SAP® PartnerEdge®

www.sappartneredge.com

SAP Extended Business Program
Program Overview for Ecosystem Members

Broaden Your Horizons Through Collaboration with Established VARs

Reap Ecosystem Advantages Without a Major Investment

The SAP® ecosystem comprises a large network of partners of all types and sizes. SAP continues to enlarge our solution portfolio, aligning with five market categories: **applications, analytics, cloud, mobility,** and **database and technology**. Within these categories, we are expanding opportunities where you can grow your revenue whether you sell, service, or build and develop SAP solutions.

Now, under our SAP Extended Business program, IT solution and services providers can grow rapidly as members of an ecosystem established by our most successful channel partners. Whether you are already affiliated with an authorized SAP partner or are interested in teaming up with one, our SAP Extended Business program can help move your business forward.

No Fees to Join, Everything to Gain

Here are a few reasons to join the SAP Extended Business program:

- Get the same sales and consultant training that channel partners in our SAP PartnerEdge® program receive
- Gain access to the secure portal site for extended business members
- Use the SAP Extended Business program member logo to differentiate your brand
- Learn as you go in all areas (sales, presales, implementation, and support)

Going the Distance Together

The SAP Extended Business program is ideal for companies that have sales or implementation capabilities but are not able to meet the full requirements or investment of the SAP PartnerEdge program. The program positions organizations that regularly recommend, implement, or develop solutions to benefit from a close relationship with a highly successful SAP partner – and become more closely aligned with SAP growth opportunities.

The SAP Extended Business program offers focused SAP training and strategic guidance, as well as direct access to SAP tools and resources. You will be able to drive your profitability by effectively working with your SAP partner to deliver SAP solutions for small businesses and midsize companies.

Take advantage of the opportunity to grow with one of our top partners. The SAP Extended Business program will help you quickly gain market visibility and much more without a major investment. Let the SAP Extended Business program take your business to new horizons.

Strengthen existing partnerships or build new ones by becoming part of the SAP ecosystem of master value-added resellers (VARs). Whatever your needs, joining the SAP Extended Business program will allow you to leverage your sales or implementation capabilities to profit through our network of partners.

Learn more about the SAP Extended Business program membership.

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