SAP Information Sheet
SAP Ecosystem and Partners

Build Business Capabilities with SAP via Outsourcing, SaaS, and Cloud Services

Are you looking for a world-class enterprise solution but do not want to invest the capital, resources, or time to implement it in-house? SAP offers you a way. You can now also deploy SAP solutions via a range of outsourcing and cloud services that are powered by SAP® software and in the process leverage the expertise of SAP-certified providers.

Summary

To complement its portfolio of on-demand solutions, SAP is collaborating with leading IT and business service providers to make a wide range of SAP solutions available to customers in the form of outsourced and cloud services as needed. By taking advantage of these offerings, you have the option of deploying SAP solutions not just by using the on-premise model but also by choosing an outsourcing or cloud services model that suits your individual needs. To help ensure that you can leverage high-quality service, ease of integration within hybrid environments, best-practice knowledge from providers, and appropriately scaled operations, SAP collaborates closely with its service providers.

Business Challenges

- Implement new solutions while avoiding capital outlays
- Solve business problems more quickly to keep up with rapid change
- Synchronize costs with revenues to protect margins during downturns in the business cycle
- Professionalize delivery of business services and tap into a global talent pool to improve cost and quality of service

Key Features of Outsourcing and Cloud Services Powered by SAP Software

There are two distinct types of services supported by the program and available from select service providers:

Services for IT Outsourcing and Business Process Outsourcing

- Tailored SAP software–based solutions leveraging best-practice know-how from SAP-certified providers
- Availability either as business function–solutions (such as part of human resources or supplier relationship management) or as full-scope industry-specific solutions (such as for the consumer packaged-goods industry)
- Provider certification and delivery support by SAP

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Software as a Service (SaaS) and Business Process as a Service

- Configurable, standards-based platform solutions implementing best-practice processes and serving multiple customers
- Business function–focused scope, for example, covering a particular process in procurement or human resources
- Extended coverage of on-demand solutions from SAP, for example, extending sourcing on demand by cloud procurement services
- Commercial pay-as-you-go model
- Provider certification and delivery support by SAP

Benefits

- Enables you to deploy SAP solutions in a way that suits your specific circumstances
- Provides access to SAP's proven, world-class solutions coupled with expert know-how of specialized providers
- Helps you avoid up-front capital expenditure
- Improves time to value
- Enables better business outcomes via improved leverage of solution capabilities, innovations, and incorporation of best practices
- Lowers your risk through joint quality assurance of SAP and providers
- Lowers cost of ownership by leveraging providers' economies of scale in operations and asset utilization
- Helps free up your internal resources for other high-priority initiatives

Find Out More

To learn more about becoming an SAP-certified provider of hosting, cloud, and application management services, visit us on the Web at www.sap.com/services/more/ocs or e-mail us at outsourcing@sap.com.

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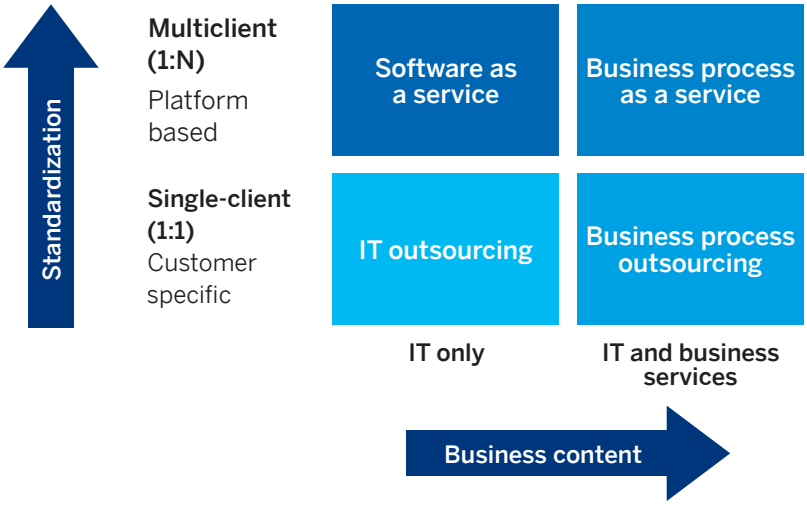
Business Models for Outsourcing and Cloud Services