

SAP Integration Certification for Software Solutions



SAP Integration and Certification Center
January 2009

Integration Certification within the SAP Ecosystem



Trusted and Relevant Partner Solutions and Services

Communities of Innovation

Software Solution Partners

SAP Certified
Integration with SAP Applications

SAP Certified
Powered by SAP NetWeaver

SAP Certified
Integration with SAP NetWeaver

SAP Certified
Integration with BusinessObjects

SAP Certified
Integration via Enterprise Services

Technology Partners

Channel Partners

SAP Certified
SAP Business One Integration

Peers

Partners

Customer

Service Partners

Business Process Expert Community

Peers

Customer

Individuals

Technical Communities
Diamond, SDN

Industry Value Networks

Enterprise Services Community

Industry Standards

- SWIFT
- OAGi
- GS1
- WS-I
- W3C MEMBER
- OASIS





... to CUSTOMERS

Enhance Return on Investment

- Reduce integration costs with pre-certified solutions for SAP applications
- Decrease deployment risks for solutions running on SAP NetWeaver with SAP endorsed technologies
- Aim for minimal interruption during software upgrades

Offer Choice

- of 3rd party solutions which either extend SAP functionality **and/or run on SAP NetWeaver**

Reduce Downtime

- SAP Solution Manager Ready integration testing
- Regular re-certifications

Provide Transparency

- New logos clearly document technical integration area

Accelerate Innovation

- Upgrade to new technologies together with your partners



... to PARTNERS and ISVs

Opportunity for Growth and Participation

- Entry point to participate in **SAP PartnerEdge**
- Faster sales cycles with proven SAP integration

Marketing Benefits

- Logo
- Online listings
- PR Reviews and basic awareness tools

Join SAP **PartnerEdge** to augment the benefits you can gain from certification



“The certification process developed by SAP is extremely efficient and we enjoyed the experience greatly. All the people we met and worked with were extremely helpful and accommodating. We are looking forward to helping SAP customers protect and manage their applications.” (Silicon Valley-based provider of security software solutions)

“The center does an excellent job and always provides skilled, knowledgeable people to verify the solution. Thank you for the support!” (US-based vendor of RFID solutions)

“Everything was fine. I was very well supported through the whole certification process by the ICC consultants. If [partners] are well prepared for the certification, the intrinsic certification process is convenient and lean.” (Austrian software solution provider)

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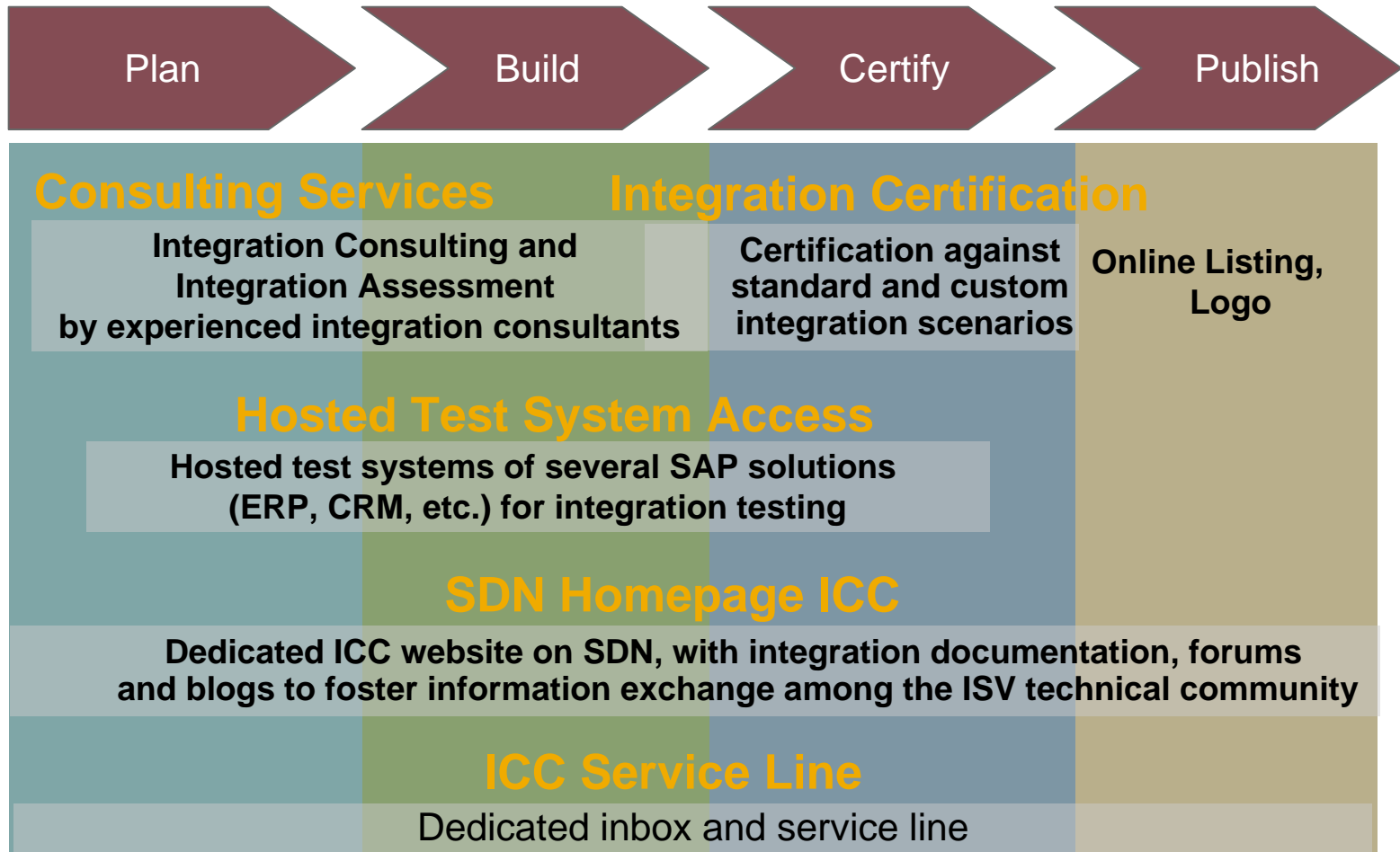
SAP Certified
SAP Business One Integration

SAP Certified
Integration with BusinessObjects

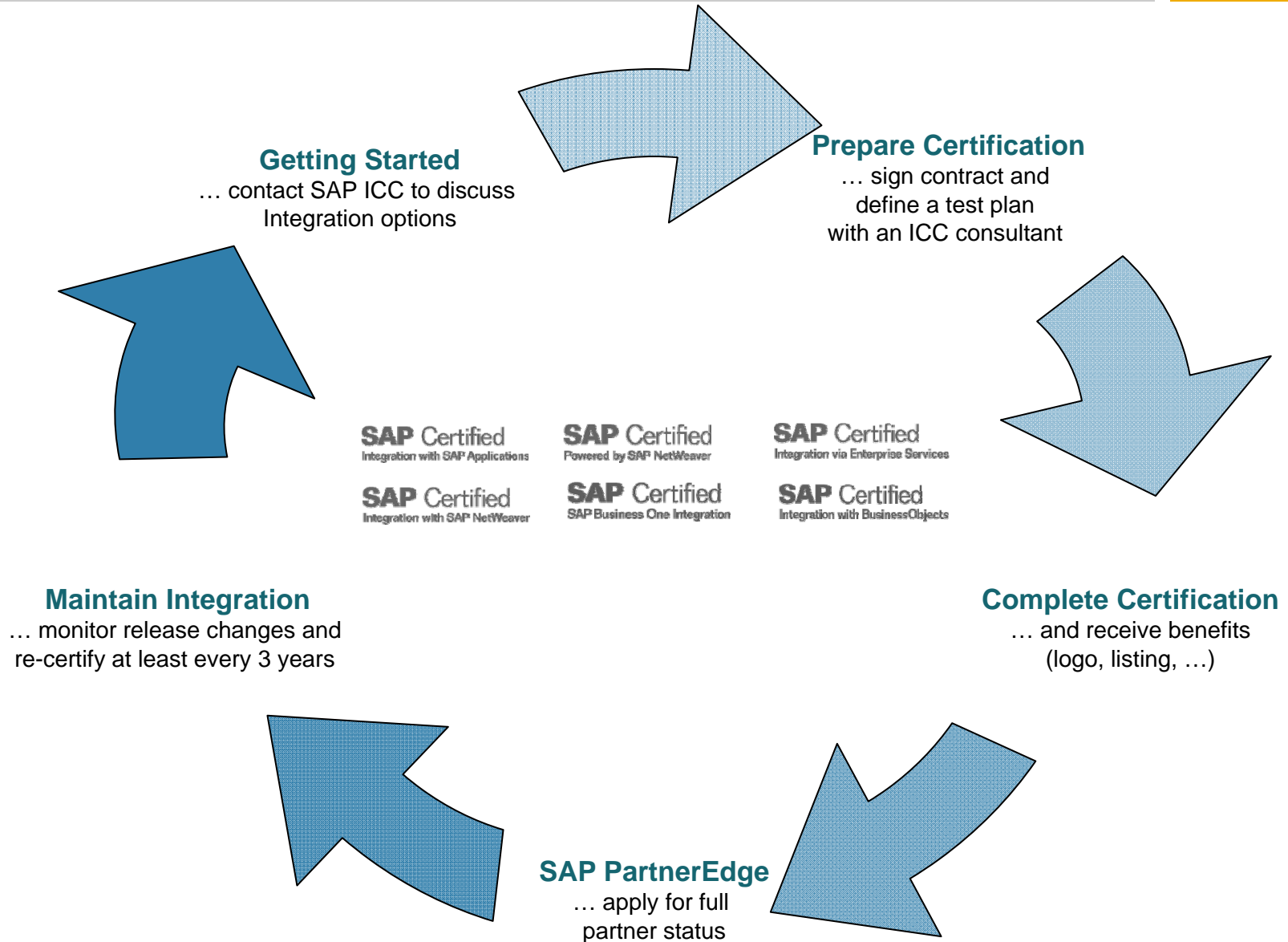
One Consistent Master Brand to harmonize and unify branding, and to avoid the past confusion caused by several logos and taglines

Six Intuitive Descriptors to highlight integration areas, and to provide transparency to customers, what each integration certification stands for

Equal Positioning of all certifications regardless of logo, as all certifications represent a value-add to customers



Integration Certification Lifecycle



Contact icc@sap.com or visit our [Homepage on SDN](#)

- Established in 1996
- About 15 - 20 consultants worldwide
- > 2250 valid certifications
- > 1000 companies
- 133 defined integration scenarios and additional integration options

