



SAP-MICROSOFT Unite Partner Connection

Developing SAP and Microsoft Specialists to Add Value to Our Joint Solutions

Partner Support, Customer Success

As IT groups adapt to the economic realities of today's business climate, they need technology service providers that can offer a greater level of solution knowledge and cooperation than ever before. **SAP-MICROSOFT Unite Partner Connection** launches a new era of collaboration between SAP and Microsoft — and a renewed commitment to helping you tap the full value of your investments in our joint technologies.

Realizing that our partners are a critical component of our customers' success, the program provides participating partners with the product knowledge and technical expertise required to help you mitigate the risk of new implementations. Through regular training opportunities, previews of product roadmaps, and support from a dedicated Program Office, **SAP-MICROSOFT Unite Partner Connection** develops specialists who have a track record of supporting each phase of a joint implementation — from strategy development to architecture design, from full deployment to ongoing technical support.

Ultimately, the program is designed to build trust and confidence in the joint solutions of two technology leaders and the willingness of SAP and Microsoft to support preferred service partners on your behalf.

Program Benefits

Service providers who participate in **SAP-MICROSOFT Unite Partner Connection** bring many advantages to their customers. Specifically, the program's participating partners:

- Are joint solution specialists, experienced at recommending reliable, cost-effective, and sustainable solutions and supporting each phase of a joint implementation
- Have won the respect of both SAP and Microsoft as experienced leaders in their fields, strengthening your confidence in their abilities to deliver solutions that respond to business and technical requirements
- Have access to product knowledge, joint development initiatives, technical support, and ongoing training to help you achieve the intrinsic Total Cost of Ownership (TCO) benefits of joint solutions, including SAP running with Microsoft SQL Server and Duet Enterprise
- Help capture customer ideas and feedback for joint development activities and future solutions for truly collaborative business planning

SAP Contact Information

SAP Worldwide

Angie Halderman
angie.halderman@sap.com

SAP North America

Jim Intravia
jim.intravia@sap.com

SAP EMEA

Nuno Saramago
nuno.saramago@sap.com

SAP APJ

James Ning
j.ning@sap.com

SAP LATAM

Jorge Montenegro
jorge.montenegro@sap.com

Microsoft Contact Information

Microsoft Worldwide

Chris Voss
chris.voss@microsoft.com

Microsoft North America

Brad Berkey
brad.berkey@microsoft.com

Chris Dearing
chris.dearing@microsoft.com

Mike Smith
smith.mike@microsoft.com

Microsoft EMEA

Bas Kamphuis
bas.kamphuis@microsoft.com

Juergen Grebe
juergen.grebe@microsoft.com

Microsoft LATAM

Persio Afonso
persio.afonso@microsoft.com

Better Together

SAP-MICROSOFT Unite Partner Connection incorporates all platform and integrated solutions supported by both companies, notably SQL Server 2008 R2 and Duet Enterprise for Microsoft SharePoint and SAP.



SQL Server 2008 R2 was tuned collaboratively with SAP engineers to ensure maximum performance and interoperability. The solution allows SAP customers to scale up hardware for tremendous growth using industry-standard servers. Key benefits of SQL Server 2008 R2 include:

- **World-class performance to meet all customer needs** – SAP customers can take advantage of industry-standard servers processing an immense number of transactions and concurrent users.
- **Highly efficient database compression** – Fully integrated into SAP products, SQL Server 2008 R2 can be used for all data and index types that iAP supports, significantly reducing disk storage.
- **Simplified installation and management** – SQL Server 2008 R2 enables SAP customers to assign people and resources to improve business results.
- **Leading TCO** – SAP running on SQL Server helps reduce downtime, lower support costs, and decrease IT labor costs, delivering 30 to 37 percent ongoing annual savings with a payback period in as little as nine months.

Duet[®] Enterprise

for Microsoft[®] SharePoint[®]
and SAP[®]

Jointly developed by SAP and Microsoft, Duet Enterprise empowers employees to work with and extend SAP processing and data within SharePoint and Microsoft Office, extracting greater value from SAP and Microsoft investments. By combining the productivity and collaboration tools supported by Microsoft SharePoint with the business data and processing functionality of SAP applications, Duet Enterprise provides:

- Greater agility to meet business requirements by enabling IT to quickly create solutions that meet changing business needs
- Enhanced user productivity by supporting blended processes and collaborative work efforts
- Maximized business value from IT investments by using the existing IT infrastructure to increase the reach of enterprise applications
- Reduced time to value using solutions developed by customers in-house or by **SAP-MICROSOFT Unite Partner Connection** members

**SAP-MICROSOFT
Unite Partner Connection**
unitepmo@microsoft.com

For More Information

<http://duet.com>

<http://microsoft.com/sqlserver>

<http://ecohub.sap.com/unite>

<http://microsoft.com/sap>