

Partnership Program

Offer Valuable SAP Cybersecurity Solutions to Your Customers

Cyberattacks are getting more frequent and more sophisticated every day. And SAP is a choice target for many cybercriminals.

You can stand out in a crowded cybersecurity marketplace by helping your customers protect their mission-critical SAP systems and data. It all starts with bowbridge's SAP cybersecurity solutions, which are designed specifically for SAP's proprietary interface.

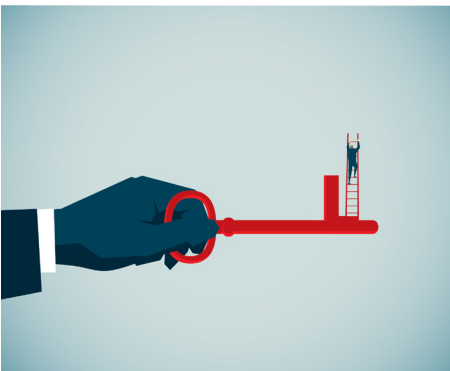
By joining our partnership program, you'll have everything you need for success, with our comprehensive library of resources and responsive support.

Who Is bowbridge?

With thousands of installations globally, bowbridge Software protects the SAP systems of the world's leading companies.

Our expertise in cybersecurity is only matched by our in-depth knowledge of SAP, allowing us to develop solutions that provide powerful protection against cyberattack while integrating seamlessly with SAP's structural interfaces and management tools.

Why Partner with bowbridge?



By partnering with bowbridge, you'll be able to expand into a new market within the high-revenue environment of business-critical systems. And by offering solutions to these systems' cybersecurity challenges, you position yourself far ahead of competitors.

"This is the level of support we strive to find in many of our suppliers, and it is refreshing to find those contacts and companies that realize and appreciate those commitments."

—Kyle L. Hammer,
3M Corporation

Which Partnership Level Is Right for You?

REFERRAL

- » No contract or duties
- » Referrals gain a flat margin linked to the net volume of the referral

AUTHORIZED PARTNER

- » Deal registration – potential deals are registered for 90 days. No other Partner can register the same business opportunity, and if they close the deal, they receive reduced commission
- » Full fixed partner margin
- » Access to bowbridge technical support, both pre-sale and post-sale
- » Basic training and support for consulting, marketing, and promotion of bowbridge products
- » Designated contact at bowbridge
- » Partner must designate a contact for bowbridge to reach
- » Partner agrees to actively engage own customers and inform them about bowbridge products
- » Partner includes bowbridge in at least one marketing activity per year

PREMIUM PARTNER

- » Deal registration – potential deals are registered for 90 days. No other Partner can register the same business opportunity, and if they close the deal, they receive reduced commission
- » Full fixed partner margin
- » Preferential access to bowbridge technical support, pre-sale and post-sale
- » Designated business contact and designated technical contact at bowbridge
- » Enhanced training and support for consulting, marketing, and promotion of bowbridge products
- » Joint pre-sales activities
- » Inclusion in customer case studies
- » Subject matter expert availability for webinars and events
- » Co-branded marketing materials
- » bowbridge promotes premium partner to our end clients
- » Partner must designate at least two points of contact for bowbridge
- » Partner agrees to actively engage own customers and inform them about bowbridge products
- » Partner includes bowbridge in at least one marketing activity per quarter

Made For SAP

bowbridge solutions are built specifically for SAP, integrating seamlessly into SAP environments.

Quality Product and Service

bowbridge earns high praise not just for our results, but for our commitment to service.

SAP® Certified
Integration with SAP NetWeaver®

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