

5 Questions About Deloitte's SAP Global Reseller (gVAR) Program

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, and support services, as well as SAP Enterprise Support.

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 benefits 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?

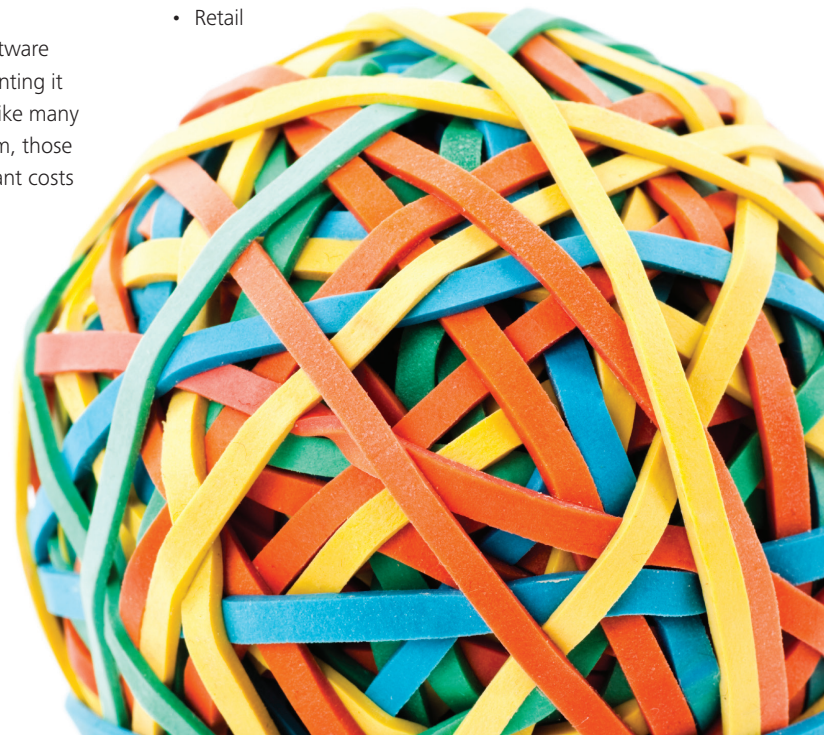
It can be—and often is. When you buy a software package, you're also committing to implementing it properly and supporting it over time, not unlike many other one-time purchases. Over the long term, those related purchases can be a source of significant costs

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 offering 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:

- Aerospace and Defense
- Food and Beverage
- Life Sciences
- Manufacturing
- Wholesale and Distribution
- Chemicals
- Retail



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

- Governance Risk and Compliance (GRC)
- Global Trade Services (GTS)
- Office of the CFO Solutions (oCFO)
- Analytics on HANA
- SuccessFactors
- Finance Transformation Accelerator (FTA)

Why Deloitte?

SAP chose to include Deloitte among its select global service providers to participate in the gVAR program. Deloitte's leadership in delivering lasting business value for their clients through technology is widely recognized. Participants in our gVAR program gain access to more than 25 years of SAP experience, and more than 12,500 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 help our clients with 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.

Let's talk

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

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Deloitte Global Profile

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Deloitte's professionals are unified by a collaborative culture that fosters integrity, outstanding value to markets and clients, commitment to each other, and strength from cultural diversity. They enjoy an environment of continuous learning, challenging experiences, and enriching career opportunities. Deloitte's professionals are dedicated to strengthening corporate responsibility, building public trust, and making a positive impact in their communities.

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