

## Frequently Asked Questions

SAP Open Ecosystem Program for Crystal Resellers - 2014



# SAP Open Ecosystem Program

## An Overview of the SAP Open Ecosystem Program for Crystal Resellers

This document provides Crystal Resellers an understanding of the new SAP Open Ecosystem program model that provides a low commitment, no-cost, entry-level exploratory membership so that you can access the SAP partner portal for important SAP Crystal product information to assist you in your selling, marketing and support activities.

### What is SAP Open Ecosystem?

SAP Open Ecosystem is the new entry-level program designed specifically for in-depth exploration and review of SAP program and portfolio offerings with lower commitment and requirement levels than other partnership opportunities in the SAP PartnerEdge program may demand. SAP Open Ecosystem members are allowed access to the SAP PartnerEdge portal, a partner-only website for in-depth product information and details about partnering opportunities.

### Why is the SAP Open Ecosystem program being offered to Crystal Resellers?

As the SAP Crystal Resource Information Center website will be retired, you will only be able to access generic product information available on sap.com. Recognizing Crystal Resellers may require support ongoing sales and implementation efforts, SAP is recommending membership in the SAP Open Ecosystem program, so that you can continue to access the latest detailed SAP Crystal product information, from sales assets to tutorials, currently residing in the partner-only portal.

### What are the benefits of joining SAP Open Ecosystem?

A key benefit of the SAP Open Ecosystem program is it's an exploratory membership. Once you join, you get access to the SAP PartnerEdge portal located at [www.sappartneredge.com](http://www.sappartneredge.com) where you can peruse in-depth product and training materials, plus explore other available program options. For example, you may be interested in reselling select analytics, mobility and database & technology products via other program opportunities available through our Distribution partners. With SAP Open Ecosystem you can locate information about the program to become informed prior to any new partnership decision.



### **How can I join the SAP Open Ecosystem program?**

Joining is easy. You can apply via the easy click-through application form on [sap.com](https://www.sap.com).

### **What happens after I join SAP Open Ecosystem?**

After your application is accepted, you will nominate a contact person in your company who will receive a communication which will provide log in information details. for accessing the SAP PartnerEdge portal website and training material. You are now ready to visit the [SAP Open Ecosystem onboarding](#) page, which provides a great starting point about the program.

### **I sell Crystal products and am a member of Open Ecosystem, where do I find the SAP Crystal product information on the SAP PartnerEdge portal website?**

Once you receive access to the SAP PartnerEdge portal, you can access SAP Crystal product information located in the top section of the page [here](#).

### **Do I need to sign anything to join SAP Open Ecosystem?**

The application process includes a click-through non-disclosure agreement (NDA) and the acceptance of the SAP Open Ecosystem terms and conditions. There are no fees or financial or commitments or requirements expected from your company.

### **How can I continue to transact with SAP as a SAP Open Ecosystem member?**

The SAP Open Ecosystem is an exploratory membership and you cannot transact business directly with SAP; but can continue to work with your SAP Distributor. You are free to browse product, marketing and training information and learn more about the different partnerships that SAP offers

### **What if I am interested in joining another program that SAP offers after learning more about the programs?**

Should you decide you are interested in a more advanced or higher commitment with SAP you may speak with your SAP Distributor. Or you may simply request to join one of the other partner types via the Manage My Partnership application.

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