

SAP Partner Success Profile SAP Consulting – Partner Enablement



COMPUNET

AT A GLANCE

Partner Details

- Name: Compunet S.A.
- Location: Bogotá, Colombia
- Industry: Professional services
- Web site: www.grupocnet.com

Engagement Objectives

- Reduce sales cycle for placing qualified SAP® All-in-One partner solutions with new customers
- Use SAP Best Practices offerings as presales strategy
- Learn to introduce integrated solutions to customers better – with licenses, consulting, and hosting

Services Performed by SAP Consulting

- Partner enablement sessions on ASAP Focus methodology
- Technical support during implementation of SAP Best Practices Baseline Package offering
- Support for presales cycle as strategy to improve positioning the solution

Why SAP Was Engaged

- Business management support on all organization levels
- Tools and methodology suited to midmarket segment
- Availability of integrated solution based on SAP Best Practices with cost-effective implementation
- Support for internal organizational processes for short-term and long-term engagements

Engagement Highlights

- Successful deployment of project in 6 countries, utilizing SAP Best Practices with very good results
- Completion of sales cycle within 6 weeks with aid from SAP Best Practices
- Fast internal adoption of SAP Best Practices and ASAP Focus to improve sales cycle

Scope of Engagement

- SAP Safeguarding services
- SAP Best Practices
- ASAP Focus
- Qualified SAP All-in-One partner solution

Colombian IT integrator Compunet S.A. has over 10 years' experience offering IT solutions to the corporate market. In 2002, it became the first value-added reseller of SAP® software and services for small and midsize companies in Colombia. It was awarded for achieving highest revenue in fiscal 2004 from its sales of qualified SAP All-in-One partner solutions.

“Working as a team with SAP Consulting, we realized that by using powerful tools like the ASAP Focus methodology and SAP Best Practices, we could increase the ‘value-added’ in our status as value-added retailer.”

Juan Carlos Cantillo
Sales Director
Compunet S.A.

www.sap.com/contactsap

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