

CONNECT. CREATE. COLLABORATE.



AFSUG[®]
african SAP user group

WHAT IS A USER GROUP?

CONNECT.
CREATE.
COLLABORATE.



- Share Goals
- Share Concerns
- Share Similar Interests
- Regular Meetings
- Share Knowledge
- Share Ideas

SPECIAL INTEREST GROUPS

Mobility

Automotive

Business One

Business Analytics

Energy & Natural Resources

- Mining
- Utilities
- Agriculture & Forestry
- Oil & Gas

Commercial

- Finance & Procurement
- GRC & GTS
- EPM
- SRM

Human Capital Management

- Education

Retail & CPG

- CRM

Financial Services

Product Life-cycle
Management

Technology

- HANA
- Cloud

Information Management

- MDM
- MDG
- NetWeaver

Solution Manager & Application

IT'S THIS EASY...VOLUNTEER



MEMBER BENEFITS



AFSUG Access



Customer Connect
Programme



Access to experts to
share and request info



Discounted rates
to local and global
conferences



Webcasts



New version
information



Networking
opportunities



Social connections
to local experts



Real South African and
global case studies

For further membership information or should your company wish to have a presentation on the benefits of membership please contact:

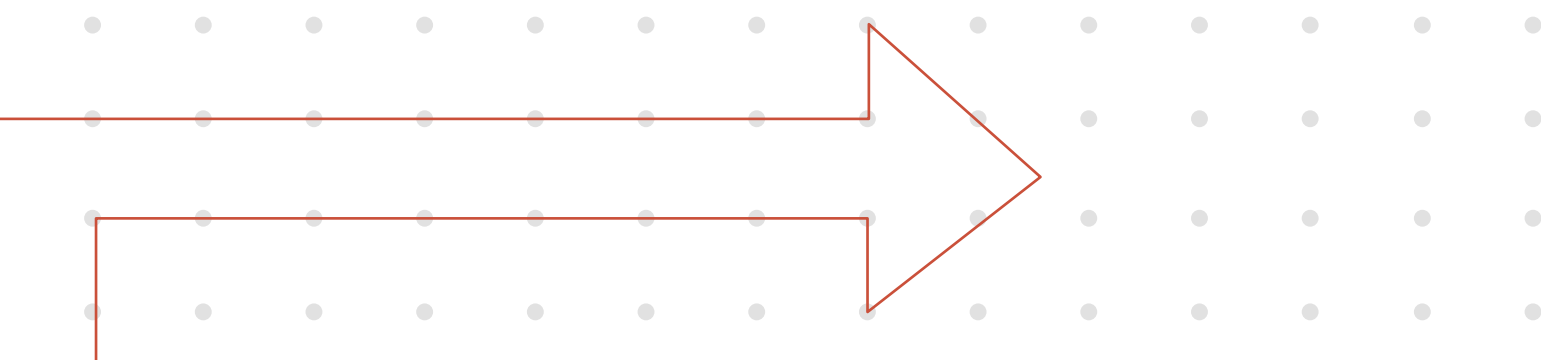
tracey.greig@afsug.com

RULES OF ENGAGEMENT



AFSUG BOARD

	DESIGNATION	COMPANY	
Sal Laher	CIO	Eskom	Chairman
Ian Brown	CIO	Exxaro	Deputy Chairman
Linda Swanepoel	SAP HR Global Governance Manager	Afrox	Board Member
Mandla Mkhwanazi	COO	Transnet	Board Member
Tinus Wagner	CEO	TWC	Board Member
Reg Barry	Executive: Client Delivery	UCS-Solutions	Board Member
Paolo Masselli	CEO	Britehouse	Board Member
Alec Joannou	CIO	Sasol	Board Member
Bradley Coward	CIO	SAPPI	Board Member
Franc Barac	CIO	Standard Bank	Board Member
Simon Carpenter		SAP	SAP Liaison



SUGEN

The SAP User-Group Executive Network (SUGEN) was established in 2007 to foster the information exchange and best practice sharing among SAP User Groups and to coordinate the collaboration with SAP for strategic topics. It is a united network of 16 SAP User Group Communities across six continents (SUGEN) comprising leaders from multiple global SAP User Groups. With a mission to provide a powerful, international voice, SUGEN unites regional SAP User Groups in an open, honest dialogue between members and SAP.

The mission is to be a powerful, international voice that unites regional SAP User Groups in an open, honest dialogue between members and SAP that ultimately drives the market towards excellence, innovation and success.

CORE PURPOSE

The purpose of SUGEN is to create and sustain collaborative bodies that foster the sharing of information, expertise and experience users and SAP cannot find anywhere else. SUGEN will identify strategic priorities and act on programmes to advance and apply technology for greatest gain of the SAP customer community. It is fostering international market views including customers' short and long term demand drivers, major challenges and business imperatives. Furthermore, SUGEN is guiding and inspiring SAP in delivering worldwide aligned support for the mutual benefit of the user communities and SAP.

MAIN DELIVERABLES

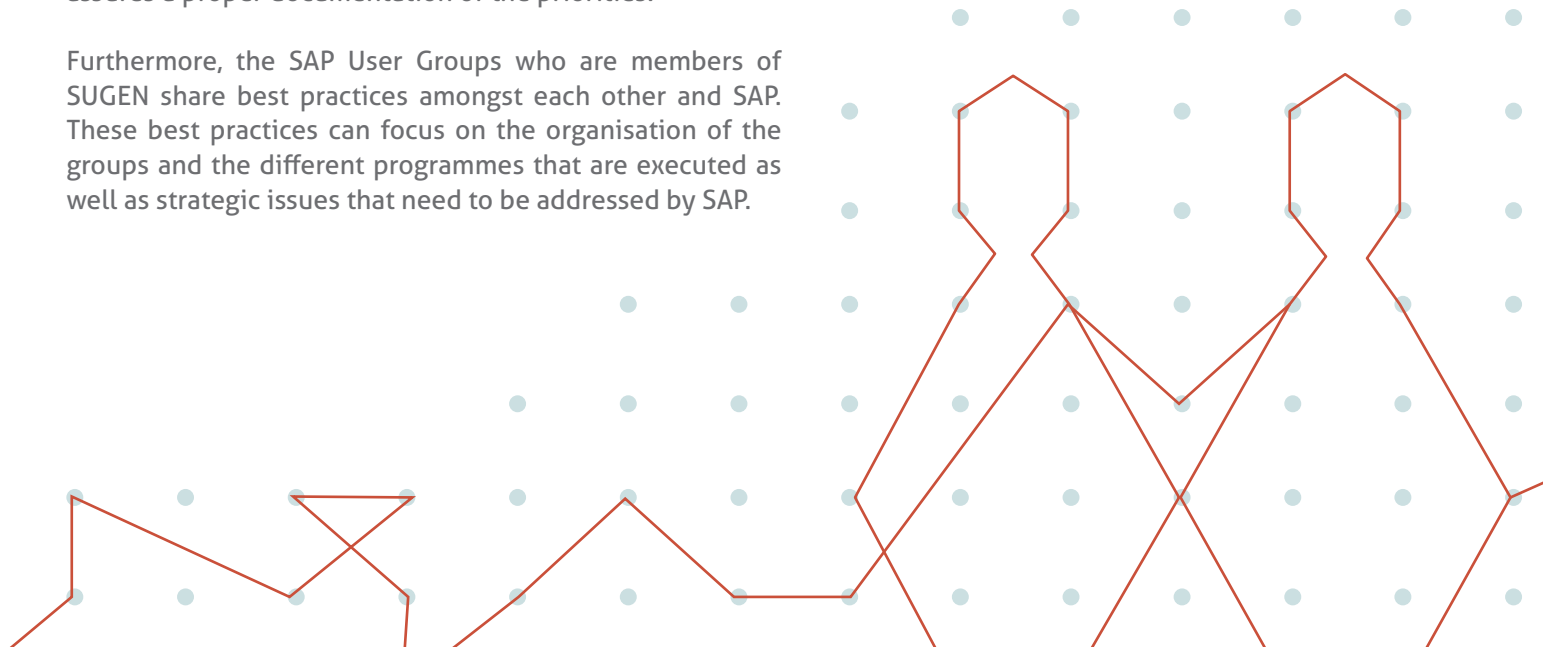
As the collective voice of SAP User Groups, SUGEN is the channel to provide SAP with a consolidated view on influence priorities. These can vary from case to case on SAP products, services or anything else from the SAP

SUGEN

ecosystem. If applicable, charters are founded to build a task force working on a particular topic for a certain period of time. In these task forces, several members from local SAP User Groups and SAP employees engage.

In addition, SUGEN provides a method for communication among SAP User Groups and SAP. New and urgent topics from both sides can be addressed in an open dialog. Thereby, it assures a proper documentation of the priorities.

Furthermore, the SAP User Groups who are members of SUGEN share best practices amongst each other and SAP. These best practices can focus on the organisation of the groups and the different programmes that are executed as well as strategic issues that need to be addressed by SAP.



SAP Global User Groups (GUGO)

WHAT IS GUGO?

The Global User Groups Organization is a business unit within the Scale, Quality & Support board area that manages SAP's relationship with over 35 SAP Global User Groups worldwide. The GUGO core team manages the mature and strategic/emerging user groups through Executive Exchanges, knowledge transfer, best practice sharing, programs and public relations activities. In addition, other user groups are supported by the local user group liaisons based in the respective SAP country organizations.

In these countries the GUGO core team collaborates with the local liaisons enabling them with best practices and knowledge transfers to help with their operations.

GUGO MISSION

SAP Global User Groups Organization (GUGO) manages SAP's relationship with the SAP User Groups worldwide. GUGO serves as a major communication channel on matters related to influencing SAP's future product

direction by obtaining candid user group feedback, communicating it to the appropriate SAP stakeholders, monitoring results and closing the loop with our customers.

GUGO OBJECTIVES

Knowledge Transfer:

Provide knowledge transfer for user groups, facilitate hands-on SAP workshops and best practices.

Influence:

Obtain feedback through programs like Customer Connection, Customer Engagement Initiative and Customer Advisory Councils.

Events:

Support and facilitate Executive meetings and user group conferences.

SAP Strategy:

Promote and roll out SAP's strategy. Receive feedback about SAP strategic topics.

Communication:

Define joint roll-in and roll-out communication with user groups for SAP products and services.

SIG Sponsorship Function Sheet 2014



SPONSORED BY	
CONTACT NAME OF SPONSOR	
CONTACT NUMBER OF SPONSOR	
NAME OF SPECIAL INTEREST GROUP	
DATE OF EVENT	
FUNCTION VENUE	
AFSUG CONTACT NAME	
CONTACT DETAILS	

SPEAKER SLOT R5 000.00 and includes all below, unless indicated otherwise	YES / NO
CONTACT NAME OF SPONSOR	
SPEAKER SLOT	
BANNERS	
COLLATERAL	
APPROVED BY : *SPONSOR*	

OTHER	YES / NO
CATERING Approx. R5 000.00 - Value TBC. Amount is a guideline.	
DRINKS Included in the above catering amount. Kindly note that final cost is subject to attendance.	
APPROVED BY T. GREIG : AFSUG	
APPROVED BY : *SPONSOR*	



Customer Membership Application Form



COMPANY NAME			
CONTACT PERSON (SAP Champion)	Email Address	Landline Number	Cell Number
COMPANY			
CIO DETAILS	Email Address	Landline Number	Cell Number
APPROVAL	Signature	Designation	Date
BILLING ADDRESS			VAT Number

CUSTOMER	MEMBERSHIP LEVEL SELECTION				VALUE MATRIX					
	SADC (For African Regions please contact tracey.greig@afsug.com)				Free SIG Attendance	Newsletters	Customer Connection Programs	- Sugen Updates - Knowledge share - Online Collaboration	Reduced rates for Global User Conferences	Reduced rates for AFSUG Events
	Rand	Tick	USD	Tick						
More than 701 Named Users	42 400		3 900		✓	✓	✓	✓	✓	✓
Between 401 – 700 Named Users	37 100		3 500		✓	✓	✓	✓	✓	✓
Between 201 - 400 Named Users	29 680		2 800		✓	✓	✓	✓	✓	✓
Between 51 - 200 Named Users	22 260		2 200		✓	✓	✓	✓	✓	✓
Less than 50 Users	12 720		1 200		✓	✓	✓	✓	✓	✓
All-in-One/ Business One – User or Less than 10 Users	9 540		1 000		✓	✓	✓	✓	✓	✓
Individual Event (Per SIG)	2 000		190		✓	✓	✓	✓	✓	✓

PLEASE RETURN THE APPLICATION FORM TO:
Tracey Greig tracey.greig@afsug.com Tel: 084 518 5278 – 27 11 235 6141

SAP Business Park, 1 Woodmead Drive, Woodmead, 2148
Tel: +27/11 235 6000 Fax: +27/11 235 6301 www.afsug.com



SAP Partner Membership Application Form



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african SAP user group

COMPANY NAME			
CONTACT PERSON (SAP Champion)	Email Address	Landline Number	Cell Number
COMPANY			
CIO DETAILS	Email Address	Landline Number	Cell Number
APPROVAL	Signature	Designation	Date
BILLING ADDRESS			VAT Number

LEVEL 1: BASE RATE	HOME REGION SADC East And West Africa are an additional R10 000 each							VALUE MATRIX				
	Rand	SADC	EAST	WEST	OTHER	USD	Tick	SIG Attendance	Webinars	Customer Connection Program	- SUGEN - Knowledge Share - Online Collaboration	Event(s) Discount
More than 100 Employees	53 000					5 900		✓	✓	✓	✓	✓
Between 51 – 100 Employees	37 100					4 200		✓	✓	✓	✓	✓
Between 45 – 50 Employees	21 200					2 400		✓	✓	✓	✓	✓
All-in-One/ Business One	10 600					1 170		✓	✓	✓	✓	✓
Less than 5 Employees	4 240					470		✓	✓	✓	✓	✓
Additional Region	10 600					150		✓	✓	✓	✓	✓

For further information with regards to sponsoring a Special Interest Group Meeting, please request the Event Sponsorship Form.

PLEASE RETURN THE APPLICATION FORM TO:
Tracey Greig tracey.greig@afsug.com Tel: 084 518 5278 – 27 11 235 6141

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