

AFRICA SAP USER GROUP

Launch of the Banking SIG

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07

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AGENDA

Review AFSUG Launch

What the AFSUG + SIGs mean to SAP Africa and to SAP Customers

The AFSUG SIG Info

Introduction

“The mission of Banking is to provide a forum for users of SAP systems to share information and experiences, and to jointly communicate with SAP Africa on items of mutual interest.”

Main Objectives

Networking

- To share information, experiences and knowledge among local users
- To engage with the SAP ecosystem (SAP & SAP Business Partners)
- Cross-pollinate ideas with other global SAP User Groups

Influencing

- To identify local business and industry needs and ensure SAP is aligned to deliver these from a global product and local service perspective

Educate

- To learn about new technologies & SAP application
- To gain insights into approaches used in member companies
- By sharing knowledge; to enhance business performance in Africa

User Community Requirements

Interviewed small sample of key users and feedback from Business Forum suggests the following requirements :

- Specialised events
- CIO Forums
- **SIGs**

As such events for 2007 have been structured accordingly

Membership Categories for 2006

Membership categories :

- Membership of AFSUG will be discussed with individual organisations.

SIG Membership

- At this stage SIG events are free for any employee of a company that is a paid up AFSUG Member
- Let your SIG know your contact details

SIG Communication

AFSUG Portal

- Each SIG will have an area on www.afsug.co.za

Directly with the SIG

- They will contact you via a list
- You need to make sure you (or the right person from your company) is on the list for the right SIGs
- Best for each SIG to have a Communication Manager“

Events : CIO Forum

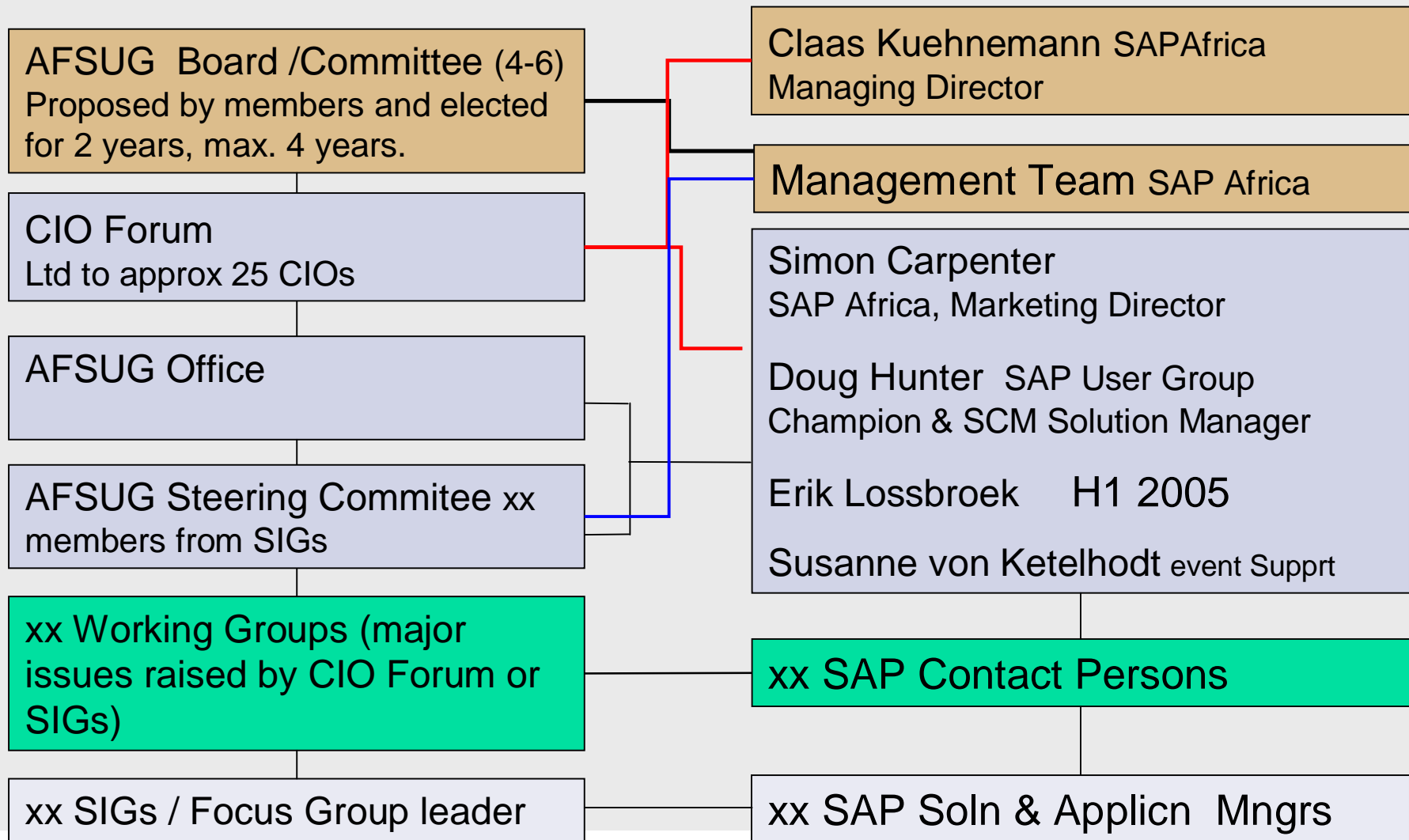
Information Exchanges must be **peer to peer & common interest** to attract the right level of discussion

Strategic, business enabling issues should be the higher level discussions

Facilitated Expert Discussion

- Few people (target only the top 25 CIOs in SA)
- Attendees **MUST** be CIO. If not a CIO they do not attend.
- Have an expert speaker set the scene and discuss a current hot business issue from a global and local business point of view.
- Facilitate an open discussion with the execs.
- Probably over a dinner in a private room
- CIO Forum has dialogue meetings with the SAP Management team
- Should never be a CIO stream at major events – always be a separate event.

AFSUG – SAP the operational relationships



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What does AFSUG/SIGs mean?

To CUSTOMERS

A communication channel

A forum to be heard and feedback ideas/needs/concerns

A place to learn about what's new from SAP

A place to see what others are doing and gain synergy (share experiences)

A place to get **value** out of the SAP relationships

To SAP

A communication channel

A forum to **create awareness** of new functionality etc

A soft sales channel – only if it is not “over the top”

A means of surfacing and fixing customer service issues

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Topics

Review AFSUG Launch

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SIG Events

OBJECTIVE

To attract a good cross section of SAP users

To help get ongoing support from users to run SIGs

To spread the word/network about each SIG

To create a valuable platform for information exchange with peers

This is NOT a training platform for consultants

To provide interesting and useful SAP relevant information

This is NOT a sales platform for SAP or its partners

Current SIGs and SAP Owners

Alvin Paules

NetWeaver and Technology SIG
SAP Enterprise Portals and KM SIG (part of NW)
Business Intelligence SIG

Extended Financials SIG
Human Capital Management SIG
Education SIG

Customer Relationship Management SIG
Supply Chain Management SIG
Supplier Relationship Management SIG
Product Lifecycle Management SIG

Automotive SIG
Utilities SIG

Other SIGs being suggested

- **Loans Management**
- **Financial Services Executive**
- **Metropolises and Municipalities**
- **Parastatals**
- **Local and national Government**
- **Retail**
- **Oil and Gas**

Are these SIGs or SIG content ??

Example - Special Interest Groups program 2007

SIG / Month	J	F	M	A	M	J	J	A	S	O	N	D
Extended Financials		X			X			X			X	
Portals and KM		X			X			X			X	
NetWeaver and Technology			X			X			X			X
Business Intelligence			X			X			X			X
Human Capital Management				X			X			X		
Customer Relationship Management		X					X				X	
Supply Chain Management		X					X				X	
Supplier Relationship Management			X			X			X			
Product Lifecycle Management			X			X			X			
Education				X			X			X		
Automotive				X								
Utilities								X				

Type of Events

Presentations

- Updates from SAP
- Show and tell from customers, partners and SAP

Discussion Forums

- Case Study discussion
- Bring a problem to jointly resolve
- Dinner meeting

External Events

- Site visits / Customer Open Days
- Have a SIG group meet at external conferences – possible add some SAP specific sessions
- Attend SAP overseas events as a group

Thank You

Your ... Questions, Ideas, Warnings ???