







Welcome

















Need help filling a role?



Hello and welcome to the updated SAP Report for Q1 2024. SAP hiring activity finished the year strongly driven largely, but not exclusively, by S/4HANA projects with initial Q1 indications suggest that this trend will continue. One of the highlights of last quarter was November's return of the annual UK & Ireland SAP User Group Conference in Birmingham (see below) and the busy end to the year extended to SAP themselves who completed the acquisitions of Kausa and LeanIX into its service offerings, the latter of which grabbed the headlines and coincided with a massive surge in SAP's share price which saw it climb to its highest point in the last 5 years. bluewaveSELECT comes in to 2024 on the back of three consecutive record growth years and I would like to take this opportunity to thank everyone who has worked with us during this time, 2024 should be another great year for SAP professionals and if we can help with SAP hiring, resource planning, career advice or S/4HANA advisory services, please get in touch.

UK & Ireland SAP User Group Conference

In November, the great and the good of the SAP world centred on Birmingham in record numbers for the annual UKI SAP User Group (UKISUG) conference.

In his opening keynote address, UKISUG chair Paul Cooper fervently citicised SAP's cloud-first stance to product innovation on behalf of the user community. As an example, the latest AI and green ledger initiatives will only be available for cloud subscribers. Whilst the move was popular with SAP's shareholders, Cooper stated that the timing has alienated on-premise and legacy users which still make up 79% of SAP's total customer base (source DSAG), and has led to a 'breakdown in trust'.

Away from the keynotes, the breakout sessions were energetic and informative, the exhibitor hall vibrant and the Monday night SUGFest as brilliant as ever. On a personal note it was a pleasure to speak to the Young Talent stream about how becoming an SAP professional can offer a challenging and rewarding career full of choices.

Once again, bluewaveSELECT challenged SAP users to 'beat the recruiter' and raise funds for our three chosen charities for 2023; WaterAid, CentrePoint and Great Ormond Street Hospital for Children which was a great success.





SAP Network+

bluewaveSELECT also took the opportunity to showcase the launch of SAPNetwork+, a user-driven networking site exclusively for SAP professionals. The platform allows users to share content, ask questions and download the latest SAP market insights. Hopefully if you are reading this you will have already taken a look around.



Sign up







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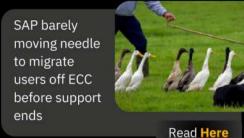
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SAP completes acquisition of LeanIX

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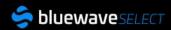


SAP CPQ a Leader in 2023 Gartner Magic Quadrant

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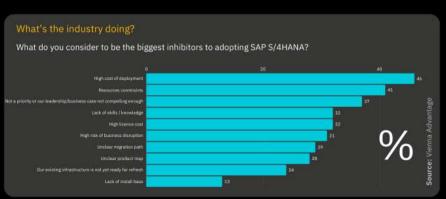
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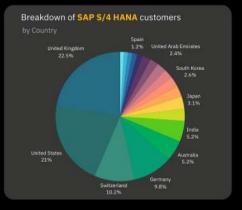
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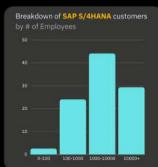
S/4HANA Growth

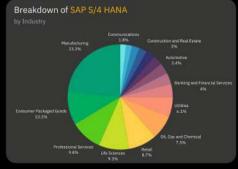
The SAP programmes supported in Q3 were overwhelmingly S/4HANA (87%). Despite this, Gartner reported that only 33% of SAP users have bought S/4HANA licences to start their transition (see SAP news, previous page). If the report is accurate, why have 67% of SAP customers not yet begun their S/4HANA journey with the 2027 deadline alarmingly close? The survey results below cite high cost of deployment, resource constraints and lack of a compelling business case as the most common answers and there is clearly a lot of work left to be done for many organisations.

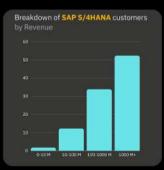
bluewaveSELECT enables rapid ramp up of independent client-side SAP resources to help deliver on time S/4HANA transitions. If you are looking at a resource deficit to fill, we can help with expert advice, mobilisation and the cost point.











All above sources: Apps Run The World







SAP Jobs & Hiring Activity All Sources: bluewave SELECT





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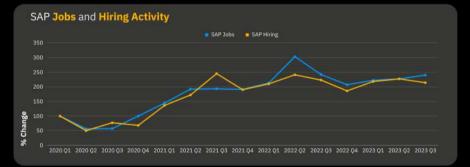
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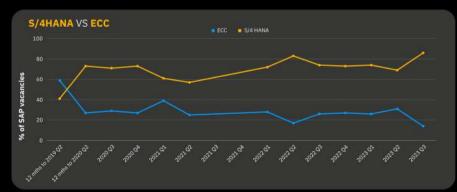


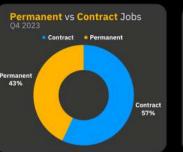


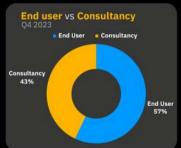
The number of SAP jobs reached a 12-month high in Q3 which reflects the health of the industry and was once again largely driven by demand for talent to deliver SAP S/4HANA programmes. As mentioned previously, whilst S/4HANA requirements dominate the jobs market, many SAP users have not yet begun this transition and we expect this demand for S/4HANA skills to continue throughout 2024 and beyond until a balance is reached between demand and skills available.

Despite the increase in live SAP jobs, Q3 also saw a drop in actual hiring activity. Rather than being cause for alarm, this isolated slump can be attributed to a particularly slow holiday period around August and September in the UK. Q4 hiring figures, whilst not yet confirmed, show an immediate bounce back to positive growth with November in particular recording record figures.



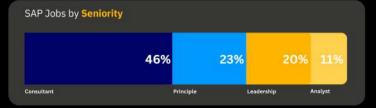


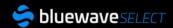












SAP Jobs & Hiring Activity

SAP



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Q1 Top 5 in-demand SAP skills

Finance

Solution Architecture

Programme/Project

Management

ABAP

HMM retains the top spot for the 2nd quarter running. Demand for HMM skills continues to be dominated by SF and SFP projects that allow systems to match post-pandemic flexible working practices. SAP PY and ECP once again top the 'must have' skills list with an honourable mention to SF Onboarding 2.0 with RCM + RMK.

Demand for SAP Finance professionals has been consistently high throughout 2023. Core FI/CO module expertise and RZP process experience have been SAP finance's most wanted, particularly with commercial S/4HANA exposure. Treasury and FSCM were two of the more niche in demand finance skills this quarter.

Solution Architecture demand microred previous quarters and was entirely driven by S/4HANA programmes. As well as S/4HANA itself, there was again particular demand around the design and implementation of complex integrations between S/4HANA and other SAP (and non-SAP) systems to ensure seamless data flow and interoperability.

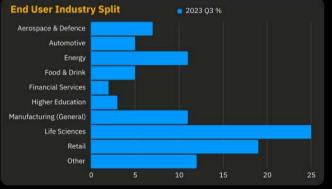
Almost a third of S/4HANA programmes (31%) supported by bluewaye in 30 were new to market and required a new drait of SAP leaders to deliver them, which kept demand high for Programme and Project Managers. With the majority of SAP users yet to kick start their S/4HANA transition projects we believe that this demand will stay high throughout 2024 and beyond.

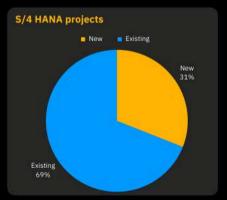
S/41HANA, Fiori, SAP's mantra of Innovate around the edges and advances around AI have all contributed to the increase in demand for ABAP skills. The default position of offshoring ABAP development of the past 15-20 years has also been challenged by a hybrid obstore/offshore development model which captures the best of both worlds and further increases demand for local ABAP skills.

















SAP Salary Benchmarking Are you paying the right amount for your SAP resources.

A 18.2%

Salary Range

Salary Range

Job Role



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Leadership	Lower		Higher	
Transformation	£120k	↑ 7.7%	£180k 🔥	
Programme	£95k	↑ 5.6%	£140k <	0%
Project	£70k	← 0%	£95k 🤇	
РМО	£50k		£65k 📢	
BAU/Head of	£90k	♠ 5.9%	£125k 🤞	0%
Technical				
Architect	£90k	< 0%	£130k	
Basis	£65k	4 0%	£80k <	0%
Security	£60k	← 0%	£80k <	
ABAP	£65k	← 0%	£80k 🤇	0%
Integration	£75k	↑ 7.1%	£95k /	5.6%
Manager	£80k	↑ 5.7%	£90k 🔥	
• Lead	£75k	1 5.4%	£85k 🥠	6,3%
Consultant	£55k	1 0%	£75k 🧳	7.1%
Business				
Process GPO	£75k	₩ 16.3%	£95k 🥞	
Process Lead	£75k	7.1%	£80k 👍	12.59
Process BA	£50k	↑ 11.1%	£70k <	0%
Change Manager	£75k	↑ 7.1%	£110k 🧹	0%
Change consultant	£55k	↑ 22.2%	£75k 🔥	7.1%
Training Manager	£70k	4 0%	£85k <	0%
 Training Lead 	£65k	6 0%	£75k	0%

Job Role

Training Delivery

Functional	Lower		Higher		
Solution Architect	£85k	1 6.3%	£120k	4 0%	
OtC					
 Manager 	£75k	7.1%	£95k	↑ 5.69	
• Lead	E65k	16.7%	E80k	6 0%	
Consultant	£50k	1 20%	£70k	1 4.39	
RtR					
 Manager 	£90k	(096	E120k	A 2090	
• Lead	£75k	7.1 %	E95k	A 5.69	
 Consultant 	£60k	€ 0%	£80k	14.35	
PtP					
 Manager 	EBOk	← 0%	£100k	(4) 1096	
• Lead	£70k	← 0%	E90k	€ 0%	
Consultant	£60k	4 0.096	EB0k	↑ 14:35	
Manufacturing		A 1200		200	
 Manager 	£80k	♦ 0%	£90k	♦ 0%	
• Lead	£85k	1 6,3%	£95k	(* 096	
Consultant	£60k	← 0%	£77k	€ 0%	
Warehouse/Logistics		1000		10.0	
 Manager 	£65k	A 8.3%	£85k	A 6.35	
• Lead	£85k	41.7%	£95k	↑ 18.8°	
Consultant	€60k	1 20%	£70k	1 7.79	
 Manager 	£85k		£100k		
• Lead	£75k	6 0%	E100k	4 0%	
Consultant	£55k		£85k	↑ 6,3%	
81					
 Manager 	£80k	14.3.0	E105k	W Add	
• Lead	£65k	6 0%	£85k		
Consultant	£55k	← 096	£75k	7.19	
Test		2			
 Manager 	£75k	7.2%	E85k	6.39	
• Lead	£60k	4 0%	£75k	A 7.19	
 Consultant 	£55k	€ 0%	E65k	< 0%	

Need SAP Resources?

All Sources: bluewayeSELECT







Compared to prior quarter

Some skill areas feature a wide range of salary and day rates due to a number of factors: End-User vs Consultancy; whether or not the position has an S/4 HANA or a niche skill element; scope of programme; responsibility of the individual; regionality and industry weighting.



Looking to build exceptional **SAP** talent? Click Here





SAP Day Rate Benchmarking Are you paying the right amount for your SAP resources





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Compared to prior quarter

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Contract Benchmark Job Role

Leadership	Lower	Higher
Transformation	E1,200 👍 0%	£2,000 🖐 -13%
Programme	£800 🍑 -5.9%	£1,200 💠 0%
Project	£650 🔥 8.3%	£800 ← 0%
РМО	£400 🖐 🖽	£600 ← 0%
BAU/Head of	£650 👍 0%	£800 🛧 6.7%
Technical		
Architect	£750 💠 -6-3%	£1,100 🔶 0%
Basis	£450 💠 -10%	£650 👍 0%
Security	£450 🐞 :10%	£700 ^ 16.7%
ABAP	£450 🌞 -10%	£600 🔥 7,7%
Integration	£650 🔶 0%	£850 🔶 0%
 Manager 	£550 💠 -8.9%	£900 春 5.9%
• Lead	£550 W 38.3%	£750 🌴 7.1%
Consultant	£450 🔶 0%	£550 👍 0%
Business		
Process GPO	£700 🥧 0%	£750 🌞 🐠
 Process Lead 	£650 🤙 0%	£750 🥧 0%
Process BA	£450 🕹 0%	£500 🎍 -7.7%

· Training Manager

A 8.3%

15,4%

Functional	Lower		Higher	
Solution Architect	£800	€ 0%	£1,200	*
OtC				
 Manager 	£600	€ 0%	£750	
• Lead	£550	6 0%	£700	*
Consultant	£500	€ 0%	£600	*
RtR				
 Manager 	£600	0%	£700	*
• Lead	£550		£700	(4)
Consultant	£500	€ 096	£650	↑ 8
PtP				
 Manager 	£650	6 0%	£800	1 6
• Lead	£600	6 0%	£750	A 7
Consultant	£550	₹ 0%	£650	*
Manufacturing				
 Manager 	£650		£850	*
• Lead	£650	C 0%	£800	- 1
Consultant	£550	1 0%	£600	
Warehouse/Logistics				
 Manager 	£600	← 0%	£800	↑ 2
• Lead	£600		£750	4
Consultant	£550	₹ 096	£650	+
SF				
 Manager 	£600	(096	£800	♠ ĕ
• Lead	£550		£700	A 7
 Consultant 	£450		£600	* *
81				
 Manager 	£650	A 8.396	£750	↑ 7
• Lead	£550		£700	
 Consultant 	£450		£650	1
Test				
 Manager 	£600	9.1%	£850	1 7
• Lead	£550	10%	£600	-
 Consultant 	£400	14.3%	£450	

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Contract Benchmark

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Global Insights: SAP Contracting

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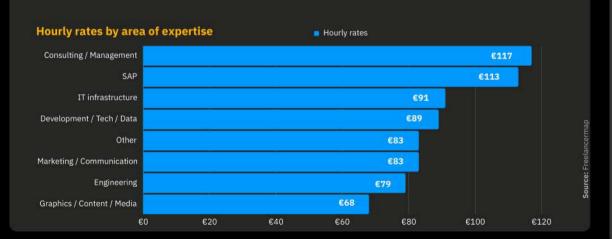
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Our friends at Freelancermap.com have published their Global Freelancer Study for 2023 which surveyed over 3.5k contractors of all disciplines (including SAP), across 101 countries.

Thomas Maas, CEO of Freelancermap.com, had this to say about the freelance market: 'The challenges of the future work environment extend beyond the shortage of skilled professionals or demographic changes. They also encompass a fundamental shift in how people want to work. There is a growing need for flexibility without sacrificing security. During the pandemic some contractors chose a permanent option for stability, today the outlook for freelancers is increasingly positive".

The survey shows that SAP contractors command the 2nd highest hourly rate of all disciplines, with consultants (SME's) getting paid the most.





Freelance/contract rates are typically c20-25% higher in Scandinavia, Benelux and DACH than in the UK and Ireland. As an example, an average hourly rate for a FI/CO Consultant in Germany is around €100/hour, whereas in the UK this would be around €75/hour (£600/day).







Global Insights: SAP Contracting













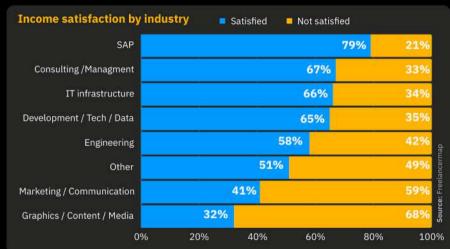
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European contractors charge the most globally which is interesting to understand in the world of global SAP template deployments. Whilst making perfect sense to hire local teams with the necessary tax and legal knowledge for regional deployments, it also comes with a clear financial benefit.

If you are looking for local expertise on regional deployment, bluewaveSELECT has SAP freelancer networks across all major global hubs to help facilitate.



Despite slipping from 1st place in 2022's highest paid freelancers to 2nd place this time around, SAP Consultants are still the most satisfied with their income.

Extraordinary

79%

of freelancers in SAP are satisfied with their income

Only 3 out of 10 of freelancers working in the graphics / content / media sector are satisfied with their income







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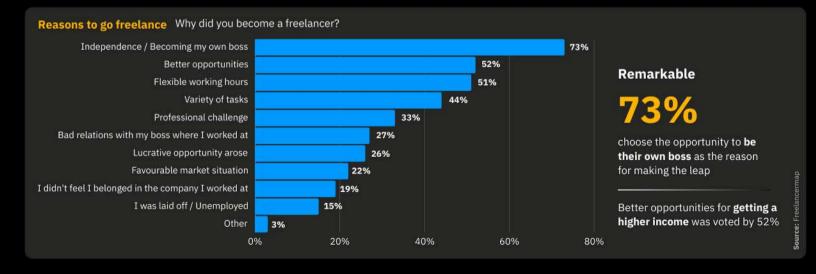
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Overwhelmingly, the reasons that permanent employees chose to go contracting are self-driven, i.e. through positive career choices and not as a reaction to employer activity (only 15% made the move after being made redundant or a sustained period of unemployment). This reinforces the candidate-driven nature of today's SAP market.

We have our own UK & Ireland SAP contractor survey underway with results being published in the Q1 2024 edition and on SAP Network+. A big thank you to all who contributed.











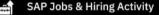
UK & Ireland SAP User Group











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UKISUG is the independent UK & Ireland SAP User Group. Our purpose is to create one vibrant SAP community, learning and developing together, speaking with one voice. We're a not-for-profit organisation, run by our members, for our members.

Our diverse membership base ranges from small to medium-sized businesses (SMBs) to large multi-national enterprises – and operates within every industry, both public and private sector.

UKISUG Connect 2023 brought together over 1000 SAP professionals, more than 140 breakout sessions and four amazing keynote sessions. With a full exhibition hall of 70+ partners and SAP there was enough expertise to cover any SAP question or journey. Take a look for yourself at what went on and book now for 2024.

Not only do we host UKISUG Connect, but we also deliver over 250 online and in-person events covering the whole SAP ecosystem. Here is some of what is in store for 2024:

Why join UKISUG?

Build your network

Head of Community Development

Connecting with other SAP experts & users outside your immediate network can be time-consuming.

That is where our 4,000+ strong membership and 200+ events a year make it easy to network and collaborate with the whole SAP community and hear their first-hand experiences.

_ Share knowledge

Without the right know-how, making the most of your SAP investment can be a challenge.

But, with UKISUG's endless list of user-generated resources, as well as the opportunity to connect with others in your area of interest, you'll find insights and solutions around every corner, no matter what industry you work in.

Develop your skills

Ensure you're not left behind by the 'SAP skills gap'.

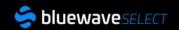
Catch up on the latest trends, hear from the experts and pick up handy tips and tricks to help you on your SAP journey.

Access to our vast resource library is available wherever and whenever you want, and with contributions from SAP, affiliate partners and customers alike – you can develop and enhance your SAP skill set and grow your career.









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This is the final page of the report and if you have any 2024 SAP hiring plans it will hopefully give you a flavour of how we can help, bluewaveSELECT are proven experts at SAP recruitment, we deliver accurately matched SAP people who are as good as they say they are. Whether it is recruiting whole teams or single, strategic hires, we fill 99% of roles first time.

GLOBAL CONTRACT, PERMANENT AND EXECUTIVE SAP RECRUITMENT

Get accurately matched SAP people who are as good as they say they are



99% of roles filled first time



Highest rated on Trustpilot



100% SAP focused



5.000 SAP professionals placed



A force for

They never send me someone that isn't going to fit. They understand the level you're hitting at. They get the terminology. They know exactly what you're looking for.



30hrs

8hrs

(Contract)

83%

99%

For enterprise

For contract

roles

Contact Tyler Watts:

tyler@bluewaveselect.com

For permanent

roles

Contact Harriet Webster:

harriet@bluewaveselect.com

Contact John-Michael Lloyd: john-michael@bluewaveselect.com

solutions

Average CV turnaround

(Permanent)

Average CV turnaround

CV: Interview

Interview: Hire

