SAP® Competence

Expand your opportunities in the SAP market

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

Opportunity

Open Text has a long and successful relationship with SAP. In fact, SAP resells Open Text solutions under the names SAP Archiving by Open Text, SAP Document Access by Open Text, SAP Invoice Management by Open Text, OCR Option for SAP Invoice Management, SAP Extended ECM by Open Text, SAP Digital Asset Management by Open Text, and SAP Employee File Management by Open Text. Enrich your enterprise, enable your consultants, and employ the benefits of SAP Competence. As the volume of business through this reseller agreement grows, there is an increasing opportunity for our partners to provide delivery and implementation services around Open Text solutions.

Objectives

With the Open Text Partner Program for SAP Competence, Open Text is targeting partners that clearly differentiate themselves from other 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 manage client projects involving products of the Open Text ECM Suite *for SAP Solutions.* SAP Competence blends shadowing and teaming methods in real customer situations, expanding your newly-certified consultant's theoretical knowledge and building confidence.
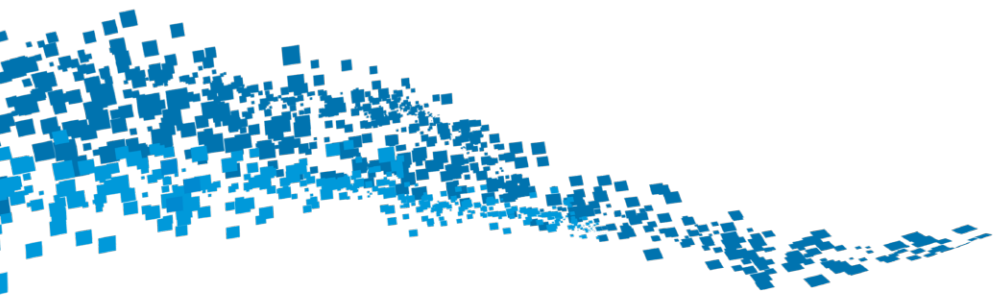
- Shadowing gives consultants the opportunity to observe or guide the efforts of Open Text experts working on actionable projects.

- Teaming brings consultants and Open Text experts together to work on customer projects. Consultants are encouraged to 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.

SAP Competence Participation Levels

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

- **Open Text 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 Open Text products resold by SAP or follow-on business solutions of the Open Text ECM Suite *for SAP Solutions.* Select partners provide services like strategy, design, customization, implementation, and project management.

- **Open Text Premier Partner—SAP Competence** or **Open Text Platinum Partner— SAP Competence** is for SAP Services partners and SAP Channel partners who provide full implementation and delivery service for the Open Text products resold by SAP. In addition, Premier or Platinum partners can earn service and license revenue on a set of follow-on business solutions for the Open Text ECM Suite *for SAP Solutions.*

Benefits

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

Membership Level	Select	Premier	Platinum
Sales Benefits			
Assigned Partner Manager	Opportunity based	▪	▪
Executive Sponsor			▪
Product Based Sales and Margin Incentives	Lead referral for OT direct deals	30%	35%
Partner Portal and Knowledge Center Access	▪	▪	▪
Local User Groups Participation	By invitation		
Participation in Open Text Marketing Campaigns	By invitation	By invitation	▪
Proposal Development Support	Opportunity based		
Product/Competency Training			
Open Text Global Services Price List Discount	10%	10%	10%
Public Product Training Courses Discounts	25%	25%	25%
Product Certification Training Bootcamp Discounts	25%	25%	25%
Onsite or custom Training Discounts	20%	20%	20%
Partner Sales/Pre-Sales Onboarding Program Participation	▪	▪	▪
Partner Technical Consultant Enablement via Blended Delivery with Open Text Global Services	▪	▪	▪
Formal Sales Accreditation Programs Attendance		▪	▪
Formal Solution Consultant (Pre-Sales) Enablement Programs Attendance		▪	▪
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

Membership Level	Select	Premier	Platinum
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			
Open Text Partner Logo	OPEN TEXT SELECT PARTNER / SAP COMPETENCE	OPEN TEXT PREMIER PARTNER / SAP COMPETENCE	OPEN TEXT PLATINUM PARTNER / SAP COMPETENCE
Product Demos Access	Opportunity based		
Joint Branded Partner Fact Sheet		▪	▪
Open Text Partner Directory Listing	▪	▪	▪
Marketing Collateral	▪	▪	▪
Sponsorship and Exhibit Eligibility at Open Text Events	By invitation		
Quarterly Partner Web Casts	▪	▪	▪
Content World/Content Day Invitation	▪	▪	▪
Eligible for Break-out Sessions at Content World/Content Day		By invitation	By invitation
Eligible Partner Day Participation at Content World/Content Day	▪	▪	▪
Communications Support			
Open Text Press Release	By invitation	By invitation	▪
Partner Press Release with OpenText Quote Authorization	▪	▪	▪
Partner Newsletter Subscription	▪	▪	▪
Analyst and Media Events Joint Participation			By invitation

Business Focus Competence Levels

OPEN TEXT
SELECT
PARTNER

SAP COMPETENCE

Consulting and implementation services for:

SAP Reselling Product (minimum of one)

- SAP Archiving by Open Text
- SAP Document Access by Open Text
- SAP Invoice Management by Open Text (including OCR option)
- SAP Extended ECM by Open Text
- SAP Digital Asset Management by Open Text
- SAP Employee File Management by Open Text

OR

**Open Text Follow-On Business Solutions of the
Open Text ECM Suite *for SAP Solutions* (minimum of one)**

- Open Text Supplier Information Management *for SAP Solutions*
- Open Text Customer Information Management *for SAP Solutions*

OPEN TEXT
PREMIER
PARTNER

SAP COMPETENCE

OPEN TEXT
PLATINUM
PARTNER

SAP COMPETENCE

Consulting and implementation services for:

SAP Reselling Product (minimum of one)

- SAP Archiving by Open Text
- SAP Document Access by Open Text
- SAP Invoice Management by Open Text (including OCR option)
- SAP Extended ECM by Open Text
- SAP Digital Asset Management by Open Text
- SAP Employee File Management by Open Text

PLUS

Sell, consult, and implement:

**Open Text Follow-On Business Solutions of the
Open Text ECM Suite *for SAP Solutions* or TCP (minimum of one)**

- Open Text Supplier Information Management *for SAP Solutions*
- Open Text Customer Information Management *for SAP Solutions*
- Open Text Transactional Content Processing (TCP)

Join Us

Open Text 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 Open Text 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.

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 Open Text ECM Suite *for SAP Solutions* related training, certification courses, and Global Services Support	$ 5,000 € 3,500	$ 10,000 € 6,500	$ 15,000 € 10,000
Completed Annual Business Plan with Quarterly Review	▪	▪	▪
Complete and Maintained Company Profile	▪	▪	▪
Partner Designated Relationship Manager	▪	▪	▪
Accreditation and Certification			
Complete Skills Assesment and Formal Training Plan with Quarterly Review	▪	▪	▪
Commitment to number of Sales Professionals Accredited per Product		2	4
Commitment to number of Solution Consultants (Pre-Sales) Accredited		1	2
Commitment to number of Certified Technical Professionals per Product	minimum of 3	minimum of 3	minimum of 6
Sales and Marketing			
Annual net Licence Revenue Targets (with Open Text Follow-On Business Solutions of the Open Text ECM Suite *for SAP Solutions* or TCP)		> $ 350K > € 250K	> $ 1,000K > € 750K
Required number of new customers per year for NON-SAP Reseller Products		3	5
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 published Customer Success Story every 12 months	2 published Customer Success Stories every 12 months

www.opentext.com/partners

Together, we are The Content Experts™