



## **SAP SOLUTION ARCHITECT**

### **SOLUTION-TO-SELL.**

### **SOLUTION-TO-DELIVER.**

#### **SAP Systems Integration Solution Architect**

This program will help you become an expert in becoming an “Experienced” SAP Solution Architect. Our unique pedagogy “Experience In A Classroom” not only helps you “Learn To”, but also “How To” effectively deliver as an SAP Solution Architect. The program combines the body of knowledge from Technology Services and Management Consulting Services. At the end of the program, you will be able to deliver in Solution-To-Sell (Pre-sales) and/or Solution-To-Deliver (techno-functional SAP Architect) roles, delivering multi-country implementation projects like an experienced SAP Solution Architect.



**EDG Cornerstone**

**India Engagement Centers:** Bengaluru, Delhi, Kochi

**Mobile:** +91-9739539394 **Website:** [www.edgcornerstone.com](http://www.edgcornerstone.com)

## **YOUR COURSE OF STUDY**

- Requirement Gathering
- SIPOC
- Value Stream Mapping
- Business & IT Modelling
- End-To-End Process Decomposition
- Estimation Tools
- Create Proposal
- Create Client Orals deck
- Value Proposition
- Competitor Analysis
- Estimation Tools
- Staffing Plan
- Delivery Model
- On Shore-Off Shore delivery
- Work Package Strategy
- Managed Services
- Component Delivery
- Development Services
- Pricing
- Negotiation
- Project Governance Plan
- Quality Management Plan
- RTM
- Architecture Document
- Design Template
- Testing Strategy
- Operational Acceptance Test
- Change Management
- Benefits Management

## **PARTICIPANT PROFILE**

Should have delivered at least 1 end-to-end SAP Implementation project as an SAP Consultant, Project Manager, or Solution Architect. Keen to build a career in SAP pre-sales. Or keen on building a career as a Techno-functional SAP Solution Architect. Interested in delivering multi-country global projects and roll-out. Or experienced SAP Solution Architect wanting to build skills on Management Consulting work-streams that dovetail into SAP Programs.