

Customer Examples

Software Startup specializing in Application Service Automation (Israel)

- Support of go-to-market (GTM) in Germany

Software Vendor (ISV) - specializing in Document Management (SWE)

- Support of SAP® partner strategy implementation
- Development of SAP® specific sales tools

SaaS Startup specializing in Content Packaging & Protection (UK)

- Support of Business Plan & Investor Pitch development
- VC Fundraising support

Software Vendor (ISV) - specializing in virtualization and infrastructure management (USA)

- Support of SAP® partner strategy development
- Alliance management support at SAP®

Software Vendor (ISV) - specializing in application management (USA)

- Support of SAP® partner strategy assessment and development
- Establishment of global alliance with SAP®

Web 2.0 Start-up (Germany)

- Support of the venture capital (VC) funding process
- Business development & sales strategy – both direct & channel
- Implementation of product management
- Executive support

Venture backed Software Vendor (ISV) - specializing in innovative security solutions (USA)

- Development of a SAP® partnering strategy
- Support the with SAP® partnering process

Software Vendor (ISV) - specializing in mobile software solutions (UK)

- Support of the VC venture capital (VC) funding process
- SAP® alliance consulting

Software Vendor (ISV) - specializing in SAP® data consolidation (Germany)

- SAP® strategy coaching

IT Partner Association (International)

- Strategy development

- Internal collaboration strategy & implementation

Consulting & software company specializing in BPM (Germany)

- Support of the go-to-market in North America
- SAP® channel strategy

Venture backed Software startup specializing in Governance Solutions (UK)

- SAP® business development and strategy assessment
- Support the partnering process with SAP®

Leading Software vendor specializing in Enterprise Integration and Adapter Technology (USA)

- Successful integration of a software acquisition & business restructuring from direct to channel business
- Closing and renewal of global SAP® Resell agreements with SAP NetWeaver®
- Management of the integration, certification, partnering and go-to-market process with SAP®

Venture backed Software startup specializing in Integration and SOA (USA)

- Support of the venture funding process
- Closing and renewal of a global SAP® OEM agreement with an SAP® Industry Sector
- Management of the integration, certification, partnering and go-to-market process with SAP®