



Innovapptive: Teaming with SAP® ICC to Deploy the Cutting-Edge Mobile Apps Customers Demand

SAP partner Innovapptive Inc. wants to seize **emerging opportunities in enterprise mobility**. It works with SAP® Integration and Certification Center (SAP ICC) to ensure that its solutions meet the highest standards for quality and functionality while improving brand recognition and customer appeal.



Executive overview

Company

Innovapptive Inc.

Headquarters

Houston, Texas

Industry, products, and services

Professional services – SAP-certified mobile apps, enterprise mobility consulting, and mobile solutions

Employees

>70

Web Site

www.innovapptive.com

The partner's top objectives

- Empower people and organizations with simplified, real-time access to information and processes – anytime and anywhere
- Develop and deploy innovative solutions that continuously improve business performance
- Align teams, processes, and technology to the strategic goals of the business

Why partner with SAP?

- Develop and deploy solutions that combine Innovapptive's expert consulting with the powerful technology and best-practice functionality of SAP® software
- Seize growth opportunities, win more customers, and create additional revenue through a long-term strategic alliance with the SAP Consulting organization
- Take advantage of best-in-class technical and sales support made possible through participation in the SAP PartnerEdge® program

Why SAP integration certification?

- Assure customers that Innovapptive mobile apps meet highly detailed standards for quality and integration with SAP software
- Meet requirements of the SAP PartnerEdge program and for sales distribution through SAP Store
- Expand sales opportunities through SAP branding and promotional support of apps including app demos, Webinars, contests, and so on

Benefits

- Increased sales of mobile solutions
- Improved market reach and brand awareness
- Faster time to market for new apps
- Smoother customer implementations



Executive overview

Partnering for Success

Supporting Innovation

Growing the Business

Next Steps

Seizing new opportunities in enterprise mobility

Innovapptive Inc. has helped companies across industries transform processes, technology, and teams to empower everyone to be more effective and successful. The company has years of multi-industry expertise, along with years of application innovation and implementation experience using SAP® software.

Harnessing its combination of industry and SAP technology expertise, Innovapptive wanted to develop and deploy a suite of prepackaged mobile apps that optimize its customers' business-critical processes. After evaluating several offerings from different vendors, the company chose SAP Mobile Platform to build new mobile apps. The platform provides the comprehensive functionality and accelerated development time that Innovapptive needed.

Innovapptive also wanted to ensure that its entire suite of next-generation mobile apps fully conformed to industry best practices and standards of quality. That's why Innovapptive teamed with SAP Integration and Certification Center (SAP ICC). Certification through SAP ICC helps ensure that the SAP partner's mobile apps meet the rigorous integration standards required by SAP software. And working with SAP ICC also helps Innovapptive strengthen its knowledge-transfer processes that enable Innovapptive customers to experience a smoother solution implementation and postimplementation experience.

“SAP integration certification will allow Innovapptive to continuously innovate with best-in-class validation and create a seal of trust and assurance to continuously transform and empower our customer base.”

Hari Kamineni, CEO and Co-Founder, Innovapptive Inc.



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Delivering the innovative apps customers need

Innovapptive's collaboration with SAP ICC has helped the company quickly bring highly innovative mobile apps to market while assuring that quality standards are maintained. In addition to certifying Innovapptive's apps for quality and integration functionality with SAP software, the center also helped Innovapptive strengthen its internal quality controls.

The SAP ICC team worked with Innovapptive's developers to standardize technical architecture and to create highly intuitive and customizable app interfaces and functionality. This helped Innovapptive provide its customers with new user-intuitive apps, such as a universal work-list mobile app that allows managers to review and approve multiple work items across different applications and systems.

SAP ICC also certified a mobile asset-tagging app that provides a simple and cost-effective solution for physical inventory reconciliation of an organization's global asset base. An upcoming version of the app will also provide inventory specialists with each asset's work-order information and quality-issue notifications to provide a more complete picture of each asset's operability. These and other solutions reduced or entirely eliminated the need for Innovapptive customers to move between different mobile apps and systems to complete business tasks such as approvals and reconciliations.

“Successfully engaging in the certification process offered by an enterprise mobility leader such as SAP helps us validate our own internal best-practice and quality standards.”

Sundeep V. Ravande, President and Co-Founder, Innovapptive Inc.



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Connecting Innovapptive to more customers

By obtaining certification from SAP ICC, Innovapptive can be assured that its mobile apps are subjected to a highly rigorous quality- and standards-verification process prior to making its solutions available to customers. Because customers have a much higher level of trust and confidence in solutions that are certified for integration by SAP, Innovapptive can further improve customer adoption of its products.

And partnership through SAP ICC also provides Innovapptive with access to a powerful market channel: SAP Store, the online destination for discovering and buying enterprise solutions from SAP and its partners. All Innovapptive products that have received SAP integration certification are available for customer purchase in SAP Store – and the reception has been very positive.

Innovapptive's market presence within SAP Store has led to hundreds of inquiries from new customers including some of the world's leading companies. Customers get detailed information about Innovapptive's product offerings allowing them to make better-informed purchasing decisions and stay connected to the company. For Innovapptive, the results are showing in the bottom line with increased sales of its mobile solutions.



“SAP Integration and Certification Center has helped us drive higher customer adoption of both our products and services and has enhanced our credibility as a leader of enterprise mobility solutions.”

Srikarthik Prabhukumar, Senior Vice President, Sales and Marketing, Innovapptive Inc.

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More mobile apps in the pipeline

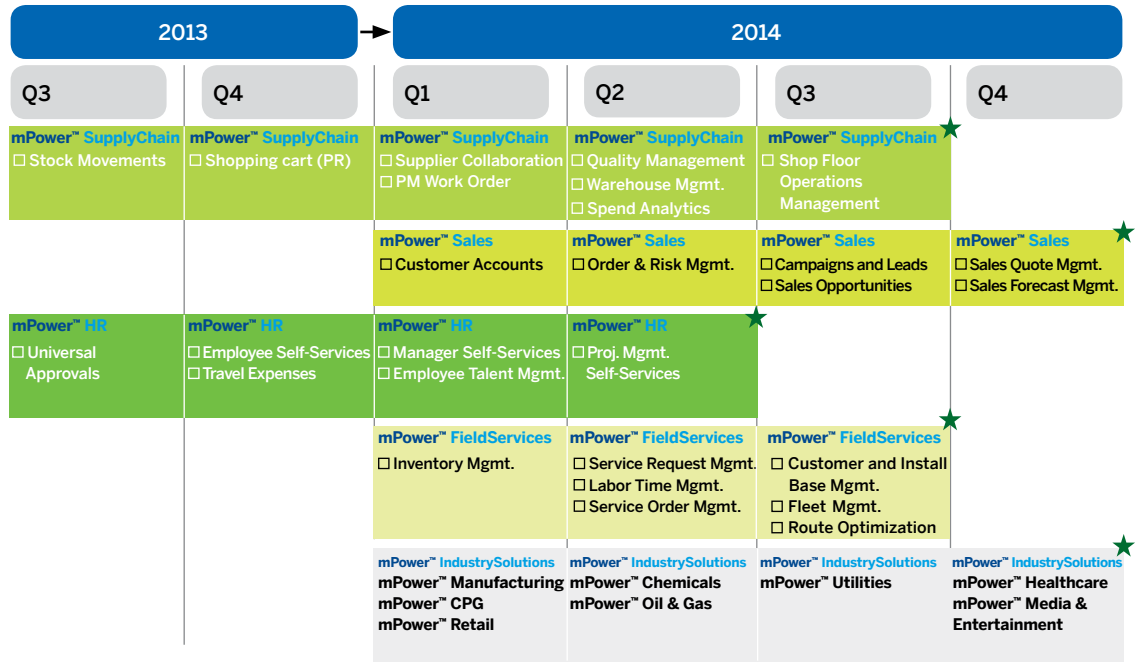


Figure: Innovapptive SAP-Certified Mobile Apps Development Road Map



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