



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.

1 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, and SAP Enterprise Support, as well as hosting. As SAP continues to advance the concept of cloud-enabled "business transformation as a service" through its RISE with SAP offering, that kind of close relationship becomes essential for unleashing the full potential of SAP solutions.

2 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.

3 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. Using a consolidated purchase plan for buying software, cloud services, hosting, hardware, support, and other services - rather than securing them piecemeal - can help.



We can guide you through every step of the process.

We have very specific needs. Can Deloitte deliver?

Yes—we start at an industry level. We filter years’ worth of SAP implementation experience through an industry-specific approach to help clients realize more value from their SAP investments, faster. Our industry-specific preconfigured solutions include accelerators, SAP industry solutions, and ready-to-deploy apps targeting specific business outcomes—to help get you up and running quickly with focused solutions.

We offer full end-to-end capabilities for any aspect of clients’ SAP initiatives, including:

- Vision development
- Current-state assessment
- Business case definition
- Roadmap creation
- Design and development
- Project management
- Data
- Experience design and management
- Testing and deployment
- Security and controls
- Delivery excellence powered by robotics
- Organizational change management
- Innovation through 60+ apps in our Kinetic Microservices portfolio

We can also help you address specific requirements on your RISE with SAP—through our boost offering, which provides a complete set of Deloitte services and capabilities for accelerating, increasing, and sustaining the value of enterprise transformation.

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, from more than 40 countries, have access to more than 30 years of SAP experience, and more than 26,000 Deloitte SAP practitioners around the world, focusing on industry—and function-specific challenges. We help clients use SAP capabilities to enable the Kinetic Enterprise™, ready to adapt and evolve quickly in response to changing conditions. As a leading professional services organization, we advise 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.



2022 SAP Pinnacle Awards for:

- Cloud Business Transformation – Sales Excellence
- Sales Excellence – Large Enterprise
- Industry Cloud
- SAP Business Technology Platform



2021 SAP Pinnacle Awards Finalist:

- Global Platinum Reseller of the Year

Let’s talk

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

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