

○ SAP CUSTOMER?

- Upgrading?
- Making an acquisition?
- Paying annual maintenance?
- Migrating to HANA?
- Planning S4 in the cloud?
- Indirect usage exposure?
- Audits?

○ HOW DO WE HELP?

These business transactions are extremely complex and if you don't have the empirical expertise and know-how, you can leave a lot of money on the table.

- Do you know how to minimize the costs of an upgrade?
- Do you know how to create the optimal deal structure?
- Do you know how to maximize the value of your existing assets?
- Do you know how to maximize your discount levels?
- Do you know how to minimize your annual maintenance payments?
- Mitigate Risk
- Improve Quality
- Maximize Agility
- Govern Compliance
- Strengthen Contractual Agreements
- Building a Better, More Strategic Partnership with SAP

NET(net) has professionally managed over 14,000 negotiations and many of them have been with SAP. On average, NET(net) helps its clients reduce costs by over 33% while concurrently helping you to:

We can help you too.

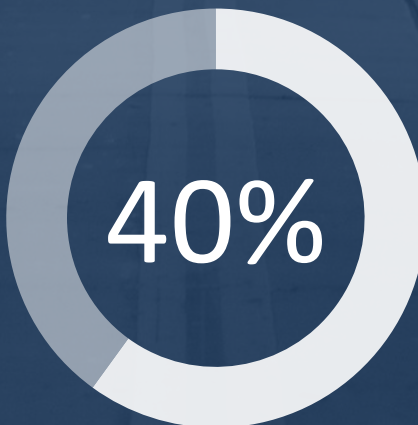
○ Customer Success Story:

“NET(net) helped us negotiate our SAP upgrade and renegotiated our existing SAP support agreements and the results were outstanding. We reduced our costs by over \$3.5M and enhanced the strategic value of our partnership with increased quality, mitigation of risk and better agility.” *CIO, Fortune 500 Business Services Firm*

Situation: Our client was looking to upgrade its SAP ERP assets and faced a \$12,637,381 cost.

Results: NET(net) helped our client optimize this investment, reducing costs from \$12,637,381 to \$9,076,241 for a savings of \$3,561,140, a nearly 40% reduction of the acquisition costs, and simultaneously helped our client to reduce their overall maintenance obligation by over \$250,000 per year into the future.

○ REDUCTION OF ACQUISITION



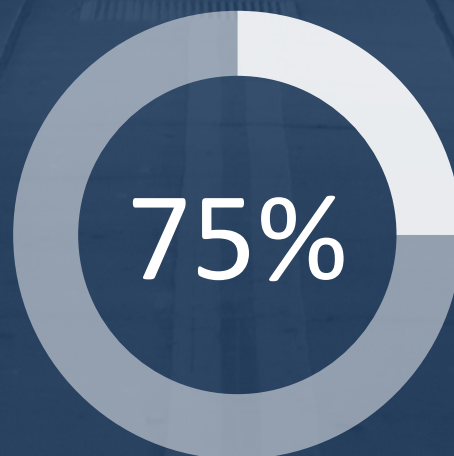
○ Customer Success Story: REPLACEMENT

“NET(net) evaluated our ERP agreements and suggested we look at SAP as a potential replacement. At first, we thought there was no way this could work because we viewed SAP as expensive and rigid, but with NET(net)’s help, we entered into an optimized agreement with SAP, dramatically lowering our costs and improving strategic value.”
CIO, Global Manufacturing Organization

Situation: Our client had a 10-year relationship with their former ERP provider but was unable to get market optimized treatment.

Results: NET(net) worked with our client and helped them evaluate SAP as a competitive replacement alternative. Our client eventually selected SAP and reduced costs from \$10,862,321.29 to \$2,693,033.76 a savings of \$8,169,287.53; over a 75% reduction in costs.

REDUCTION IN COSTS



○ Customer Success Story: ACQUISITION

“We worked with NET(net) on this, Our most critical and largest technology agreement, and we simply could not be happier with the services and results. We were able to save over 73% while concurrently building a better and more strategic business partnership with SAP”. CIO, Fortune 500 Motorcycle Company

Situation: Our client was looking to purchase an ERP system to develop greater automation and operational efficiencies as technology became more aligned to the business.

Results: NET(net) helped our client negotiate this acquisition and optimize these investments, reducing costs from \$10,685,913.93 to \$2,879,899.27, a savings of \$7,806,014.66, a 73% reduction in costs.

REDUCTION IN COSTS

