



SAP Referral Program

REFERRAL-ELIGIBLE SOLUTIONS FOR THE SAP® REFERRAL PROGRAM

EARN REWARDS FOR PROVIDING LEADS

SAP introduced the SAP® Referral program to extend its leadership position in the small and midsize enterprise market and reward member companies for providing qualified leads that convert to sales. If you have a role working with, communicating to, or advising companies in this market, the SAP Referral program can open new doors for your business.

Companies that participate in the SAP® Referral program earn rewards for providing leads to SAP that convert into won, closed, and fully paid deals. The following offerings are currently eligible for payment of referral fees for leads registered in the SAP Referral program.

SAP may unilaterally amend this list from time to time. Members of the SAP Referral program can consult their referral portals for updates.

Business Process Applications

SAP offers business management solutions that you can tailor to best fit your company's needs today and can adapt as your company evolves.

SAP Business One

Designed to meet the needs of small businesses, the SAP Business One application is an integrated, affordable business management offering. It automates business operations such as sales, finance, purchasing, inventory, and manufacturing in a single application, while providing accurate, up-to-the-minute views of business data. To learn more about SAP Business One, please visit www.sap.com/solutions/sme/overview/solutions_at_a_glance.

SAP Business ByDesign™

The SAP Business ByDesign™ solution is an integrated, adaptable business solution specifically built for dynamic,

growing midsize companies. It helps organizations adapt to their changing needs. To learn more about SAP Business ByDesign, please visit www.sap.com/solutions/sme/overview/solutions_at_a_glance.

SAP Business All-in-One

As midsize companies grow and change, their systems must continually adapt. The SAP Business All-in-One solution

Companies that participate in the SAP Referral program earn rewards for providing leads to SAP that convert into won, closed, and fully paid deals.

helps these companies integrate and automate business processes based on industry best practices. Qualified SAP Business All-in-One partner solutions are developed to meet specific industry needs and are based on the SAP ERP application, the SAP NetWeaver® technology platform, and SAP Best Practices packages. To learn more about SAP Business All-in-One, please visit www.sap.com/solutions/sme/overview/solutions_at_a_glance.

THE BEST-RUN BUSINESSES RUN SAP™



SAP Solutions for Enterprise Performance Management

SAP solutions for enterprise performance management help you capitalize on the value of your corporate data, enabling your organization to become more agile and competitive by providing organizational alignment, visibility, and great confidence.

SAP Business Planning and Consolidation*

The SAP Business Planning and Consolidation application is a planning and consolidation offering that can meet the budgeting, planning, consolidation, and reporting requirements of midsize companies. To learn more about SAP Business Planning and Consolidation, please visit www.sap.com/solutions/performancemanagement/planningandconsolidation.

SAP Strategy Management*

Midsize companies don't have the luxury of spending a lot of time communicating how company goals affect day-to-day operations and how departments and individuals measure their success against those goals. With the SAP Strategy Management application, companies have a way to align and manage goals, initiatives, and metrics throughout their organizations. To learn more about SAP Strategy Management, please visit www.sap.com/solutions/performancemanagement/strategy.

Business Intelligence Applications

BusinessObjects™ Edge Series from Business Objects, an SAP company, is the business intelligence (BI) choice of

SAP offers business management solutions and business intelligence solutions that you can tailor to best fit your company's needs today and can adapt as your company evolves.

midsize companies that want to improve business processes, discover new opportunities, and gain an advantage over the competition. This comprehensive suite delivers solutions that address BI requirements, with flexible ad hoc query reporting and analysis, dashboards and visualization, and powerful data quality and integration. To learn more about BusinessObjects Edge Series, please visit www.businessobjects.com/product/catalog/edge.

SAP® Referral Program

50 089 643 (08/09)

©2008 by SAP AG.

All rights reserved. SAP, R/3, xApps, xApp, SAP NetWeaver, Duet, PartnerEdge, ByDesign, SAP Business ByDesign, and other SAP products and services mentioned herein as well as their respective logos are trademarks or registered trademarks of SAP AG in Germany and in several other countries all over the world.

Business Objects and the Business Objects logo, BusinessObjects, Crystal Reports, Crystal Decisions, Web Intelligence, Xcelsius and other Business Objects products and services mentioned herein as well as their respective logos are trademarks or registered trademarks of Business Objects S.A. in the United States and in several other countries. Business Objects is an SAP Company.

All other product and service names mentioned are the trademarks of their respective companies. Data contained in this document serves informational purposes only. National product specifications may vary.

These materials are subject to change without notice. These materials are provided by SAP AG and its affiliated companies ("SAP Group") for informational purposes only, without representation or warranty of any kind, and SAP Group shall not be liable for errors or omissions with respect to the materials. The only warranties for SAP Group products and services are those that are set forth in the express warranty statements accompanying such products and services, if any. Nothing herein should be construed as constituting an additional warranty.

* To check availability of SAP Business Planning and Consolidation and SAP Strategy Management, please contact your local SAP Referral program office.