



SAP Authorised Training & Global Certification Program



CONNAISSANCE IT
...the convergence point where
aspiration meets happiness.



SAP Consulting | SAP Education | SAP Resourcing | SAP Product Development & Services

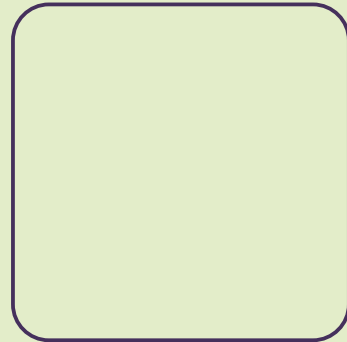


Connaissance
where Employees enjoy. Customers rejoice

OUR CORE PHILOSOPHY

"...while we innovate to create best products and services,
we are actually in the business of manufacturing happiness."





The power of



For a while I will keep everything aside to just focus on the power of the letter '*i*':

Without '*i*' being powerful, how will I change my life,
my family, society and the world?

And I realise that to make '*i*', powerful another
'*i*' will have to change sooner or later
and that is 'Income'.

And Income to change 'Career' must change. I need to introspect this change deeply.

Celebrating the power of '*i*' lies at the core of all future celebrations.

And today could just be the turning point.

CONNAISSANCE HELPS YOU CELEBRATE THE POWER OF *i*

SAP Global Certification Program, sapstudio.com, firstsapjob.com,
assesscareer.com & virtualjobfair.co.in

All for you, to truly make this step a turning point in your career



We believe creating happiness is creating true value.

ABOUT US

Connaissance Group has interests in three core sectors of Realty, Education and IT. It is a more than a 200 Crore group. All the group companies which were separate entities are being put under one banner "Connaissance" and therefore we will have a completely new website soon.

OUR CORE PHILOSOPHY

With our genre of entrepreneurship, we feel creating happiness is creating true value. Those who would disagree say, its Shareholder Value. Easy as it might seem, this art is the most difficult science. We therefore say that while we innovate to create the best products and services, we are actually in the business of manufacturing 'Happiness'.

OUR AREAS OF BUSINESS

REALTY

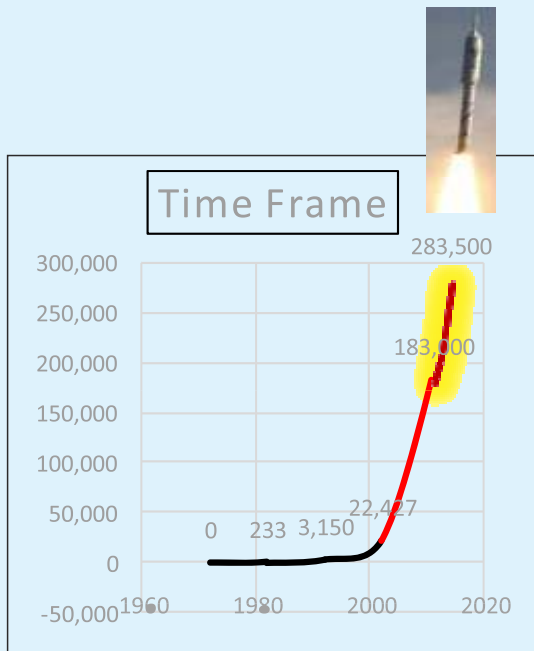
Connaissance Realty is a major player in the realty sector in Bangalore engaged in land development, constructions, and other real estate activities of buying, selling, leasing and consulting.

EDUCATION


Connaissance Education is engaged in education in K-12 category at the moment with its school, Shri Ram Vidyalaya in Jayanagar which is one of the reputed schools in South Bangalore. We run the school under charity.

IT

We believe that IT is an art. This artform requires a deep sense and science of imagination. Connaissance IT is into Training, Resourcing, Consulting & Support, Product & Platform development and Applications around contents. It is also an authorised partner for SAP Global Training & Certification program. Presently we have centres in Bangalore and Hyderabad. In SAP Consulting we have multiple projects of customers like Kurlon, Unichem, etc.



SAP's actual growth graph



Bill McDermott; CEO of SAP Says
"Companies depend on SAP more than ever to innovate;
CEOs look into my eye and say I need you to help me improve my business."
- taken from forbes.com
That's why SAP tagline says Best Run Business Run on SAP

About SAP

Some interesting historical facts:

- Started in the year 1972 by 5 ex IBM Employees.
- Its first customer in 1973 was Imperial Chemical Industries
- SAP went through the evolution of R/1, R/2, R/3 and now HANA platform

Now

SAP AG is the largest producer of standard enterprise-wide business applications. With a customer base of 2,53,500 and revenue of \$ 22 billion, (more than Rs. 1 lac crore) and operations in 188 countries it has become a de-facto technology for organisations worldwide. The speed of SAP customers growth can be seen from the fact that it acquires almost 33 customers everyday. SAP has upped its ante to have a global presence through its cloud platform and in the process create 1 Billion User. Unimaginable to think that 1 out of every 7 person on the globe will be SAP user. Such figures are difficult to comprehend and have never been in the corporate history of the world. The explosive growth is a result of exponential growth in Customer Base.

SAP in India

More than 5000 companies have implemented SAP in India. Thousands of other companies are preparing to get on to SAP bandwagon. SAP India is therefore the fastest growing subsidiary of SAP AG, Declared as the 'Hub of the year in Asia Pacific and Japan', SAP India witnessed an unprecedented growth of over 100% both in terms of license revenue and customer acquisition.

SAP Facts

- SAP Customers produce more than 82% of the world's medical devices
- SAP Customers distribute more than 78% of the world's food.
- SAP Customers produce 62% of the world's movies
- SAP Customers Fly more than 1.1 Billion Passenger Worldwide annually.
- 65% of the world's TV are produced by SAP Customers
- SAP customers produce more than 50% of the world's branded jeans
- SAP Customers produce more than 86% of the world's athletic footwear
- SAP Customers manufacture more than 77,000 automobiles per day.
- 70% of the world's economy transactions touches an SAP System
- 66% of the world's GDP moves through SAP System.

- Facts taken from sap.com

We bet, it will be your most coveted Training & Certification program.



SAP Training & Certification Programs

Technical Modules	<p>SAP ABAP – Advanced Business Application Programming, SAP BI – Business Intelligence, SAP BASIS</p> <p>For ABAP you need to have knowledge of programming, for SAP BASIS, you need to have knowledge on System Administration, and for SAP BI you need to have knowledge of Business Analysis and Datawarehousing or Reporting tools.</p>
Functional Modules	<p>SAP FI – Financial Management, SAP CO – Managerial Accounting, SAP HR – Human Capital Management, SAP SD – Sales & Distribution, SAP MM – Material Management, SAP PP – Production Planning, SAP PS – Project Systems, SAP PM – Plant Maintenance, SAP QM – Quality Management, SAP CRM – Customer Relationship Management, SAP SRM – Supplier Relationship Management, SAP APO – Advance Production Optimization</p> <p>If you have a good process knowledge and understanding of any business function, SAP is for you.</p>

Delivery Methodology

ILT - Instructor Led Training	<p>An instructor of repute certified by SAP in Subject and certified by Connaissance for training skills, conducts the training program (Mon – Fri)</p> <p>The duration of most of the course is 20 days</p>	<p>FI, CO, HR, SD, MM, BI PP, PS, PM, QM, ABAP, BASIS, CRM, SRM and APO</p>
OLT - Online Training	<p>No instructor but a Learning Management System with the voice over of a Consultant. It is a Supported learning that ensures availability of constant & consistent help to participants through Help Desk - Doubt pad, NetMeeting, Voice Chat & Web Chat supported by SMEs from SAP India</p> <p>It is a Self-Driven slow pace training with flexibility to finish the training in 3 to 5 months (200 hours) from our Online Training Centre from 8AM to 10PM which is open even on weekends</p>	<p>FI, CO, HR, SD, MM PP, ABAP, PM & BI</p>

At Connaissance we add life to SAP format of training & certification by making delivery an experience for you. World Class training center | Most rigorous practice in selecting trainers | Customer Service just a ring away | Unique Post training services | Unique Placement through our portal initiative | The best Interview Readiness Program helping you reduce training to job cycle| Alumni Revenue Earning Program |

No wonder then, that we call ourselves the IIT of SAP Education.

The world is fiercely competitive, discover the new found confidence with the SAP's global certification to edge out others...



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SAP Certification : Why Certification is a necessity today:

- Advantage over Peers - In today's competitive market, individuals who demonstrate that they possess essential business and technological skills enjoy a significant advantage over their peers. This is particularly true if your expertise includes SAP software. And validation of your skills in SAP happens through SAP training & certification program.
- Competence takes precedence over experience: To accelerate your career, you need to demonstrate that you are part of an elite group with the talent and competence required to optimize SAP software. The SAP certification program provides that competitive edge. Those who hold SAP certification have obtained their skills through rigorous study and have proven themselves by passing demanding, process-oriented examinations.
- Clients rejection is negligible if certified: Since SAP is the bedrock of the IT infrastructure of organisations and a lot depends on the proper functioning of SAP system for organisations globally that they want the implementation to be in right hands. Today organisations across the world prefer to have certified consultants who have proven knowledge and competence and have undergone the rigor of training through program designed by SAP itself.
- Billing for projects higher with certified consultants – With the rise in competition, the billing per employee has taken a beating. In such a scenario organisations are under the pressure to increase the billing to increase their revenue and one of the strategies is to use certified SAP professionals so that the clients pay higher per hour rate helping them have better revenues.
- Fake resumes have grown exponentially over the years – IT Industry is besieged with the problem of fake resumes making it very difficult to identify the good ones from the fake category of resumes. And therefore HRs have become more reliant on certification to separate the grain from the chaff. Even NASSCOM is preparing the database of software professionals in the industry and allot NAC Id to each one of them. This will also help to track the fake resumes.
- Critical technology, Best people philosophy – SAP is the most critical technology for organisations today and therefore they want the people with right skill set and competence to work on SAP. Most companies therefore openly declare that if you are not certified, recruitment would not be a possibility.
- First time job seeker in SAP – If you seeking your job in SAP for the first time, without certification companies will not entertain you. Almost all companies ask for certification and this trend is only going to become even stronger in coming years and decades. As SAP keeps gaining the tag of most sought technology, people required for SAP will also have to undergo rigorous screening. The best advice could be to be on the right side of SAP which is to do an authentic certification program.

Levels of Certification

1. Associate Level: This certification is to validate fundamental knowledge and skills in SAP software
2. Professional Level: This certification is to prove SAP project experience and a more detailed understanding of SAP solutions.

For details on SAP training & certification please visit www.training.sap.com



For Technology Jobs of Tomorrow the most important question would be "Do you know SAP."

Career is a matter of heart. SAP can come nearest to your heart on thoughtful introspection.

The career analysis sequence: The Interest Shift: The Interest Capability Paradigm: Inclination towards technology. The Disruption & Obsolescence Analysis: The Importance & Sustainability Analysis: The Job Market: How Big and the Job Possibilities. Money matters and therefore the growth in Income. Overall satisfaction possibilities with the job.

1. The Interest Shift: Deciding to take a completely new path, charting a completely new course is a way of life for all of us. At some point of time we decide to take a shift as our interest shifts. Try introspecting deep down to understand if you really see your interest shifting and if you would like to adopt a profession beyond the present. And if you are inclined towards IT, we assure you that you will invariably incline towards SAP.

Q. Is the thought of job change very strong and do you see technology as the next career goal? · (Yes, No)
If yes, you are closest to SAP.

2. The Interest – Capability paradigm – First check the Interest shift but thereafter also dwell on your capabilities for the new found interest. The career is most sustainable when you have the interest and also the right set of capabilities. So map yourself on the interest capability matrix and see the intersection point. If you have interest towards the technology and the right set of capabilities, then adapt yourself to the most happening technology which is SAP, the destination for career seekers today.

Q. Does SAP excite you and therefore an area of interest for you? Do you have SAP knowledge or domain knowledge, if yes your capability is established. Out of 10 where do you see in the intersection point of your Interest in SAP and capability in SAP? · · (Give points to yourself out of 10)

3. The Disruption & Obsolescence Analysis: When you are going for the shift in career you must deeply introspect to understand whether the underlying business model, technology structure, way of doing business is likely to get disrupted. Is some part of the business or technology facing obsolescence? For example: A decade back tailor would make shirt and trouser, while today you buy of the shelf. You do not go to tailor anymore. MAKE & BUY creates the biggest disruption. In IT Industry, the use of languages, like C, C++, .Net, etc to MAKE application which was the most favourite job for Engg. Freshers have got challenged by SAP since it has considerably reduced the requirement to MAKE software for companies and therefore IT services companies which conventionally used to make the software are facing a huge challenge to sustain, the way of doing business having got disrupted by SAP.

Q. The logic of technology obsolescence lies in MAKE, BUY and the criticality of technology for the organisation. With whatever counselling and the knowledge that you have comment whether SAP can see the same disruption or obsolescence? · (Yes, No, Can't say)



In the final analysis you would put a full stop with SAP as your next career destination.

4. The Importance & Sustainability Analysis: If there is a possibility of obsolescence of business or technology, you can be in job for sometime but you cannot make a life-long career. A job can be for a short time but career is always for a very long time. SAP is a critical technology and the bedrock for organisations today. Its importance lies in the fact that it can be likened to the human body's central nervous system. It is the most sustainable technology of the future for organisations. We do not say this. S&P Dow Jones Sustainability report the world's best organisation to do research on sustainability of companies say this. SAP has been named the highest ranked software company in the world in this report. Check S&P Dow Jones sustainability report. Mathematically also we can prove that it will be the most sustainable technology.

Q. Do you believe that SAP will be the most sustainable organisation for the future? · (Yes, No)

5. The Job Market of SAP: How big and the job possibilities: In technology no one has dreamt of one Billion User which means out of every 7 person 1 will work on SAP. Check SAP's CEO, Bill McDermott's announcement on the web. India itself has more than 10,000 companies which have implemented SAP. Apart from that there are more 250 companies which are partners of SAP. At least 50,000 jobs are getting created every year in SAP Implemented companies, SAP Implementation partners, SAP technology partners, SAP Services partners etc. This is one of the largest pool of jobs in IT today.

Q. Are you convinced about the job possibilities that SAP creates? · (Yes, No, Can't Say)

6. Money matters and therefore possibilities of growth in Income: SAP is a critical technology and anyone working on SAP are critical resource for the organisation. And since they are critical they are paid a handsome salary. Around the world the salary of SAP consultants are higher than the conventional salaries equivalent to that position/designation. Check Payscale.com, you will find that SAP consultants are paid the highest in the world.

Q. With the knowledge that you have, do you believe that you can get better salary in SAP? · (Yes, No Can't Say)

7. Growth in Career: About Growth in Career you can be rest assured that the highest level in the organisation in technology will be occupied by SAP consultants. If yesterday's Chief Technology Officers (CTO) used to come from other technology domains, tomorrow's CTOs will come from SAP domain. You will grow from Associate Level consultant, gradually to Project Manager and various other level in technology designations with your seniority.

Q. Do you believe that SAP can finally give the satisfaction of growth in career and everything that you seek to get from SAP for your career? · (Yes, No, Can't Say)

Have you got the answer. If not we will strive to give you more information so that you take informed decision.

NOTES



Mirror yourself in SAP for life changing answers

WEAKNESS

NO

STRENGTH

- World's largest company in business software category
- € 16,82 billion revenue (More than 1Lakh Cr.)
- 2,53,500 customers across 188 countries and adding 33 new clients every day
- Solutions across 25 industry verticals
- Named as one of the global 100 most sustainable corporations ()
- Dream to reach 1 billion users by 2015 i.e. one in every 7 on this earth will be an SAP use

Should I
Change to
SAP ?

OPPORTUNITIES

- You have the highest number of jobs in IT, now & in future
- Wherever you go, you will get a job
- Your salary will be the highest when compared to your peers
- No need of career shift - Job loss & Job less are words not associated with SAP career
- High respect in the society
- You will be privileged to be part of the 1 billion dream
- SAP gives better globe trotting experience
- SAP will assure that you live the life to the fullest

THREATS

NO

Mirror always states the actual facts

Module Selected _____

ILT/OLT _____

Course Fee _____

Reference Discount _____



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