



LA TROBE
UNIVERSITY



Transform your business on a journey to the cloud with SAP Services and Support

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La Trobe University - Overview

- La Trobe University is a leading Australian university with metropolitan & regional campuses across Victoria and partnerships across Asia Pacific
- Global reach with over 35,000 students and 3,000 staff
- Asset base of \$1.5B and annual revenue of \$600M



International education was Australia's 4th largest export in 2014, worth \$US13b.

Strategic Challenges

Internal Factors

- Organisational flexibility
- Stakeholder expectations
- Scale with efficiency

External Factors

- Higher Education Reform
- Increasingly competitive marketplace
- Domestic and International Demand



La Trobe was running a mix of customised, disparate, non-scaleable systems as a high cost overhead

La Trobe ICT Vision

In the next two years we will:

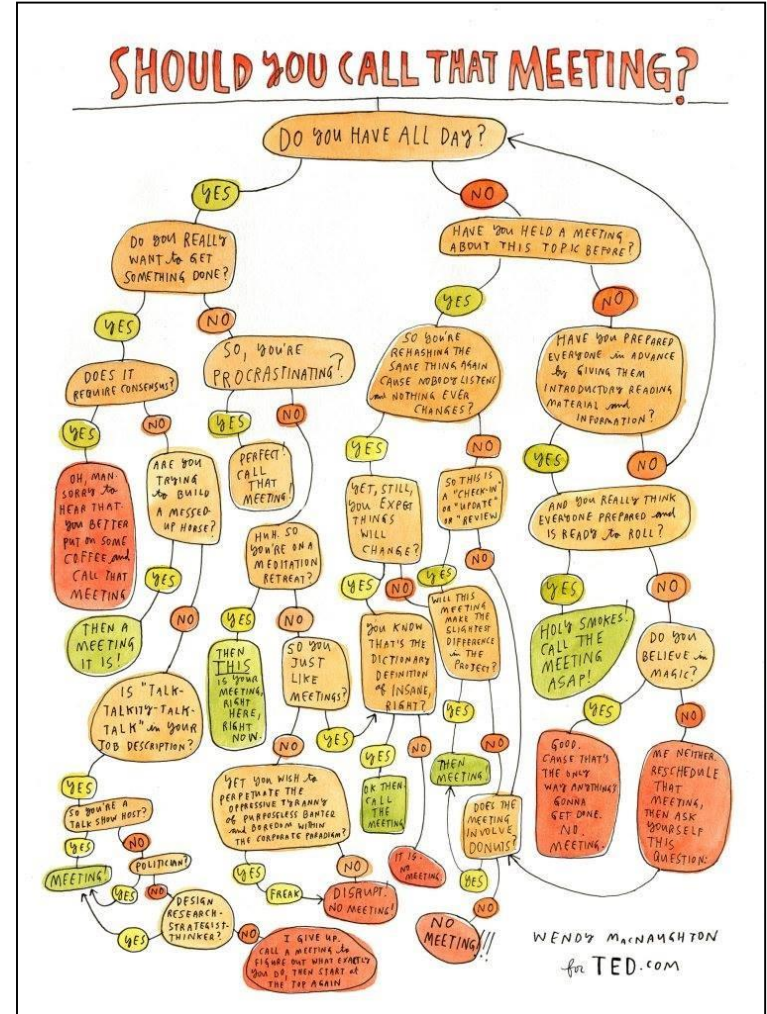
- Establish trusted partners
- Deduplicate and simplify
- Focus on the application of ICT, not the implementation
- Implement Digital/Cloud first strategy
- Move away from managing assets to managing information and people with a strong focus on innovation and integration
- Create time by becoming disruptive



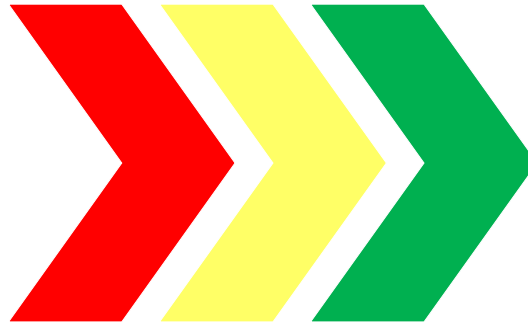
Strategic Partner – Warning Signs



SURPRISE!



Strategic Partner – *Making it Work*



relationship

transparency

trust

simple

value

performance

Partnering with SAP – ONE Service

Global Network of
World's Best
Practice

ONE Service Approach

Service & Support Leader

Business Transformation Lead

Technical Lead

Cloud Lead

Global Services & Support

Premium Engagement

Center of Excellence

Cloud Managed Service

Mission Critical Support

Quality Assurance

Innovation Ramp-up

Product Development

La Trobe's Transformation Pathway

- **Simple Finance on HANA**

Global pilot went live 5 May
 FI, CO, AA, PS, MM,
 integrated with BPC and BW
 SAP prime project

- **Transformational Change**

- **Cloud digital first strategy**

- **Success Factors HCM**

- **Strategic analytics**

Strategic Principles

Best practice &
 transformational

Simple fast
 efficient process

Drive quality &
 consistency

Post it once
 Post it right

Simplified
 security

Self service
 reporting

Benefit Realisation

Standardise
 where possible

Simplified &
 meaningful

Growth with
 flexibility

Less customised
 reports

SCORECARD



SAP ONE Service



Cloud strategy



Simple Finance



HCM / Payroll



Interactive eLearning



Digital collaboration



Strategic analytics



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Thank you

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