

Your SAP HANA experts

Your own SAP Division – overnight

- SAP HANA, today, is a very high Value, High Margin Growth Area
- 99% of Fortune 1,000 customers run on SAP
- 70% of Fortune 500 Customers run on Cisco
- There is a very high probability your Cisco Customer is also a SAP customer
- Most of these customers need to Upgrade and/or move to SAP HANA
 - High Value, High Margin opportunity that needs to be tapped
 - Need high SAP technical support for sales closures in this market

Cisco CHANNEL PARTNER SAP Support Services

Your own SAP and SAP HANA GTM Support resources and service offerings



Background

HANA is a new SAP platform experiencing phenomenal growth. By March 2015 over 6,400 customers have taken the SAP HANA decision, in a total estimated market of 181,000 SAP potential customers. This is a \$200 billion market in the next decade.

There is a very high probability your Cisco customers are also SAP customers that are currently planning to upgrade or migrate to SAP HANA. With a little joint planning we can propose SAP and SAP HANA Solutions into your existing sales cycle

PrideVel is a Global Cisco Services partner with strong ties to Cisco. We are also a SAP HANA global Partner with over 20 years of SAP expertise.

We have global HANA thought leaders, regularly hold Cisco sponsored HANA events at SAP, own the worlds largest SAP HANA Social networking group, and have a team of SAP resources that are certified by SAP and Cisco for SAP and HANA migrations. We are SAP HANA TDI certified.

We consistently work with Cisco’s SAP and SAP HANA leadership and have approved assets that you as their Channel Partner can leverage as your own SAP GTM collateral and assets.

SAP Migration GTM Concerns:

Need SAP Expertize: PrideVel is already working with leading Cisco Channel partners as their SAP Solutions and Services experts. We simply plug-in under your Organization in a transparent manner.

Answer complex SAP Questions: As your SAP experts we are there as your own employees, at your discretion, and will support your efforts with proven best practice methodologies.

Build our SAP team: That is the desired goal, however, SAP is a fairly complex solution and customers will ask complex questions. With us you enable an overnight in-house SAP division.

HANA Competitive differentiators: PrideVel has hired experts with a lot of SAP experience. Our resources have managed national practices in SAP, HP along with Accenture and HCL-Axon. We have our own proprietary ‘SAP HANA Game Changers’ that are unique to us and now become your distinctive offerings.

For example we can reduce the costs of a BW-on-HANA migration by a target of 40%. We have achieved this 100% of times. This now becomes your GTM offer to your SAP BW customers.

For more information

Call your representative or email us at:

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Or contact your HANA GTM lead

ravi.pusuluri@PrideVel.com

Or contact your HANA thought leader directly at

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*Confidential for Cisco VAR's
Not Customer Facing*



HANA is a strategic business solution, not just another technical installation

Internet of Things

Our GTM process to be owned by the Channel Partner relationship, guidelines and under their paper.

We are already delivering to Cisco VAR's: [1] Build & maintain SAP HANA Demo environments; [2] Participate in SAP Sales Calls and visits; [3] Joint presentations to prospective SAP customers; [4] Become the in-house SAP experts for all SAP and SAP HANA Opportunities; [5] TDI and Migration to UCS experts; [6] RFQ build and response for HANA migrations.

How Cisco CHANNEL PARTNERS already leverage PrideVel services (Goal – Sell more Cisco UCS... really more)

	Provide end-to-end SAP support : Overnight get your SAP support organization operational. Migrate SAP environments to Cisco UCS , move SAP customers to SAP HANA, provide HANA Q&A - is now totally within your capabilities. Our brochures become your brochures, our team members become your team members. This GTM process is approved by Cisco . All you need to do is train your sales and start selling SAP services
	Your own in-house SAP Experts: You can have your own SAP and SAP HANA GTM division by next Monday with your own SAP experts that can be brought to customer meetings and leveraged for demonstrating your expertise of SAP environments and thereby meet customer expectations as an experienced SAP partner
	SAP HANA Sales Training : We routinely train Cisco and Cisco Channel Partners sales teams with our "HANA-101" training. This 90 minute training empowers your sales personnel to ask the right questions and give the right first level answers that will demonstrate that your Company understands the SAP and SAP HANA environment
	SAP & HANA Content: Your field sales will need brochures, content and understand the different scenarios that will be required in the sales process. Our SAP and SAP HANA resources are available to back your sales teams as your official SAP experts and be ready to support your GTM efforts by providing SAP specific solutions and support
	TCO & ROI Calculators: Some customers may want to work on how you can support them move to SAP HANA. Some companies will come with their HW partners and others may be open to migrating to Cisco UCS for SAP or HANA. For these customers we have a process where we can demonstrate the TCO and ROI on Cisco UCS
	Our HANA Game changers: Your SAP competitive differentiators, can be summarized as; [1] Reduce HANA migration costs by 40%; [2] Provide fixed cost HANA migration solutions across the board; [3] HANA Workshops to assure 'Business-benefits' for HANA migrations; [4] Exceptional HANA resources that can be leveraged for your Pre-Sales and Sales efforts. We remove all the complexities from your HANA Selling

SAP is a trademark of SAP AE, Cisco is the trademark of Cisco, and PrideVel is the trademark of the PrideVel Group of Companies.

PrideVel is a North America leader in SAP HANA Basis support, SAP Optimization for HANA migrations, Strategic SAP HANA global methodologies along with fixed price SAP Cleanup for HANA, Data Migrations, Big-Data and IoT business solutions on SAP HANA.

Our motto 'SAP HANA is a strategic business solution and not just another technical install'.

Ask your representative for a our TCO/ROI calculator and a presentation on Cisco UCS migration.