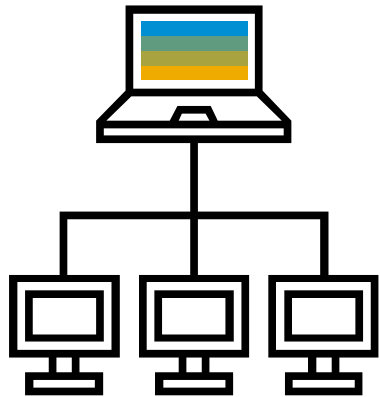


# What is an SAP-qualified partner-packaged solution?

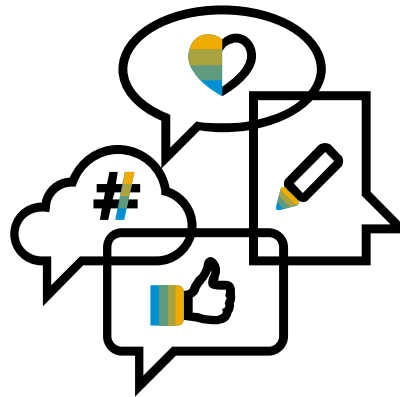
## Package core components



- 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

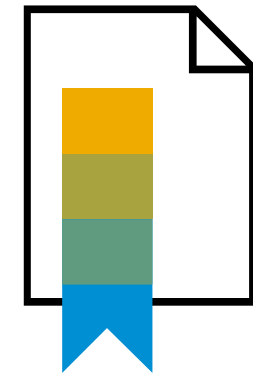
## Go-to-market materials



- 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

.....  
**SAP<sup>®</sup> 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<sup>®</sup> Business ByDesign**

**SAP S/4HANA<sup>®</sup> Cloud**

**SAP S/4HANA<sup>®</sup> Cloud**  
Private Edition

**SAP S/4HANA<sup>®</sup>**  
1610 and 1709

Line of business solutions: **SAP SuccessFactors**

**SAP Analytics Cloud**  
solution

**SAP<sup>®</sup> Leonardo**