



## Key Highlights

### Company

SAP AG  
www.sap.com

### ISV Overview

SAP AG is the world's largest business software company and the world's third-largest independent software provider overall.

### Key Industry Needs

SAP helps public and private universities, multi-campus institutions, research agencies, and medical colleges improve student services, gain financial control, enhance operational visibility, improve strategic decision making, and reduce costs.

### Solution

SAP solutions support all organizational processes, including campus management for student and academic services, grants management, student life cycle management, financials, operations, human capital management, procurement, analytics, research, and asset management.

### Key Business Benefits

SAP provides proven solutions that address key budgetary and service issues. And that positions educational institutions to attract and retain the best academic talent—and maximum funding.

### Sun and SAP

Sun's advanced information technology platform is the ideal platform for SAP solutions, providing manageability, flexibility, security, and integration within a heterogeneous IT landscape

### Products

SAP Business Suite  
SAP for Higher Education & Research

## Education Solutions

# Comprehensive SAP Solutions

Meeting the Unique Needs  
of Higher Education



SAP has a rich history of innovation and growth that has made them the recognized leader in providing collaborative business solutions for all types of industries—in every major market. The company, headquartered in Walldorf, Germany, employs more than 39,300 people in more than 50 countries, and serves more than 38,000 customers worldwide.

SAP has delivered a business platform that unlocks valuable information resources, improves supply chain efficiencies, and builds strong customer relationships. SAP for Higher Education & Research provides a portfolio of highly scalable solutions designed to meet the unique needs of public and private universities, multi-campus institutions, research agencies, and medical colleges. The solutions are powered by the SAP NetWeaver platform, which allows the creation of applications on top of existing infrastructure and fully leverage current IT investments—for long-term adaptability, lower costs, and flexible response to changing strategies.

### Solution Overview

SAP solutions support the full range of higher education organizational processes, including:

- Student life-cycle management
- Grants and funds management
- Financial management, budgeting, and planning
- Relationship management, institutional development, and enrollment management
- Governance and compliance
- Human capital management
- Procurement
- Enterprise asset management
- Business services
- Performance management

Demands for accountability and financial transparency are met with executive dashboards, alerting and reporting, security and identity management, content and records management, and workflow and business-process management.

### Benefits

In today's competitive academic environment, organizations must differentiate themselves by providing personalized, timely, and easily

accessed information. SAP solutions support all processes from front office to back office. Integrated workflow results in fast, organized, and productive management processes across the campus and research community.

Many higher education and research organizations spend the bulk of their IT budgets on maintaining existing infrastructure and integrating heterogeneous systems. Enterprise service-oriented architecture (enterprise SOA) based on the SAP NetWeaver platform, allows SAP to integrate students, faculty, and staff with information and business processes while reducing complexity and cost.

### SAP Solutions on Sun

Sun works closely with SAP to provide a highly scalable, available, and optimized computing environment for SAP solutions. People and technology are applied in equal parts, to build a computing environment for SAP solutions that brings manageability and flexibility to the data center, security to the enterprise, and integration within the heterogeneous IT landscape. "Sun's

data center solutions help customers derive significant value from their SAP investments. We enable universities to provide an always-on environment for their key applications,” says Sun’s Jay Visvanathan, Market Development Manager–Higher Education.

The extraordinary quality and efficiency of Sun technology is well suited to satisfy the demands of customers who run SAP business solutions. Sun’s Solaris™ Operating System is recognized as the gold standard for security and reliability. In addition, Sun has been placed in “Leaders” quadrant for identity management by the Gartner Group in their Magic Quadrant report. These are key attributes required by customers running enterprise resource management applications. The quality design and high performance of Sun servers is evidenced by InfoWorld’s selection of the Sun Fire™ X4600 as “Best Server” of the year. Also, 36% of the world’s data is archived on Sun StorageTek™ solutions, making Sun an outstanding choice on all counts.

In addition to Sun’s highly reliable and scalable server and storage products and Sun Java Enterprise System, Sun’s infrastructure solutions for SAP provide flexibility through pools of virtualized resources. Sun’s N1™ Advanced Architecture for SAP Solutions helps institutions transform their entire SAP infrastructure and data center into a unified virtual system consisting of pools of resources that can be continually monitored, controlled, and managed for optimal performance.

Sun Solution Centers for SAP provide technical expertise and comprehensive services to address the selection and implementation of SAP’s enterprise software applications and business solutions. Sun Solution Centers provide a single, trusted avenue for prospects and customers to:

- See SAP Business Suite product demos in a real operating environment.
- Test specific functions of SAP Business Suite, in different combinations, with different configurations.
- Work with Sun to develop a proof-of-concept based on precise business needs.

The Sun Solution Centers for SAP are located in the US (Menlo Park, California and McLean, Virginia), Tokyo, Japan and at SAP headquarters in Walldorf, Germany.

#### Sun Education and Research

Sun seeks to help customers build the Digital Campus, a unified campus network in which individuals can interact and collaborate in a seamless, secure personalized environment for learning. Our vision is to eliminate the “Digital Divide” that can deny people access to education simply because they don’t have access to the right technology. We’ve dedicated ourselves to providing people with all the tools they need to reap the benefits of the Participation Age.

To find out more about Sun’s technology and solutions for Education and Research, visit [www.sun.com/edu](http://www.sun.com/edu) or send email to [edu-enterprise@sun.com](mailto:edu-enterprise@sun.com)

#### University of Mississippi Succeeds with Sun and SAP

The University of Mississippi, a leading research university, partnered with SAP and Sun Microsystems to develop and implement SAP Campus Management. As a result, students have Web-based access to a variety of services, while student-related processes are more efficient. Plus, the university has a flexible IT platform for the future.

##### Key Challenges:

- Inefficient student-related processes
- Outdated, limited IT

##### Project Objectives:

- Replace legacy mainframe systems
- Provide Web access to student information and services
- Comprehensive solution for campus management

##### Key Benefits:

- Enhanced service to students and faculty
- Streamlined student support processes
- Helped reduce costs
- Provided support for ongoing evolution and improvement