Deloitte.

5 Questions

About Deloitte's SAP Global Reseller (gVAR) Program

When you know all the moving parts that will be required for your project from the outset, buying them as a bundle can reduce the total cost of ownership.

What is the gVAR Program?

Deloitte has a global alliance relationship with SAP that includes a global value-added reseller (gVAR) agreement. This agreement allows our global SAP practice to offer clients a single point of contact for packaged solutions that include SAP software licenses, implementation, support services, SAP Enterprise Support, as well as hosting.

Why wouldn't we just buy SAP software directly from SAP?

You could purchase directly from SAP, but you already know that the software is only one component in the formula required to achieve the potential associated with the total cost of ownership for a SAP program. You'll need a team to help with strategy, software selection, implementation, and support. And if that team is Deloitte, buying through our gVAR program makes a lot of sense – starting with cost. When you know all the moving parts that will be required for your project from the outset, buying them as a bundle can reduce the total cost of ownership. That's exactly what the gVAR program is designed to deliver.

Is bundling really that important?

It can be – and often is. When you buy a software package, you're also committing to implementing it properly and supporting it over time, not unlike many other one-time purchases. Over the long term, those related purchases can be a source of significant costs and risks. But when you bundle solutions, you're able to better

manage all of the component pieces together. Having a consolidated purchase plan may also help you work more efficiently – rather than constructing your approach piecemeal, buying software, services, hardware and support independently.

We have very specific needs. Can Deloitte deliver?

We apply our years of successful SAP implementation experiences in leading practices that can deliver value to business and IT. Our industry-specific preconfigured solutions offer accelerators that have the potential to deliver solutions and business value faster. The following are only a few of the industries in which we've developed a stable of preconfigured solutions ready for use today:

• Advanced Manufacturing
• Aerospace and Defense
• Distribution
• Finance Transformation
• Food and Beverage
• High-Tech, Semiconductor, Software
• Life Sciences
• Utilities

We are also market leaders in developing key SAP point solutions to handle some of your most complex business problems, regardless of your industry, such as:

• SAP S/4 HANA
• BOBJ Cloud / Digital Boardroom
• SAP HANA Cloud Platform
• Insight Visualizations
• Internet of Things (IoT) & Big Data
• User Experience
• Mobility Solutions
• Replatforming and Modernization
• Cloud Solutions (Ariba, hybris, Successfactors, etc.)
• Cloud for Planning
• Data Management

We can guide you through every step of the process.

Let's talk:

The gVAR program may be well suited to your needs. Contact us to start the conversation:

Sonja Carlson
SAP VAR Program Lead
Deloitte Consulting LLP
Email: sonjacarlson@deloitte.com

Anthony Ciarlo
SAP VAR Specialist
Deloitte Consulting LLP
Email: aciarlo@deloitte.com

Dave Skvarna
Sales - Western Region
Deloitte Consulting LLP
Email: dskvarna@deloitte.com

Jeff Kearney
Sales - Central Region
Deloitte Consulting LLP
Email: jkearney@deloitte.com

Keith Johnson
Sales - Eastern Region
Deloitte Consulting LLP
Email: keijohnson@deloitte.com

Why Deloitte?

SAP chose to include Deloitte, among a select few global service providers, to participate in the gVAR program because of Deloitte's widely recognized leadership in delivering lasting business value for their clients through technology. Participants in our gVAR program gain access to more than 27 years of SAP experience, and more than 16,000 Deloitte SAP practitioners around the world, focusing on industry- and function-specific challenges. We take a holistic business-first approach to our SAP work, starting by understanding the core business challenge before moving on to the technology considerations. Deloitte's position as a leading professional services organization positions us to advise our clients on a broad range of topics that impact business strategy, operations improvement, technology implementation and organizational impacts. We can guide you through every step of the process.