



SAP Referral Program

SOLUTIONS ELIGIBLE FOR THE SAP® REFERRAL PROGRAM

EARN REWARDS FOR PROVIDING LEADS

SAP introduced the SAP® Referral program to extend its leadership position in the market of small and midsize enterprises 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 decide to amend this list based on what makes sense for the business at the time; updated lists are available on the SAP Referral program portal.

Business Management Software

SAP solutions for small businesses and midsize companies offer robust business management, business intelligence, and performance management functionality to streamline operations and improve visibility for better decision making. Our integrated, adaptable solutions provide flexibility to respond quickly to changing economic or market conditions.

SAP Business One

The SAP Business One application 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™

The SAP Business ByDesign™ solution 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. SAP Business ByDesign delivers preconfigured software to support process best practices for managing

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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.

SAP Business All-in-One

SAP Business All-in-One solutions best fit the needs of midsize companies looking for comprehensive, integrated, industry-specific software to power their businesses. Unlike other software on the market, SAP Business All-in-One

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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.

Business Intelligence: SAP BusinessObjects™ Edge Solutions

SAP BusinessObjects™ business intelligence (BI) and enterprise performance management solutions are designed for midsize companies and small businesses that want better visibility into their business.

SAP offers comprehensive software solutions to meet the needs of small businesses and midsize companies.

SAP BusinessObjects Edge BI

SAP BusinessObjects Edge Business Intelligence software is an ideal choice for midsize companies that want to improve business processes, discover new opportunities, and gain a competitive advantage. These comprehensive, versatile solutions address any business intelligence requirement: flexible ad hoc reporting and analysis, dash-

boards and visualization, and powerful functionality for data integration and quality.

SAP BusinessObjects Edge Planning and Consolidation

The SAP BusinessObjects Edge Planning and Consolidation application 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. And it's all delivered through a single application and user interface. Advantages include improved support for decision making, reduced cycle time, minimized need for IT support for end users, and increased user productivity.

SAP BusinessObjects Edge Strategy Management

To achieve true business agility, everyone in an organization – from executives to frontline workers – must be ready to respond to and execute on shifts in strategy that can result from changes within the company, the market, or overall economic conditions. The SAP BusinessObjects Edge Strategy Management application 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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