



THE SAP® EXTENDED BUSINESS PROGRAM

JUMP-START YOUR BUSINESS AND YOUR PARTNERSHIP

SAP® Member Extended Business Program

At **I-BN** we know the value of partnering. We do it every day. As a leading provider of ASP services for mid-market business application software, **I-BN** leverages an ecosystem of partners of all types and sizes to deliver solutions to small and mid-market companies.

Now in partnership with SAP, **I-BN** offers a new way for providers of IT solutions and services to offer SAP Business One to its customers and prospects. The **SAP® Extended Business Program** allows organizations like yours to

- Recommend
- Implement, or
- Develop Solutions

with and for SAP Business One.

YOUR OPPORTUNITY AS A MEMBER

The SAP Extended Business Program allows organizations like yours to benefit from a relationship with **I-BN** to become aligned with SAP. The program offers SAP training and enablement as well as direct access to SAP tools and resources.

The idea is to help you stay up-to-date with SAP software and technology so you can utilize it in your current practice and expand your business. As a member you can:

- Get free SAP sales and consultant training via SAP e-learning or **I-BN** offered courses.
- Gain access to **I-BN** developed tools
- Be a part of the SAP partner family with no program fees.

HOW IT WORKS

As a member of the SAP Extended Business Program, through a closer relationship with **I-BN** and our ability to jointly represent SAP Business One, you can earn referral fees for those opportunities that close.

Your sales team can become certified to sell Business One through a series of online courses and passing a standard examination. Once certified you will be able to sell the product and earn margin on the software.

Your professional services organization will also be able to become certified and implement the product sold by your company or other members of the **I-BN** Solution provider Network!

I-BN will provide support to your organization to ensure your engagements are successful.



www.i-bn.net

810 FRANKLIN COURT, SUITE J • MARIETTA, GEORGIA 30067
678-627-0646

ENDLESS OPPORTUNITY

SAP Business One is the fastest growing middle market business management application with over 20,000 customers. The feature rich application includes CRM, Finance, Manufacturing, Distribution, eCommerce and Service capabilities in a customizable package that is easily integrated with industry specific solutions offered by Certified Solution Partners or your development team!

Built on the latest technology, Business One is:

- built on Microsoft SQL Server
- has open APIs
- allows you to personalize through its built in development tools or
- customize with any development tool that is Microsoft Compliant.

Your opportunity is only limited by your ability to sell, utilize or develop on the platform based upon your level of knowledge and certification.

BECOMING A SAP MEMBER

Becoming a member of the SAP Extended Business Program is a selective process.

Qualification

- An SAP Development Manager can refer you to **I-BN** based upon their assessment of your capabilities, or
- **I-BN** can sponsor organizations it deems appropriate as members.

Agreement

- The **I-BN** Solution Provider Agreement outlines terms under which the member will perform services and receive compensation for product sales and referrals.
- The SAP Extended Business Partner Agreement formalizes your relationship with SAP.

SAP® Business One



One Business - One System

ADDITIONAL MEMBER BENEFITS

- Association with the SAP brand via the SAP Member logo
- Access to Crystal Reports libraries and other tools
- Discounts on internal use software
- Access to I-BN's hosting infrastructure for demonstration of products
- Ability to sell hosted solutions
- Access to the IT Professional Services Template for SAP Business One
- Access to the most updated information, tools and assets for the channel community.

TO GET STARTED CONTACT

Gary Feldman
gfeldman@i-bn.net
678-627-0646 x224

or Art Abbey
aabbey@i-bn.net
678-627-0646 x238



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810 FRANKLIN COURT, SUITE J • MARIETTA, GEORGIA 30067
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