

EMEA E&C Best Performance Challenge 2012 - Overview

November 2011



First of all....Congratulations to 2011 Winners

■ EMEA

- 1) Méthode ITALY
- 2) SIDI ITALY
- 3) SDG ITALY

■ TASK CATEGORIES

- EMEA BIZ PLAN & PIPELINE : Méthode ITALY
- EMEA DEMAND GENERATION : Méthode ITALY
- EMEA SALES CYCLE: Méthode ITALY

■ PRODUCT

- EMEA A1 SIDI ITALY
- EMEA BOBJ Méthode



■ ITALY

- 1) Méthode
- 2) SIDI
- 3) SDG

■ FRANCE

- 1) Itelligence
- 2) T-Systems
- 3) Delaware

■ UK

- 1) DS Callards
- 2) MAXIIMA
- 3) G3

■ CEE

- 1) CSB - Romania
- 2) NESS- Slovakia
- 3) HOSTLOGIC - HU

■ INDIA

- 1) Sonata (A1)
- 2) SEAL (A1)
- 3) SPECTRASOFT (A1)

■ MENA

- 1) SSBS (SA)
- 2) Al Bilad Arabia (SA)
- 3) KEANE (UAE)

■ REST of EMEA

- 1) Detaysoft (TR)
- 2) SingularLogic (GR)
- 3) SOLMATE (NL)

What is The Best Performance Challenge 2012?

A unique Business Enablement Initiative with objective : *“To develop and refine the skills and competence of the SAP partner community in becoming the solution provider of choice for our prospects by giving them the coaching necessary to win, and the opportunity to benchmark themselves against their peers”*

An **opportunity for partner sales teams to perform** (like in many events in a Football Season or a Decathlon in London 2012!)

A **set of 23 Tasks designed upon real world** sales, marketing, and social media activities with no overhead workload and timeframe overlapping

A **way to engage with SAP** that will help the partner focus, coach them on task deliverables and business performance

An **EMEA Visibility outlook** as tasks are assessed and scored for the competition by a judging panel and winners across EMEA and in MU are celebrated

A **framework of enablement content and business learning sessions and assets in SAP EMEA Partner University**, to leverage and contribute directly to the partners sales success across the SAP Portfolio.

How to line up your Best Performance Challenge Team?



Just like in the sports world all SAP partners can nominate a Team Manager / Coach with a real Squad, including coach, champions, players, backups all competing and playing for different trophies in different roles

The “TEAM MANAGER” will set up a list a team of experts, new hires, role specific executives etc, all supervised ,directed and coached by the “Team Manager”. The TEAM MANAGER is the “SAP LEADER” and his main task is to:

- ❑ Embrace and leverage the BPC enablement initiative as main contact
- ❑ Guide the local team by having organizational empowerment and orchestrating champions on different topics
- ❑ Manage the SAP Business from a 360 degree perspective, and also focusing on optimized business / task areas
- ❑ Train and develop new employees and executives, use task assets for business and organizational development
- ❑ Leverage the BPC content, link it to the SAP partnership formalities (PRM), use it closely connected to engaged business.

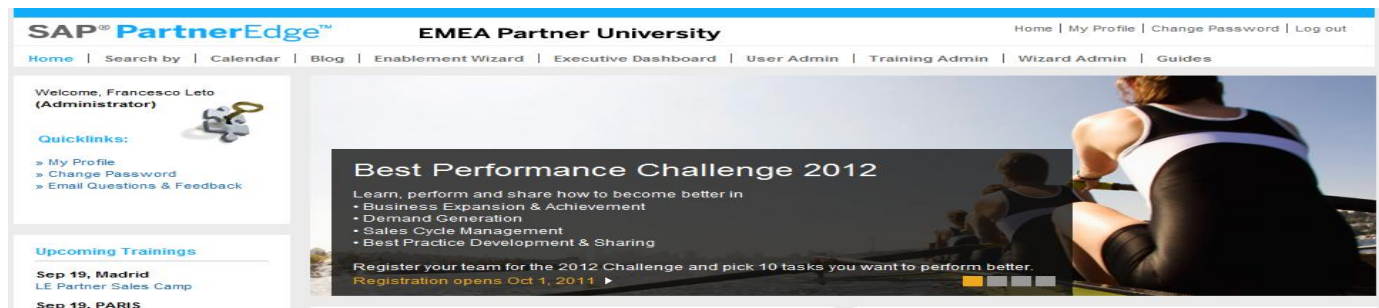
The team includes squad Champions, ie Sales, Pre-Sales, Marketing and other roles, including additional and backup people during the competition, all engaging for team work while performing yearly achievement of business targets , quarterly based, and/or in different areas such as :

A1, BA&T, B1, NN, LOB, UPSELLING, SYBASE MOBILITY, In Memory, HANA all included within Best Performance Challenge tasks (or task areas).

Partners can therefore “play” in different playgrounds, “Leagues” as long as they have enough champions in their listings. Pick up 10 out of 23 Tasks for your best score, use the others to learn.

What is new in the 2012 Edition?

- ❑ Participation FOC through invitation and Single Sign On Registration in EMEA Partner University.



- ❑ More learning flexibility with “real life” Business Enablement on
 - Business Achievement and Expansion
 - Demand Generation
 - Sales Cycle
- ❑ No deadlines or overlaps on Quarter Ends, flexible time planning
- ❑ Teams support and organization recommended
- ❑ Best Practice Sharing to improve community development
- ❑ Higher Motivation with “SUPERTASK Category”

Score your best with 10 Tasks from the following, learn from the others ...

Category 1	Category 2	Category 3	Category 4	Category 5
Business expansion and achievement	Demand Generation	Sales Cycle	Best practice sharing	SUPER TASKS
1a - PIPELINE CONVERSION	2a - SPECIFIC MARKETING PLAN	3a - VALUE PROPOSITION	4a - B1 IMPLEMENTATION AIP	5a - WHY WAIT
1b - SPECIFIC BUSINESS PLAN	2b - SOLUTION SPECIFIC ELEVATOR PITCH	3b - OBJECTION HANDLING & DEAL CLOSING	4b - BEST PRACTICE CASE IN SALES MANGEMENT	5b - SHOW ME THE MONEY
1c - CROSS SELLING INTO SAP SME DIRECT	2c - RECORDED SOLUTIONS DEMO	3c - WINNING AGAINST COMPETITION	4c - SOLUTION SPECIFIC REFERENCE CASE/SUCCESS STORY	5c - SOCIALIZING YOUR SUCCESS
1d - TARGETING ENTERPRISE ACCOUNTS	2d - ORGANIZING A CUSTOMER DAY WITH SUCCESSFUL OUTCOME	3d - COMPELLING DEMO	4d - USE COMPETITIVE ANALYSIS TO SET UP A SALES APPROACH	5d - SHOW THE INNOVATION
	2e - New Name MARKETING CAMPAIGN		4e - SHARE AND PRESENT YOUR BEST PRACTICES	5 e Q1 2012 REVENUE BONUS

Category 1 Tasks: Business Expansion and Achievement

1 a PIPELINE CONVERSION:

Learn how to manage a sales Pipeline, deliver linearity while optimizing resources and sharing with SAP. Deliver your pipeline of B,C, D deals at the beginning of each quarter and score more the better you are at closing, ranked in EMEA through out the challenge.

1 b BUSINESS PLANNING:

Learn how to deliver by Feb 2012 a presentation of your “living” business plan in sync with PRM deadlines, including targets, investments, resources needed to address markets. Jury assigns score to the plan and review.

1 c CROSS SELLING INTO SAP SME DIRECT:

Learn by preparing a strategy-document, to be presented to the Jury, with well documented plan „How to approach new customers from SAP direct SME installed base to cross-sell a specific SAP solution from the partner team. Deadline by Feb 2012

1 d TARGETING ENTERPRISE ACCOUNTS:

Learn to prepare a specific plan (by Feb 2012) for one significant complex account, add deals in the forecast (by May 2012), with ability to identify and map out different opportunities in a single organization, strategize and prioritize them using tools and concepts like Power Map and individual VIP maps.

Category 2 Tasks: Demand Generation

2 a SPECIFIC MARKETING PLAN:

Learn to deliver a Marketing Plan by May 2012, using a template to be completed with a multi tenanted approach covering all aspects of a successful marketing plan for the year, including activity to hit 100% of partner revenue target to SAP.

2 b SOLUTION SPECIFIC ELEVATOR PITCH :

Learn how to produce an impressive 60-second Elevator Pitch video with a CEO, making it enjoyable and focusing on how your business/solution is different from others and unique. You upload it in YouTube. Then promote yourself drawing the enduser's attention to visit YouTube and comment it to achieve social media scoring.

2 c RECORDED SOLUTION DEMO :

Learn how to produce a recorded solution demo as video focusing on specific target group with a clear value proposition and use the video for demand generation using social media.

2 d ORGANIZING A CUSTOMER DAY WITH SUCCESSFULL OUTCOME :

Learn how to prepare a well documented plan to set up a net new name customer seminar or a installed base customer day either at SAP or Partner premises. Score assigned for document delivered before 31st March and event successfully accomplished by May 2012.

2 e NEW NAME MARKETING CAMPAIGN :

Learn how to prepare a well documented plan to set up a net new name marketing campaign into a specific sector. Can be vertical, or size i.e. SME or specific E2 accounts . Score for document delivered before 31st March and campaign rolled out, with opportunities, by May 2012.

Category 3 Tasks : Sales cycle

3 a VALUE PROPOSITION :

Learn how to deliver a “Media Pack” to your customer showing the value they will derive from investment in a solution from the partner and present to the Jury.

3 b OBJECTION HANDLING AND DEAL CLOSING :

Learn how to manage objections during the presentation to your customer in the sales cycle, shortening the closing phase.

3 c WINNING AGAINST COMPETITION :

Learn to prepare Battle cards on pricing analysis, references, go to market strategy, product features and demo, support in order to compete against competition

3 d COMPELLING DEMO :

Learn to present a Demo, solution specific showing pain points solution demo is related to, show relevant business scenarios by focusing on value and not features.

Category 4 Tasks : Best Practice Sharing

4 a B1 IMPLEMENTATION, HOW TO BENEFIT FROM AIP :

Share and learn how to apply AIP for B1 implementation requirements (deliver sample project plan, sample documents), share within the challenge community customers' testimonials on how you have successfully used implementation best practices.

4 b BEST PRACTICE CASE IN SALES MANAGEMENT :

Share and describe a general plan for sales management, as a common challenge for partners over pipeline filling and management, lead generation, SAP CEL, ROI and Value Analysis, Deal Closing.

4 c SOLUTION SPECIFIC CUSTOMER REFERENCE CASE / SUCCESS STORY :

Share Solution Specific Reference Case/Success documented by Customer Slide, Multipage Document, Video while promoting it through Partner Company WEB site, Mktg Campaigns, Events , Video Promotional Channels, Social Media.

4 d USE COMPETITIVE ANALYSIS TO SET UP A SALES APPROACH :

Provide, Learn and discuss how to use competitive analysis to set up a sales approach for non SAP Accounts

4 e SHARE AND PRESENT YOUR BEST PRACTICES :

Share Best Practices of daily work either via recorded presentation or via interview on these categories: Beat the competition, Grow your deal, Successful Go to Market models, Successful Social Media Strategies.

Category 5 SUPER TASKS

5 a WHY WAIT:

Earn more points in the Challenge 2012 by delivering your tasks before the deadline. You can get 1 point for each week earlier than the deadline in order to promote early bird business approach and deliverers.

5 b SHOW ME THE MONEY :

Earn up to 25 more points in the Challenge 2012 by describing the “Impact” our Enablement sessions had on your business, customers, revenue, enhanced product offering.

5 c SOCIALIZING YOUR SUCCESS :

Earn up to 25 more points in the Challenge 2012 by delivering a recorded Interview about market issues, business planning processes, interacting using social media, and benefits coming from your participation in the challenge.

5 d SHOW THE INNOVATION :

Earn up to 25 more points in the Challenge 2012 by applying innovation to 4 main tasks plus forecasting an opportunity and setting up a team on new adopted solutions (Mobility, HANA, BPC, CRM).

5 e Q1 2012 Revenue Bonus

Each team can get 1 point for every 5000 Euro revenue achieved in Q1 2012, capped at 25 points

The Enablement page includes TASK DETAILS and LEARNING SESSIONS

#	Task Name (25 points each)	Details	Learn More
Category 1: Business Expansion & Achievement			
1a	PIPELINE CONVERSION	<ul style="list-style-type: none"> Watch Task Video Pipeline Conversion 	<ul style="list-style-type: none"> Watch Category Video Get Fit Session Pipeline Conversion
1b	SPECIFIC BUSINESS PLAN	<ul style="list-style-type: none"> Watch Task Video Business Plan 	<ul style="list-style-type: none"> Get Fit Session Business Plan
1c	CROSS SELLING INTO SAP SME DIRECT	<ul style="list-style-type: none"> coming soon Cross Selling 	<ul style="list-style-type: none"> Get Fit Session Cross Selling
1d	TARGETING ENTERPRISE ACCOUNTS	<ul style="list-style-type: none"> Watch Task Video PDF Slides 	<ul style="list-style-type: none"> Get Fit Session PDF Slides
Category 2: Demand Generation			
2a	SPECIFIC MARKETING PLAN	<ul style="list-style-type: none"> Watch Task Video Marketing Plan Marketing Template 	<ul style="list-style-type: none"> Watch Category Video Get Fit Session
2b	SOLUTION SPECIFIC ELEVATOR PITCH	<ul style="list-style-type: none"> Watch Task Video Elevator Pitch 	<ul style="list-style-type: none"> Get Fit Session Elevator Pitch
2c	RECORDED SOLUTIONS DEMO	<ul style="list-style-type: none"> Watch Task Video Solution Demo 	<ul style="list-style-type: none"> Get Fit Session Solution Demo
2d	ORGANIZING A CUSTOMER DAY WITH SUCCESSFUL OUTCOME	<ul style="list-style-type: none"> Watch Task Video Customer Day 	<ul style="list-style-type: none"> Get Fit Session Customer Day
2e	New Name MARKETING CAMPAIGN	<ul style="list-style-type: none"> Watch Task Video Marketing Campaign 	<ul style="list-style-type: none"> Get Fit Session Marketing Campaign
Category 3: Sales Cycle			
3a	VALUE PROPOSITION	<ul style="list-style-type: none"> Watch Task Video Value Proposition 	<ul style="list-style-type: none"> Watch Category Video Get Fit Session Value Proposition
3b	OBJECTION HANDLING & DEAL CLOSING	<ul style="list-style-type: none"> coming soon OH & DC 	<ul style="list-style-type: none"> Get Fit Session
3c	WINNING AGAINST COMPETITION	<ul style="list-style-type: none"> Watch Task Video Winning Against Competition 	<ul style="list-style-type: none"> Get Fit Session Winning Against Competition
3d	COMPELLING DEMO	<ul style="list-style-type: none"> Watch Task Video Compelling Demo 	<ul style="list-style-type: none"> Get Fit Session Compelling Demo
Category 4: Best Practice Sharing			
4a	B1 IMPLEMENTATION AIP	coming soon	coming soon
4b	BEST PRACTICE CASE IN SALES MANAGEMENT	coming soon	<ul style="list-style-type: none"> Get Fit Session Best Practices
4c	SOLUTION SPECIFIC REFERENCE CASE/SUCCESS STORY	<ul style="list-style-type: none"> Watch Task Video 	<ul style="list-style-type: none"> Get Fit Session Reference Case



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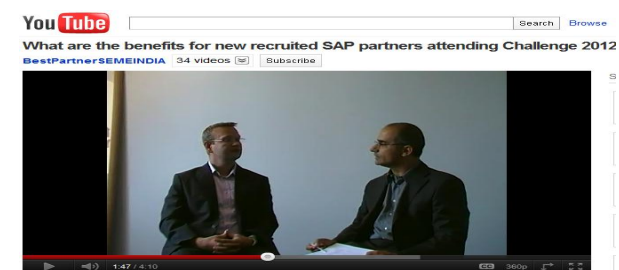
Best Performance Challenge
for SAP Partners 2012

Register your team until Nov 30, 2011

REGISTER >

Why is it important for SAP E&C Partners to attend?

- ❑ Participants of the last two challenges were able to **win more deals**, engage in winnable opportunities and gain customers for life.
- ❑ **Up-skill and refresh** your knowledge, learn to apply new tools, topics and techniques (HANA, In Memory, LOB, Mobility) using your **real deals and business opportunities**
- ❑ **Engage** with others in the SAP community who can coach your team and enable best performance while benchmarking against your peers across Europe
- ❑ Gain more external and internal **visibility** through SAP executive recognition, awards and rewards. Extend your market coverage and recognition by promoting through social media referenced success cases.
- ❑ Take your chance to **enable new staff, more roles**, refresh & benchmark experienced staff, by choosing with measurable business impact and increasing your organization's business capability
- ❑ As a TEAM MANAGER, **coach and drive champions** to achieve business expansion and **flexible optimization** based on your needs. Select 10 out of 22 tasks by accessing [EMEA Partner University](#).
- ❑ Engage with peers in a **community of knowledge and practice**.
- ❑ Save time while performing and leveraging a task framework already designed on **business deliverables**
- ❑ Improve **Channel Autonomy**, save on EMEA PU trainings using challenge coupons.
- ❑ Have **FUN** in the competition by **getting your invitation to register free of charge. Even more simple !!!**



The 3 ROIs of the initiative?

1. More closed deals per sales rep:

Partners state, that through the learnings and exercises plus coaching on specific tasks the teams return from the challenge with a better sales efficiency, specifically a much better balance of resources, engagement and time in the sales cycle. And this on critical points of the sales process, such as qualifying, what and when to demo, proposing the right scope of the solution. As a consequence the sales teams could handle and win more deals per sales representative at partners participating. This motivates many partners to this time send new people from their partner firm.

2. Increased revenue:

Two multipliers for success come together with the Challenge. One is the increased visibility within SAP, while partner manager like to work with whom they know. Seeing partners and people they didn't know so far on real business opportunities in the Challenge performing, has opened their eyes and mind, and of course influenced their willingness to collaborate. The second multiplier, partner used the challenge participation, social media activities and Challenge winner logos for their PR and virally throughout their existing and future client network.

3. Better marketing results:

In the challenge we focus on a critical tactical marketing area essential for partners to grow their business: demand generation. Applying the tools and tactics learned and practiced in the challenge on their real business has grown their pipeline dramatically and also in a predictable way. It has also helped to make Marketing a cohesive part of the sales team from planning to getting the results in and measured throughout the entire year

- Eric Duffaut (President SAP Ecosystem and channels, in a recent interview clearly states, why innovation is back at SAP, big time and how partners can compliment SAP sales force and act as a force multiplier.

Why is the Best Performance Challenge 2012 important for SAP E&C executives & their partners?

- ❑ Common engagement initiative that improves relationship. Better insight on indirect business by playing Jury Member role.
- ❑ First important initiative to leverage and promote EMEA Partner University as End-to-End Enablement platform
- ❑ Allows major overview on Channel Expansion as all Partners can be involved (A1, B1, BA&T, SI, Alliances)
- ❑ Offers and addresses Channel Autonomy evaluation criteria, Reporting through Enablement Dashboard
- ❑ Pilot ground for partners to embrace new topics HANA, In Memory, Mobility
- ❑ Expand Channel capacity and Capability with more Best Performance Challenge enabled roles. Expected 230+ participants in 2012.
- ❑ Build and expand community membership and participation through social media platforms. Be a key member interacting in the community network
- ❑ More partners committing and targeting LE Space and POINT SOLUTIONS verticals.
- ❑ Improve partner coverage and recognition by promoting through social media referenced success cases.
- ❑ Win an Internal Award from Luis by coaching your partners to success



PRIZES & RECOGNITIONS

Prizes

Prize Definition Rules

Each Market Unit will have own ranking and prizes only if there are **at least 5 teams**. Market Units with less than 5 competing teams may be clustered (e.g. to "Rest of EMEA+DACH"). If and which Market Units will be clustered will be decided by Challenge Management. Challenge points are counting only if approved by Enabler in the Team Profile and coming from Delivered Tasks in time by completion date stated in the Task Description document.

Prizes are cumulative, one team may win more prizes.

Category	Rank	What you can win
EMEA+DACH OVERALL	1	2500 Euro + Crystal Award + Free Circle Membership
	2 & 3	Crystal Award + Free Circle Membership
Market Unit (with at least 5 active COMPETING teams)	1 Overall	2500 Euro + Crystal Award + Free Circle Membership
	2 & 3 Overall	Crystal Award + Free Circle Membership
2011 New recruited Partners*	1 Overall	2500 Euro + Crystal Award + Free Circle Membership
	2 & 3 Overall	Crystal Award + Free Circle Membership

* This prize is reserved for net New VARs that signed PE contract in 2011 and are active and operational in PRM by passing L1 eLearning (product authorized) within 2011. Teams must complete Tasks 1b, 2a, 3a, 3d and 4d to qualify for this prize.

Use the winner logo for promotion



For example, as Rest of EMEA winner in the Best Performance Challenge 2011 Detaysoft from Turkey are using the logo as a banner in their **email signatures**, within their **corporate web site** and also in the **printed catalogues** which are prepared for the upcoming SAP World Tour in Istanbul at the end of September 2011.

Contact us if you need support in creating your promotional media along with you challenge participation:
challenge@pdagroup.net

What partners say. Take their word for it

Participating in the Challenge was helpful for our team to develop our marketing processes and sales cycle as one of the new SAP Channel Partners in Turkey. We had chance to learn a lot from the fitness sessions which are precisely explaining requirements of the corresponding tasks. Beyond the competition, we have aligned our sales cycle to SAP's global standards, we are using YouTube videos in real life sales activities and planning to produce even more videos for solutions and customer portrait. [Dilber Kürüm, Marketing Manager, Detaysoft, Turkey](#)

The Challenge 2011 was very valuable for us. Although just as a learner, we went through a series of exciting exercises, learning and presenting sessions. We found the program very helpful, totally satisfying its aim to bring us as a new partner up to a higher gear, faster speed. It also pointed out some of our "to be improved" areas, such as our website, our elevator pitch and sales management steps. The final presentation helped us design a clear strategy to be executed not only at one specific client, but as a feed-back based, rectified best practice, at all future potential customers. [Gergely Ákos, DoqSys, Hungary](#)

Participating in the Challenge was really helpful for our team to improve and strengthen our marketing and sales processes, thanks to the techniques learned. Your cooperation and the training aid you supplied us with were quite relevant in these improvements and, in particular, they led us to develop more structured approach to social media. One of the most significant chances was that of sharing a method within our team, so that each of us could perfect his role and refine his technical features. [Diego Sossai, Méthode, Italy](#)


As a rising VAR partner, being part of the Best Performance Challenge was a strategic move for us. It enabled key elements of our organisation to adopt best practice approaches, from demand generation and sales planning to video production and presentations, all of which ultimately contributed to a record year for license and service sales. Plus we had a lot of fun in the process! [Lee Grogan, DSCallards, UK](#)

This program, although being just a "coaching framework and competitive environment", enabled us or gave us a boost for multiple activities which would otherwise probably not happen: It increased our acceptance by local SAP and we have received more attention there. It was easier for us to get capacity of your tele-resources in Spain for the campaign. Also internally at Ness, we have started activities (backed up by this program) which might not be done otherwise - this is from my personal perspective the biggest contribution! [Stanislav Simunek, Ness Technologies](#)

Best Performance Challenge 2012

Learn, compete and share how to perform better

30 Nov 11	100 Partners, 230 roles
	10 Experts
Actual:	## P, ## Expert
	Start on 1 Oct 11



MU nominating “Partners” for Teams
(Target 230 participants, 100+ partners)

Participants Timeline

- 1 Oct – 30 Nov 2011 Registration *
- 15 Nov 2011 Executive Kick-Off session
Online / Local SAP HQs
- Nov 2011: Start learning (fitness session)
- 29 Feb 2012 or
- 31st March: 1st completion deadline
(for Learn and Do tasks)
- 31 May 2012 2nd completion deadline
(for other Best practice tasks)
- 1 July 2012 Winners announcement.

Expected participation agreed with Brett

- NORTH/SOUTH = 35 minimum, (need 50+ nominations)
- EMERGING = 35
 - Africa = 8 (12)
 - CEE = 10 (15)
 - CIS = 10 (15)
 - MENA = 7 (11)

* Participation is by invitation, without registration fee

Benefits on top: EMEA and Market Unit winners get a cash prize they can use for additional SAP partner enablement offers. Finishers get 1 year free membership in the exclusive Best Performance Circle for SAP Partners.

What's New:

Simplified Participation

- Single sign on, linked with [SAP EMEA Partner University](#)
- By invitation, no registration fee, different partner types
- Deadlines not at quarter end, tasks connected to daily business processes

More learning flexibility and choice to compete

- 22 Task to choose from for learning (fitness sessions) and scoring (each up to 25 points)
- 10 best to select for competitive ranking (max 250 points)
- Team have as much internal and external supporter registered as needed (engagement)

Better impact to real business faster

- Real cases can be used
- Categories for tasks include: business expansion, demand generation, sales cycle as well as exclusively sharing and learning from best practices with others teams on innovations, i.e. Sybase Mobility, HANA and LOB solutions

[More information for channel teams and continuous updates](#)

[\\DWDF212.wdf.sap.corp\ChnlEnblmnt\2012Challenge](http://DWDF212.wdf.sap.corp/ChnlEnblmnt/2012Challenge)

WHO WILL BE NEXT WINNERS ?



WINNER
Best Performance Challenge
for SAP Partners 2010

BETTER

SIDI

"Non potevamo festeggiare nel modo migliore i 30 anni di attività di SIDI nata nel 1980. E' un riconoscimento agli investimenti e agli asset principali di SIDI che sono l'affidabilità, la qualità delle nostre risorse e della relazione che riusciamo a stabilire nel tempo con i nostri Clienti e Partner."

Massimo Dal Checco
Presidente, SIDI

A SIDI IL PREMIO SAP BEST PERFORMANCE CHALLENGE

SIDI è il vincitore del Best Performance Challenge, una competizione internazionale che ha coinvolto oltre 100 Partner dell'ecosistema SAP a livello EMEA e India, in un percorso di formazione volto a crescere...

In particolare SIDI ha vinto il Best Performance Challenge Winner Country Italia e vincitore...

L'azienda si è aggraziata alle referenze e pubblicata su L'area del premio...

- Best in Ac...
- Best in Va... simulazion...
- Best in Up... portfolio B...

TRIBUNA ECONOMICA
GIORNALE DI ECONOMIA FINANZA - ANNO XXIV

Area Agenzia Stampa di Tribuna Economica

Home Area | Informatica | A SIDI il premio SAP Best Performance Challenge

15:39:52

A SIDI IL PREMIO SAP BEST PERFORMANCE CHALLENGE

Friday 16 July 2010

SAP, leader mondiale nelle soluzioni software per il business, annuncia che SIDI, uno dei principali Partner italiani il vincitore del Best Performance Challenge, una competizione internazionale che ha coinvolto oltre 100 Partner in un percorso di formazione volto a coltivare in modo stimolante la...

Hai già adottato una strategia per la gestione della posta elettronica?

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A SIDI il premio SAP Best Performance Challenge

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Riconoscimenti

Sidi si aggiudica il Sap Best Performance Challenge

Miglior Partner Sap in Italia, la società ha vinto la competizione che si è svolta a livello Emea e India, ottenendo i riconoscimenti di "Best performance Challenge Winner Country" e di "Best Performance Challenge Winner".



Communication & Promotion

Global Partner Portal

The screenshot displays the SAP PartnerEdge website interface. At the top, there's a navigation bar with links for Home, Partnering with SAP, Marketing, Sales, Events, Products & Solutions, Education, Support, and Advantage Pack. The main content area features a 'Partner Initiatives' section titled 'EMEA PARTNER UNIVERSITY'. It includes a sub-header 'BEST PERFORMERS WIN BUSINESS!' and a paragraph explaining the 'Best Performance Challenge'. A blue button labeled 'EMEA Partner University' is prominent. To the right, there's a 'WELCOME TO THE EMEA PARTNER UNIVERSITY' section with a video player and a 'Watch the Clip!' link. The left sidebar contains various navigation options like 'SAP Solution Manager', 'SAP BusinessObjects', and 'SAP & Sybase Mobility Solution'.

Plus :

EMEA Best Performance Challenge Kick off- Teams Start up Webinars

- 6th October 2011 15 :00 CET
- 7th October 2011 10 :00 CET

Executive Kick off session with Luis Murguia EVP SAP E&C

- 15th November



EMEA NEWS RLT, PE CHANNEL PARTNER NEWSLETTERS

- Monthly
- LinkedIn Group

Let's make it a Better Challenge for YOU: Latest promotions

<http://sapemeapartneruni.com/challenge2012/>

1. **More partners: Returning and new partners → Community**
2. **New SUPERTASK: Points for revenue with SAP in 1Q2012**
5000 Euro → 1 point (cap on 25 points)
Example 100.000 Euro → 20 points
3. **Enablement Coupons for Partner University offered Enablement Sessions from points in 2012 and 2011 Challenge will be given to a partner after challenge**
100 points → 1 Coupon reduced participation fee by 250 Euro for 1 Enablement Session
150 points → 2 Coupons ...
200 points → 3 Coupons



4. **Internal SAP: Best Performance Enablers wanted and recognized**
 - SAP person adopts a partner to support his team to best perform in the Challenge
 - IF partner team makes it to Top 10 in Cluster, person gets a surprise gift + award + certificate by Luis M + Cluster Head

Net **New Recruited Prize Category**

- This prize is reserved for net New VARs, that signed PE contract in 2011, and are active and operational in PRM by passing L1 elearning (product authorized) within 2011.
- Teams must complete Tasks 1b, 2a, 3a, 3d and 4d to qualify for this prize 2011