



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. For more information on the solutions eligible for the SAP Referral program, go to www.sap.com/sme/solutions.

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.

SAP solutions for small businesses and midsize companies offer robust business management, business intelligence (BI) and performance management functionality to power organizations from end-to-end, streamline operations, and improve visibility for better decision making. Our integrated, adaptable solutions provide flexible maneuverability to meet any economic or market environment.

Business Management Software

SAP Business One

SAP Business One integrates all core business functions — including financials, sales, customer relationship management, e-commerce, inventory, and operations. Designed for small businesses, this single application eliminates the need for separate installations and complex integration of multiple modules.

SAP Business ByDesign™

SAP Business ByDesign is ideal for midsize companies or small businesses that want the benefits of large-scale

business applications without the need for a large IT infrastructure. It enables preconfigured process best practices for managing financials, customer relationships, human resources, projects, procurement, and the supply chain. SAP oversees installation, maintenance, and upgrades — so companies can focus on business, not IT.

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SAP Business All-in-One

SAP Business All-in-One solutions best fit the needs of midsize companies looking for comprehensive, integrated industry solutions to power their businesses end-to-end. Unlike other business software on the market, SAP Business All-in-One offers a single configurable solution to help manage everything from financials, human resources, procurement, inventory, manufacturing, logistics, product development, and corporate services, to customer service, sales, and marketing.

THE BEST-RUN BUSINESSES RUN SAP™



SAP BusinessObjects Edge Solutions

Designed for midsize companies or small businesses that want better visibility into their business to anticipate changing market conditions, SAP's business intelligence (BI) and performance management solutions help accelerate time to value, reduce risk, and optimize resources.

SAP BusinessObjects Edge BI

SAP BusinessObjects Edge Business Intelligence (BI) is a powerful business intelligence choice for midsize companies that want to improve business processes, discover new opportunities, and gain a competitive advantage. This comprehensive, versatile midmarket suite delivers solutions that address any business intelligence requirement — from flexible ad hoc reporting and analysis, to dashboards and visualization, to powerful data integration and quality as well as prepackaged data mart solutions.

SAP BusinessObjects Edge Planning and Consolidation

SAP BusinessObjects Edge Planning and Consolidation delivers what companies need to meet bottom-up and top-down financial and operational planning requirements — as well as complete consolidation and statutory and management reporting, all through a single application and user interface. Advantages include improved decision

making; reduced cycle time; minimized need for IT; and increased user productivity.

SAP offers comprehensive software solutions to meet the needs of small businesses and medium-size companies.

SAP BusinessObjects Edge Strategy Management

To achieve true business agility, everyone in an organization — from executives to front-line workers — must be ready to respond to and execute on strategy changes that can result from a volatile economic environment. SAP BusinessObjects Edge Strategy Management provides what companies need to communicate plans clearly, translate them into priorities and tasks, and instantly monitor and report on progress to any level of detail.

For more information on the solutions eligible for the SAP Referral program, go to www.sap.com/sme/solutions.

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