

# SAP® PartnerEdge® – Build offerings comparison

Benefit		Open Ecosystem – Build	SAP PartnerEdge – Build
<b>Program overall</b>	Membership duration	Current calendar year + annual auto-renewal for partner in good standing	Current calendar year + annual auto-renewal for partner in good standing
	Entry conditions	None <sup>1</sup>	€ 2,000 per annum <sup>2</sup>
	Member/partner support	Community Self-service	Community Partner Advisory & Support Services
<b>Plan and design</b>	Access enablement assets, tools and resources	✓	✓
	Access solution training through SAP Learning Hub	✓	✓
<b>Build and innovate</b>	Access test, demo and development licenses and resources	✓ costs vary	✓ costs vary
	Receive SAP Support for test, demo and development licenses	✓	✓
	Certify your application through SAP Integration and Certification Center	✓ fee applies	✓ fee applies
<b>Go-to-Market</b> (for operational partners <sup>3</sup> )	Validate your solution (i.e. Application Readiness Check)		✓
	List and sell your app on SAP Store (including trial options)		✓
	Bundle or embed SAP technology into your app		✓
	Use SAP Partner logo		✓
	List your company on SAP Partner Finder		✓
	Showcase your app at SAP events		✓
	Create SAP co-branded references		✓
	Access marketing tool & content		✓ fee might apply
<b>Stay Connected</b>	Access SAP communities (partner, developer)	✓	✓
	Receive partner updates and news	✓	✓
	Access SAP PartnerEdge portal (www.SAPPartnerEdge.com)	✓ specific for open ecosystem	✓ full access

<sup>1</sup> Membership restricted to companies; no program fee; development licenses and resources can incur cost

<sup>2</sup> Existing SAP PartnerEdge Partners in the Sell or Service track do not have to pay the annual base fee again

<sup>3</sup> Partner requires at least one go-to-market-ready solution to be operational. Please see the SAP PartnerEdge Program Guide for details.

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