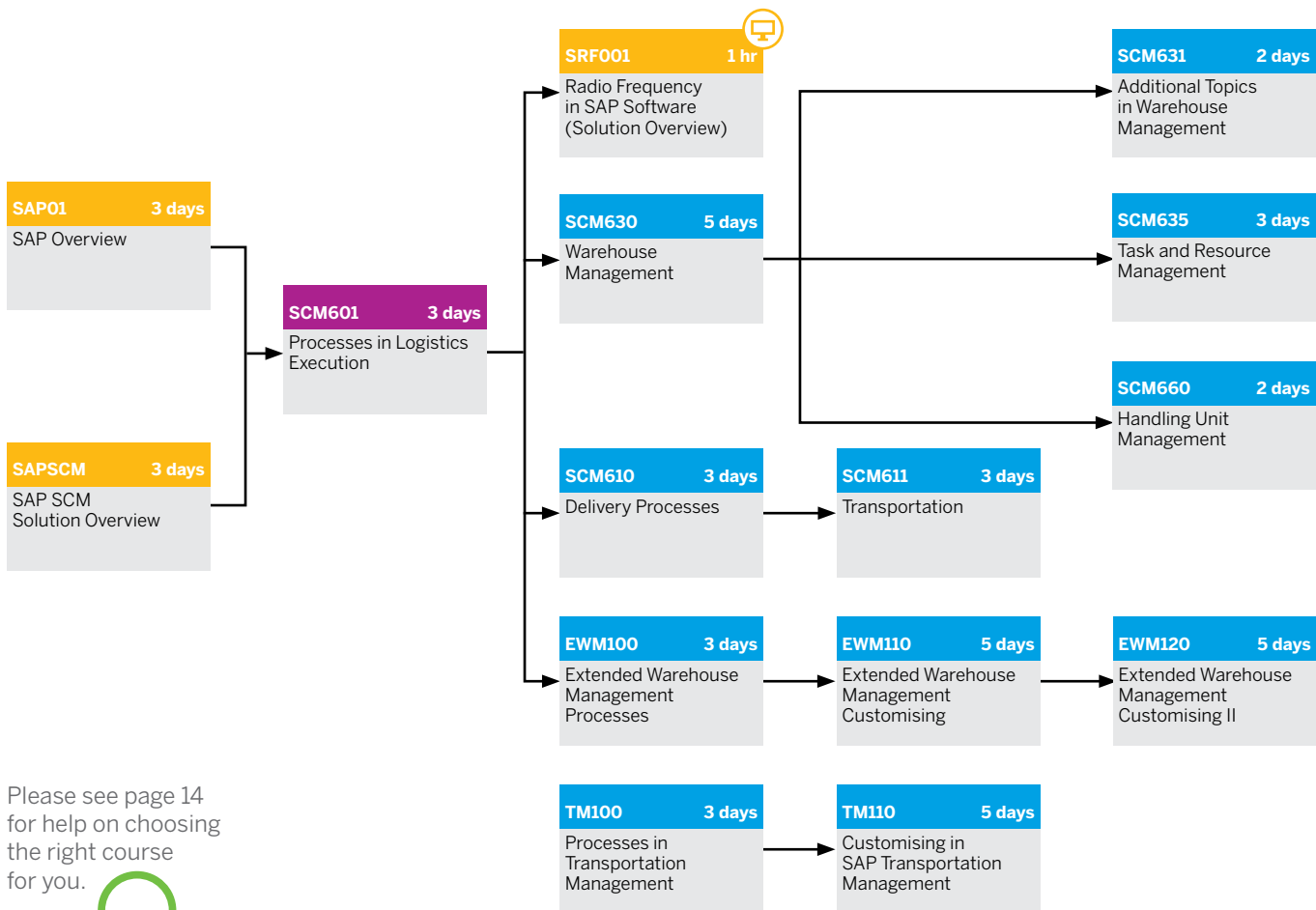


Scheduled Training Dates

SAP01 £1350/€1530 24 Oct (H) 21 Jan (D) 19 Nov (H) 04 Feb (H) 05 Dec (H) 04 Mar (H) 17 Dec (D) 20 Mar (D) 07 Jan (H) 02 Apr (H)	PLM115 £2600 Contact SAP Education	SCM240 £2600/€2950 22 Oct (VLC) 15 Apr (H)	SCM380 £2600 Contact SAP Education	SCM372 £1350 17 Oct (VLC)
SAPSCM £1350 04 Mar (H)	SCM130 £2600/€2950 26 Nov (VLC) 11 Mar (H) 04 Feb (D)	SCM310 £2600/€2950 29 Oct (VLC) 22 Apr (H) 11 Mar (D)	SCM740 £1040 29 Oct (VLC) 28 Jan (H)	SCM750 £2080 12 Nov (VLC) 04 Feb (H)
SM001 £120 Contact SAP Education	PLM114 £2600/€2950 07 Jan (D) 08 Apr (H)	SCM320 £1560 Contact SAP Education	TACERT £350/€490 Please see page 49 for all TACERT dates.	
	SCM200 £1040/€1180 11 Feb (H) 15 Apr (D)	SCM340 £2600 05 Nov (H) 29 Apr (H)		

Key	Overview Foundation Course	Detailed Course	Optional Prerequisite	Required Prerequisite	e-Learning	Heathrow (H)	Dublin (D)	Maidenhead (MH)	London King William Street (KW)	Heathrow or Virtual Live Classroom (DD)
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Logistics Execution System



Please see page 14 for help on choosing the right course for you.

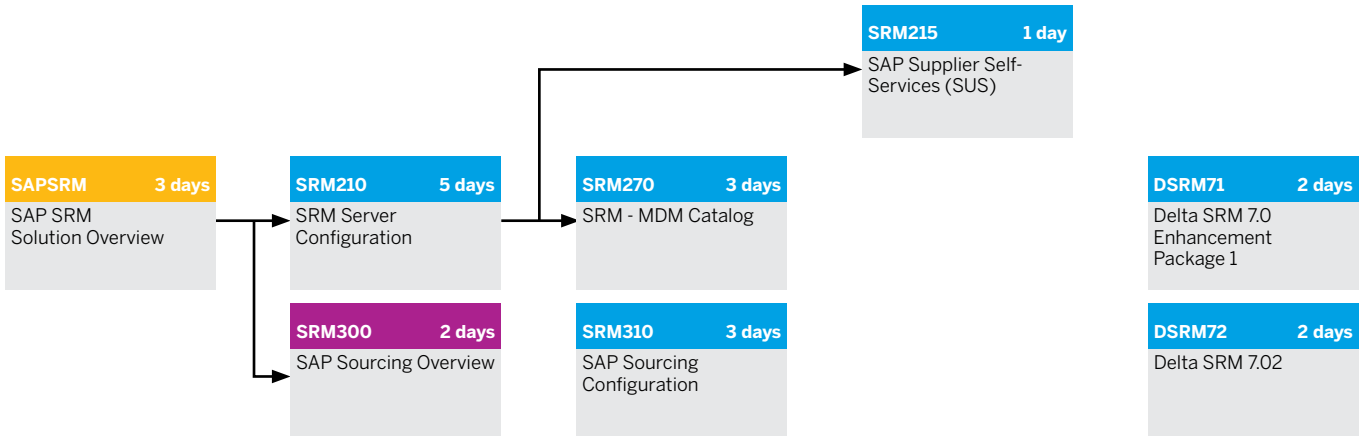


Scheduled Training Dates

SAP01 £1350/£1530 24 Oct (H) 21 Jan (D) 19 Nov (H) 04 Feb (H) 05 Dec (H) 04 Mar (H) 17 Dec (D) 20 Mar (D) 07 Jan (H) 02 Apr (H)	SCM601 £1560/£1770 12 Nov (H) 20 Mar (D) 25 Feb (H)	SRF001 Contact SAP Education	TM100 £1560 03 Dec (H)	SCM631 £1040 10 Dec (H)
SAPSCM £1350 04 Mar (H)		SCM630 £2600/£2950 12 Nov (D) 11 Feb (D) 03 Dec (H) 04 Mar (H)	SCM611 £1560 26 Nov (H) 29 Apr (VLC) 04 Feb (H)	SCM635 £1560 12 Dec (H)
		SCM610 £1560/£1770 31 Oct (D) 25 Mar (D) 19 Nov (H) 22 Apr (H) 28 Jan (H)	EWM110 £2600 05 Nov (H)	SCM660 £1040 Contact SAP Education
		EWM100 £1560 31 Oct (H) 18 Mar (H) 13 Mar (H)	TM110 £2600 Contact SAP Education	EWM120 £2600 12 Nov (H) 08 Apr (H)

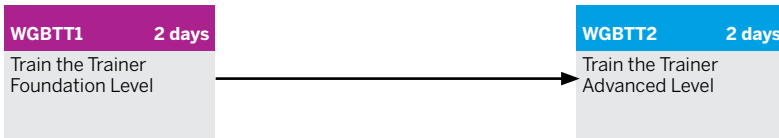
Reserve Your Place - Book Online @ training.sap.com/gb/en

Supplier Relationship Management

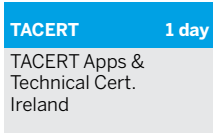


Train the Trainer and Certification

Train the Trainer



Certification



Certification Track

To achieve SAP Certified Application Associate - Supplier Relationship Management with SAP SRM 7.0 certification (C_SRM_70), you need to complete the following courses:



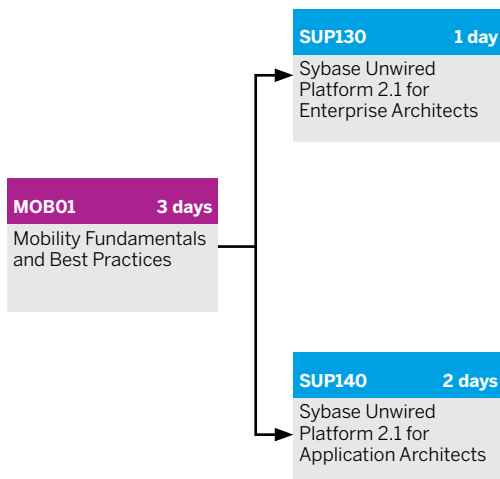
Scheduled Training Dates

Course	Price	Start Date	End Date	Location
SAPSRM	£1350	07 Nov (H)	06 Feb (H)	Heathrow
SRM210	£2600/€2950	22 Oct (D)	14 Jan (D)	Heathrow
		12 Nov (H)	11 Feb (H)	Heathrow
		17 Dec (VLC)	08 Apr (VLC)	Virtual Live Classroom
SRM300	£1040	22 Nov (H)	21 Feb (H)	Heathrow
SRM270	£1560/£1770	19 Nov (H)	25 Mar (D)	Heathrow
		18 Feb (H)		Heathrow
SRM310	£1560			Heathrow
				Contact SAP Education
SRM215	£520			Heathrow
				Contact SAP Education
DSRM71	£1040			Heathrow
				Contact SAP Education
DSRM72	£1040			Heathrow
				Contact SAP Education
WGBT1	£1040			Heathrow
				Contact SAP Education
WGBT2	£1040	17 Oct (H)		Heathrow
TACERT	£350/£490	19 Oct (D)	05 Feb (H)	Heathrow
		25 Oct (H)	14 Feb (H)	Heathrow
		30 Oct (H)	15 Feb (D)	Heathrow
		15 Nov (H)	19 Feb (H)	Heathrow
		16 Nov (D)	28 Feb (H)	Heathrow
		22 Nov (H)	19 Mar (H)	Heathrow
		27 Nov (H)	22 Mar (D)	Heathrow
		06 Dec (H)	02 Apr (H)	Heathrow
		13 Dec (H)	09 Apr (H)	Heathrow
		14 Dec (D)	18 Apr (H)	Heathrow
		18 Dec (H)	25 Apr (H)	Heathrow
		03 Jan (H)	26 Apr (D)	Heathrow
		08 Jan (H)	30 Apr (H)	Heathrow
		17 Jan (H)	31 Oct (H)	Heathrow
		18 Jan (D)	30 Nov (H)	Heathrow
		22 Jan (H)	31 Dec (H)	Heathrow
		31 Jan (H)		Heathrow

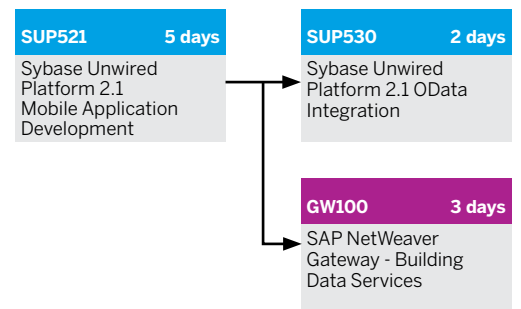
Key	Overview Foundation Course	Detailed Course	Optional Prerequisite	Required Prerequisite	e-Learning	Heathrow	Dublin	Maidenhead	London King William Street	Heathrow or Virtual Live Classroom
						(H)	(D)	(MH)	(KW)	(DD)

Mobility

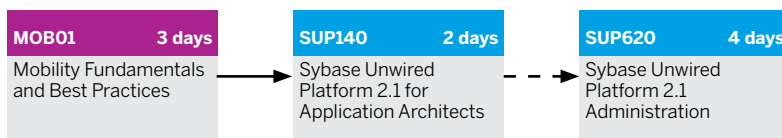
Mobility Architects



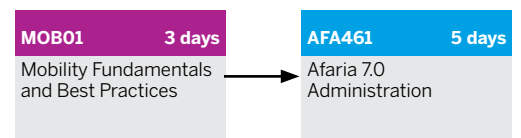
Developers and Modellers



SUP Administrators



Afaria Administrators



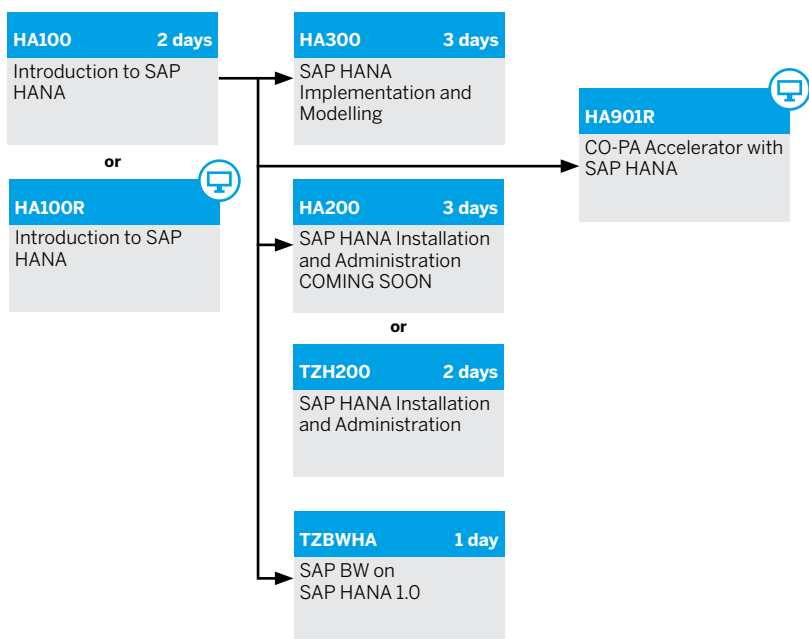
Schedule Training Dates

MOB01 £1560 12 Nov (H) 11 Mar (H) 21 Jan (VLC)	SUP521 £2600 03 Dec (VLC) 18 Feb (VLC) 07 Jan (H) 08 Apr (H)	SUP620 £2080 22 Oct (VLC) 28 Jan (VLC) 26 Nov (H) 25 Mar (H)	AFA461 £2600 Contact SAP Education
SUP130 £520 14 Nov (H) 13 Mar (H) 23 Jan (VLC)	SUP530 £1040 Contact SAP Education		
SUP140 £1040 24 Jan (VLC)	GW100 £1560 17 Oct (H)		

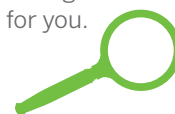
Reserve Your Place - Book Online @ training.sap.com/gb/en

SAP HANA

SAP HANA



Please see page 14 for help on choosing the right course for you.

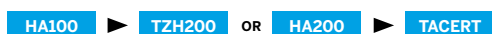


Certification Track

To achieve SAP Certified Application Associate - SAP HANA 1.0 (C_HANAIMP_1) you need to complete the following courses:



To achieve SAP Certified Technology Associate - SAP HANA 1.0 (C_HANATEC_1) you need to complete the following courses:



Scheduled Training Dates

HA100 £1040 12 Nov (H) 04 Feb (H) 03 Dec (H) 04 Mar (H) 07 Jan (VLC) 08 Apr (VLC)	HA300 £1040 14 Nov (H) 06 Feb (H) 05 Dec (H) 06 Mar (H) 09 Jan (VLC) 10 Apr (VLC)	TZH200 £1040 19 Nov (H) 10 Dec (H)
HA100R £350 Contact SAP Education	HA910R £420 Contact SAP Education	TACERT £350/€490 Please see page 49 for all TACERT dates.
	HA200 £1560 Contact SAP Education	
	TZBWHA £520 18 Oct (VLC) 13 Dec (H) 22 Nov (H)	

Key	Overview Foundation Course	Detailed Course	Optional Prerequisite	Required Prerequisite	e-Learning	Heathrow Dublin	(H) (D) (MH)	London King William Street	(KW)	Heathrow or Virtual Live Classroom	(DD)
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Tailored for Project Teams: Customer Specific Training



SAP Education is the **largest SAP training provider in the UK** but did you know that as well as offering **over 300 standard schedule courses**, we can also provide **tailored training**? If you need to change location, content or timing of any of our standard courses, we can help you explore the option of **customer specific training (CST)**.

WHAT IS CUSTOMER SPECIFIC TRAINING?

Customer specific training is delivered for a defined group of participants.

It might be:

- A programme based around a standard scheduled course, or including elements from several, but with a **specific focus on your industry** and your own business processes
- A standard course from our catalogue, but **delivered at a more convenient time** to suit your schedule, or for a larger number of your own project team
- A workshop based on **cutting edge technology** or **niche functionality**, offered when the public scheduled training isn't generally available
- **Individual coaching**
- Structured **workshops** to key users

In addition, it's often much more than an education session. By bringing **key team members** together into an exclusive learning environment, you give them the opportunity not just for formal training, but also for more general **discussion and teambuilding**, particularly useful at the start of a project. We can run sessions from an hour or two for an on-site exam, up to a 4-5 week Academy style **bootcamp**.

The key to the success of a customer specific training programme is that SAP UK is able to deliver topics of high relevance to your people, without spending time on areas less important to the team and to your business: **tailored training delivering what you need, where you need it, when you need it**. As an example, we recently ran a session for a partner on four consecutive Tuesday evenings, allowing time for delegates to digest knowledge and prepare questions for the trainer for the next weekly session.

WHAT ARE THE DELIVERY OPTIONS?

1. At an **SAP UK dedicated training centre**
2. On your own site, using your **own PCs** to access SAP systems via a **Citrix Secure Gateway** (subject to technical qualification)
3. On your own site using **SAP's mobile classroom suite** (subject to technical qualification)
4. At one of the **high quality training premises** we have identified throughout the UK
5. At the participants' own desk, through our industry-leading **Virtual Live Classroom** option

HOW DOES IT WORK?

Contact our CST team, or your dedicated **Education Enablement Executive**. Our content experts will help you identify your requirements and your **business goals** for your education program. We will look at the number of people to be trained and the delivery format and location you'd prefer. We'll discuss the detail of the training content with you – making sure we can match your expectations as closely as possible, before clarifying the logistics and formalising the proposal for you.

Once you have identified your chosen option, we will issue you with a formal order form, which you return to us with your payment information. Customer specific training in the UK is covered by our **Preferred Card scheme**.

If you have any questions or would like some further information about Customer Specific Training, please drop us a line at education.cst.uk@sap.com or call us on **0808 234 7095**.



The Best-Run Businesses Run SAP™

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