

Joining SAP® PartnerEdge™ for Software Solution Partners Application Checklist Tool

SAP PartnerEdge for software solution partners has been specifically designed for organizations that design and build complementary software solutions based on SAP technologies. SAP offers two possible levels of membership for SAP software solution partners joining SAP PartnerEdge: pre-member and member. Pre-member status enables partner candidates to enter the software solution partner track provisionally while preparing for an integration certification, which is a technical requirement of SAP PartnerEdge. So even if your organization is currently pursuing its first integration certification, you are still eligible to join SAP PartnerEdge by meeting pre-member requirements.

This checklist is designed as a reference tool for you as you complete the online application.

Get Started

Step 1

Company Headquarters Information

1. Company Name:
2. Do you have an existing partnership with SAP? If so, check all that apply:
 - a. Software Solution Partner
 - b. SAP Channel Partner – For Small and Midsize Enterprises
 - c. Service Partner
 - d. BPO Partner
 - e. Content Provider
 - f. Education Partner
 - g. Hosting Partner
 - h. Support Partner
 - i. Other: (please specify)
 - j. I do not have an existing partnership
 - k. I don't know
3. SAP Customer Number (if available)
4. Street*
5. City*
6. State/Province
7. ZIP/Postal Code*
8. Country*
9. Company phone#*
10. Company fax#
11. Company email*

Contact Information – Primary Contact

1. Salutation*
2. First Name*
3. Middle Name
4. Last Name*
5. Job Title*
6. Email*
7. Re-enter Email
8. Password*
9. Address: Same as company address or different address
10. City*
11. State
12. ZIP/Postal Code*
13. Country*
14. Phone*
15. Fax

Step 2

Additional Company Information

Company Web Site URL*
Product/Service Web Site URL*
CEO/Principles/Partners*
Year Founded*
Total Number of Customers*
Gross Profit
Profit Margin %*
Year*

Number of Employees

Total*
With SAP technical skills*
With SAP application skills*
SAP certified consultants*

Does your company already participate as an SAP Partner in the SAP Partner Ecosystem?
Does your company have an SAP Solution or Integration Certification?
Does your company have a relationship with any SAP subsidiary?

Who is your main contact at SAP?

Name*
Email*
Phone*

Contact Information – Business Development Lead

1. Title*
2. First Name*
3. Middle Name
4. Last Name*
5. Job Title*

6. Email*
7. Re-enter Email
8. Password*
9. Address: Same as company address or different address
10. City*
11. State
12. ZIP/Postal Code*
13. Country*
14. Phone*
15. Fax

Contact Information – Technology Lead

1. Title*
2. First Name*
3. Middle Name
4. Last Name*
5. Job Title*
6. Email*
7. Re-enter Email
8. Password*
9. Address: Same as company address or different address
10. City*
11. State
12. ZIP/Postal Code*
13. Country*
14. Phone*
15. Fax

Contact Information – Sales/Marketing Lead

1. Title*
2. First Name*
3. Middle Name
4. Last Name*
5. Job Title*
6. Email*
7. Re-enter Email
8. Password*
9. Address: Same as company address or different address
10. City*
11. State
12. ZIP/Postal Code*
13. Country*
14. Phone*
15. Fax

Step 3

List major countries in which you provide support:

Europe*

Americas*

Asia Pacific*

Please provide a company profile including history cooperatives, mergers and acquisitions.

Please provide a brief summary of your company's strategic direction, value proposition, market differentiators and competitive positioning*

In which application areas does your company specialize? (Check all that apply)

- Electronic commerce
- Customer relationship management
- Supply chain management
- Business intelligence
- Human capital management
- Financials and cost management
- Others
- Strategic enterprise management
- Knowledge management
- Product lifecycle management
- Not relevant

Please outline why your company wants to partner with SAP*

Please describe the complementary product or service supporting the partnership*

Please list existing partnership or relations your company has with SAP or other firms*

Step 4

Product Information (Product for which this application is being submitted)

Product Name*

Release (Version)

Date of launch of product*

Date of launch of the release*

Product already connected to SAP software?*

Other Releases in Maintenance*

Please specify the URL for your product*

For which databases is your software available?*

On which server platforms does your software operate?

Installed base (number of customers using the product)*

Installed base (number of users)*

Languages in which your software is available (Check all that apply)

English

German

French

Spanish

Italian

Japanese

Others

Please give a functional overview of your software*

Solution

Which SAP Solution does your product integrate with? (Check all that apply)

- CRM - Channel Management
- CRM - CRM Analytics
- CRM – E-Commerce
- CRM – Field Application Support
- CRM – Interaction Center
- CRM – Marketing
- CRM – Sales
- CRM – Service
- Financials
- Human Resources
- Marketplace
- Mobile Business
- mySAP Business Suite
- mySAP ERP
- mySAP ERP – Corporate Services
- mySAP ERP – Financials
- mySAP ERP – HCM
- mySAP ERP – Operations
- SAP NetWeaver
- SAP NetWeaver – Business Intelligence
- SAP NetWeaver – Enterprise Portal
- SAP NetWeaver – Exchange Infrastructure
- SAP NetWeaver – Master Data Management
- SAP NetWeaver – Mobile Infrastructure
- SAP NetWeaver – Web Application Server
- Product Lifecycle Management
- SAP Business One
- SAP Global Trade Services
- SAP R/3 Enterprise
- SAP Solutions for Midsize Businesses
- SAP Solutions for Mobile Business
- SAP Composite Application Framework – Emissions Management
- SAP Composite Application Framework – Product Definition
- SAP Composite Application Framework – Resource and Program Management
- SAP Composite Application Framework
- SAP Composite Application Framework – Packaged Composite Applications
- Service Management
- Supplier Relationship Management
- Supply Chain Management
- Business By Design
- BusinessObjects Enterprise
- BusinessObjects Edge Series
- BusinessObjects Data Integrator
- BusinessObjects Data Quality
- BusinessObjects Information OnDemand
- crystalreports.com
- Crystal Reports

- Crystal Xcelsius
- Business Performance Optimization Applications

Which industry does your SAP Solution does your product apply to? (Check all that apply)

Industry

- Aerospace & Defense
- Automotive
- Banking
- Chemicals
- Consumer Products
- Defense & Security
- Engineering, Construction and Operations
- Financial Service Provider
- Healthcare
- High Tech
- Higher Education & Research
- Industrial Machinery & Component
- Insurance
- Logistics Service Providers
- Media
- Mill Products
- Mining
- Oil & Gas
- Pharmaceuticals
- Professional Services
- Public Sector
- Retail
- Service Providers
- Telecommunications
- Utilities

Step 5

Revenue Split during the last TWO years

- Services/Consulting
- Software/Technology

Reference Customer Information: (Please fill out if applicable: list of customers sites where SAP Software already interfaces with your software)

Customer Name	Contact	Location	Phone Number	URL
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Reference upload: please attach any documents or flyers

Your main account targets

- Global accounts
- Large accounts
- Medium accounts
- Small accounts

Sales Channels (Check all that apply)

- Direct
- Reseller
- Distributor
- Other

Please enter your promotional code

Please send your questions to softwaresolutionpartners@sap.com

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