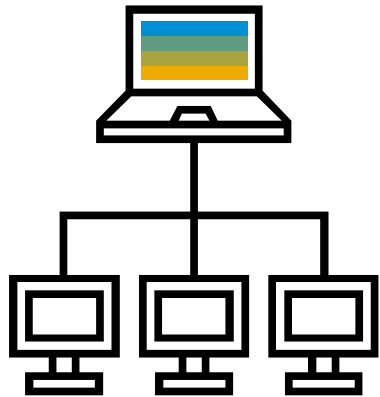


What is an SAP-qualified partner-packaged solution?

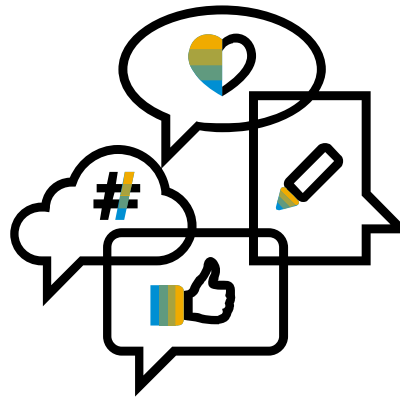
Package core components



- Standard SAP software
- Partner services
- Partner add-ons and extensions
- Live demo system and verified demo tenant
- Technical package with preconfiguration or customisation

Fixed-scope, fixed-price offering

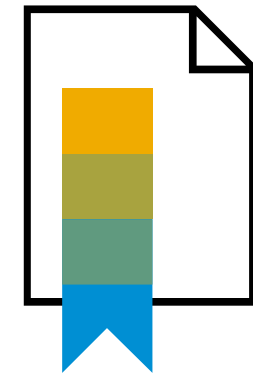
Go-to-market materials



- Go-to-market plan
- Package battle card
- Package fact sheet
- Customer-facing presentation
- Customer-facing video
- Social media

Digital sales and motion-ready GTM

Qualification session



Clear value proposition and the ability to deliver

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SAP[®] Qualified
 Partner-Packaged Solution

An SAP-qualified partner-packaged solution should make use of one or more of the following SAP software solutions (more to come):

ERP solutions: **SAP[®] Business ByDesign**

SAP S/4HANA[®] Cloud

SAP S/4HANA[®] Cloud
Private Edition

SAP S/4HANA[®]
1610 and 1709

Line of business solutions: **SAP SuccessFactors**

SAP Analytics Cloud
solution

SAP[®] Leonardo