

SAP[®] Competence

Expand your opportunities in the SAP market

The OpenText Partner Program for SAP Competence leverages the success of our SAP relationship to grow your business.

Opportunity

OpenText has a long and successful relationship with SAP. In fact, SAP resells OpenText solutions under the names SAP Archiving by OpenText, SAP Document Access by OpenText, SAP Invoice Management by OpenText, OCR Option for SAP Invoice Management, SAP Extended ECM by OpenText, SAP Digital Asset Management by OpenText, SAP Employee File Management by OpenText, SAP Document Presentment by OpenText, SAP Travel Receipts Management by OpenText, SAP Portal Content Management by OpenText and SAP Portal Site Management by OpenText. As the business through this reseller agreement grows, there is an increasing opportunity for our partners to provide delivery and implementation services around OpenText solutions or build best practices and horizontal or vertical solutions on top. Sales oriented partners will benefit from a growing opportunity to generate direct and/or influenced license revenue with the OpenText SAP product portfolio.

Enrich your enterprise, enable your organization, and employ the benefits of SAP Competence.

Objectives

With the OpenText Partner Program for SAP Competence, OpenText is targeting partners with deep technical competence in and across SAP that clearly differentiate themselves from other channel partners, service providers and consulting firms in the market. SAP Competence partners are typically highly committed, innovative, and growth-oriented companies with excellent project, industry, and process knowledge.

Technical Certification and Enablement

Technical certification and training programs provide your organization with the right skills to successfully position our SAP product portfolio and manage client projects involving products of the OpenText ECM Suite *for SAP Solutions*. SAP Competence recommends teaming methods in real customer situations, expanding your newly-certified consultant's theoretical knowledge and building confidence.

Teaming brings consultants and OpenText experts together to collaborate on customer projects. Consultants are encouraged to observe or guide the efforts of OpenText experts working on actionable projects and engage in individual tasks, enabling self-sufficiency.

The achieved certification status will be reviewed on a yearly basis. A partner's consultants may be required to re-certify to gain competence in new software versions.

Sales Certification and Enablement

Sales certification and training programs via e-Learning and online webinars provide your sales organization with all the necessary skills to successfully position and sell our SAP product portfolio.

SAP Competence Participation Levels

Your business model and strategy determine the SAP Competence participation level best suited to your needs.

- **OpenText Select Partner – SAP Competence**




is for SAP Services partners, such as system integrators and consulting firms that focus on implementation and delivery services for the OpenText ECM Suite *for SAP Solutions*. Select partners provide services like strategy, design, customization, implementation, and project management.

- **OpenText Premier Partner – SAP Competence or OpenText Platinum Partner – SAP Competence**

is for SAP Services partners and SAP Channel partners who provide full implementation and delivery service for the OpenText SAP product portfolio. In addition, Premier or Platinum partners have built horizontal or vertical solutions or best practices implementation packages based on the OpenText SAP product portfolio and/or commit to an annual net license revenue target for these products.

Benefits

SAP Competence partners receive substantial benefits including promotion at OpenText events, Webinar sessions, as well as discounts on training, certification courses, and the OpenText Global Services' price list.

Membership Level	Select	Premier	Platinum
Sales Benefits			
Assigned Partner Manager	Opportunity based	■	■
Executive Sponsor			■
Product Based Sales and Margin incentives (Applicable on License Revenue with NON-SAP Reseller products of the OpenText SAP Product Portfolio)		30%	35%
Partner Portal and Knowledge Center Access	■	■	■
Local User and Discussion Groups Participation	By invitation		
Participation in OpenText Marketing Campaigns	By invitation	By invitation	■
Proposal Development Support	Opportunity based		
Product/Competency Training			
OpenText Global Services Price List Discount	10%	10%	10%
Public Product Training Courses Discount	25%	30%	40%
Product Certification Training Bootcamp Discounts	25%	30%	40%
Onsite or custom Training Discounts	20%	25%	25%
Access to Partner Sales/Pre-Sales e-Learning Environment	■	■	■
Quarterly Product Webinars	■	■	■
Technical Support			
Access to Partner Support Services	■	■	■
Extended Partner Support Services	Available per incident fee		
Dedicated Partner Support Specialist			Available for additional fee
Software			
Internal Use Software License Discounts (Production and Application Development)	50% for first 100 users	50% for first 100 users	50% for first 100 users
Marketing & Demonstration Software Access	■	■	■
Production Roadmap Review Sessions	By invitation		
Marketing Support			
OpenText Partner Logo			
OpenText SAP Competence Partner Page Listing	■	■	■
OpenText Partner Directory Listing	■	■	■
Co-branded Marketing Collaterals	■	■	■
Access to OpenText Online Product Demo Environment	■	■	■
Sponsorship and Exhibit Eligibility at OpenText Events	By invitation		
Content World/Conent Day Invitation	■	■	■
Eligible for Break-out Sessions at Content World/Content Day	By invitation		
Eligible Partner Day Participation at Content World/Content Day	■	■	■

Benefits *(continued)*

Membership Level	Select	Premier	Platinum
Communications Support			
OpenText Press Release	By invitation		■
Partner Press Release with OpenText Quote Authorization	■	■	■
Partner Newsletter Subscription	■	■	■
Analyst and Media Events Joint Participation			By invitation

Business Focus Competence Levels



“SERVICES”

Partner offers consulting and implementation services for:
OpenText SAP Product Portfolio (minimum of one)

- SAP Archiving by OpenText
- SAP Document Access by OpenText
- SAP Invoice Management by OpenText (including OCR option)
- SAP Extended ECM by OpenText
- SAP Digital Asset Management by OpenText
- SAP Employee File Management by OpenText
- SAP Document Presentment by OpenText
- SAP Travel Receipts Management by OpenText
- SAP Portal Content Management by OpenText
- SAP Portal Site Management by OpenText
- OpenText Supplier Information Management *for SAP Solutions*



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PLUS “SOLUTIONS”

Partner offers horizontal or vertical solutions or best practices implementation packages based on:

OpenText SAP Product Portfolio

or PLUS “SALES”

Partner commits to an annual net license revenue target.

Target includes:

- Influenced SAP Reseller Product License Revenues
- SAP Reseller Product License Revenue generated by SAP Channel Partner (Sale on Partner paper, purchased via SAP)
- License Revenues
 (NON-SAP Reseller products of the OpenText SAP Product portfolio)

Together, we are The Content Experts.™

Requirements and Investment

Membership Level	Select	Premier	Platinum
Program			
Signed Partner Agreement	■	■	■
Annual SAP Competence Services Pre-investment 100% of this pre-investment can be applied as a credit to OpenText SAP Product related training, certification courses, and Global Services Support	USD 5,000 EUR 3,500	USD 10,000 EUR 6,500	USD 15,000 EUR 10,000
Completed Annual Business Plan with Quarterly Review	■	■	■
Complete and Maintained Company Profile	■	■	■
Partner Designated Relationship Manager	■	■	■
Accreditation and Certification			
Complete Skills Assessment and Formal Training Plan with Quarterly Review	■	■	■
Commitment to number of certified Sales Professionals in applicable OpenText SAP Product Portfolio		2	4
Commitment to number of certified Solution Consultants (Pre-Sales) in applicable OpenText SAP Product Portfolio		1	2
Commitment to number of certified Consultants in applicable OpenText SAP Product Portfolio	minimum of 3	minimum of 10	minimum of 15
Sales and Marketing			
Annual net License Revenue Targets Target includes: <ul style="list-style-type: none"> Influenced SAP Reseller Product License Revenues SAP Reseller Product License Revenue generated by SAP Channel Partner (Sale on Partner paper, purchased via SAP) License Revenues (NON-SAP Reseller products of the OpenText SAP Product portfolio) 		> USD 750K > EUR 500K	> USD 1,500K > EUR 1,000K
Quarterly Pipeline Management and Sales Forecast Review	Services Project Pipeline	License and Services Project Pipeline	License and Services Project Pipeline
Required number of Published Customer Success Stories	1	2	4



Join Us

OpenText provides the foundation for a long-term, successful partnership with your organization. Together as partners, we fulfill key market objectives to drive new business, establish a competitive advantage, and create demonstrable business value.

Together, we are The Content Experts.™

To enroll in the OpenText Partner Program for SAP Competence, please visit <http://www.opentext.com/partners/register.html>

We look forward to working together and will contact you as soon as your application is reviewed.