



#### **News Brief:**

### **SAP Americas Announces U.S. SME Partner Award Winners at 2007 North American Partner Meeting**

LAS VEGAS, Nev., Jan. 17, 2007

SAP Americas, a subsidiary of SAP AG (NYSE: SAP), named the winners of its 2006 U.S. SAP small and midsize enterprise (SME) Business Partner Awards, recognizing the top-performing partners within the SAP® PartnerEdge™ program, a global framework that makes it easier for channel partners to do business with SAP. SAP presented the awards in Las Vegas, Nevada during its 2007 Field Kick Off Meeting (FKOM), an annual gathering of SAP field employees and partners to learn about SAP's sales methodology, best practices and new developments regarding SAP's robust roster of business solutions for small businesses and midsize companies, including SAP® Business One and the newly-enhanced SAP® All-in-One. This year's SAP FKOM hosted more than 550 partner attendees, marking a 44 percent increase over the previous year.

Selected from SAP's wide-ranging North American partner base of SAP All-in-One providers and SAP Business One partners, nominations were evaluated on numerous criteria to determine winning partners in each product category. Below is a list of winners.

#### **US SAP All-in-One Partners:**

- **Partner of the Year Award**, honoring the partner who delivers the most new accounts while improving customer satisfaction measures, went to **Answerthink, Inc.** of Atlanta, GA.
- **Top Producing Partner of the Year Award**, honoring the top annual revenue-producing partner, went to **itelligence** of Cincinnati, OH.
- **SAP All-in-One Rookie of the Year Award**, recognizing the new partner with the best combination of revenues and new customer accounts, went to **ACS Systech Integrators, Inc.** of San Jose, CA.
- **Customer Satisfaction Award** honoring the partners with the consistently highest customer satisfaction ratings were awarded to both **Bramasol** of Palo Alto, Ca. and **IDS Scheer** of Berwyn, PA.
- **Overall SAP All-in-One Top Performer Awards**, recognizing sales and customer achievements among individual partner employees, were presented to Ernie Perno, Chris Regan and Tom Reul of **Answerthink, Inc.**, and Phillip McKee of **itelligence**.

#### **Canadian mySAP All-in-One Partners:**

- **Partner of the Year Award**, honoring the top annual revenue-producing partner, went to **The Createch Group** of Montreal, Quebec.
- **Top Performer Award**, honoring the combination of most new customer accounts and highest revenue figures, went to **The Createch Group** of Montreal, Quebec.
- **Customer Satisfaction Award**, honoring the partner with the consistently highest customer satisfaction ratings, was presented to **IDS Scheer**, of Toronto, Ontario.

#### **US SAP Business One Partners:**

- **Reselling Partner of the Year Award**, recognizing the reseller partner with the best combination of sales, customer satisfaction and business relationships, went to **Navigator Business Solutions, Inc.** of Pleasant Grove, UT.

- **ISV Partner of the Year Award**, honoring the ISV partner with the best combination of sales, partner support programs, quality and innovation, went to **Third Wave Business Systems** of Elmwood Park, NJ.
- **SAP Business One Rookie of the Year Award**, recognizing the new partner with the best combination of revenues and new customer accounts, was awarded to **Real Solutions** of Chicago, IL.
- **SAP Business One Evangelist Award**, for the partner working most effectively to ensure the continued success of SAP Business One, was awarded to **SoftBrands, Inc.** of Minneapolis, MN.
- **SAP Business One Good Samaritan Award**, awarded to the partner that has selflessly given the greatest amount of time and dedicated service back to the SAP Business One channel, was presented to **Vision 33** of Irvine, CA.
- **Excellence in Customer Satisfaction Award**, highlighting the partner with the highest customer satisfaction ratings, was presented to **Omega Business Solutions** of Beaverton, OR.
- **Excellence in Learning Award**, honoring the partner with the greatest investment in training resources and the best demonstration of training expertise through sales and customer wins, went to **Business Technology & Management Solutions** of Columbus, MS.
- **New Customer Excellence Award**, given to the partner with the highest number of new customer wins, went to **Navigator Business Solutions, Inc.** of Pleasant Grove, UT.
- **ISV Partner Leadership in Innovation Award**, honoring the solution partner that developed the best new, innovative SAP Business One solution, was presented to **Enprise Solutions** of Avondale, New Zealand.
- **ISV Partner Quality Excellence Award**, recognizing the partner with the best combined quality of code, customer/partner support and solution documentation, went to **Magic Software Enterprises, Inc.** of Laguna Hills, CA.
- **ISV Partner Sales Excellence Award for Revenue**, naming the partners that generated the most revenues for SAP via direct and/or indirect sales, was given to **CitiXsys Technologies, Inc.** of Denver, CO. and **Valogix, Inc.** of Saratoga Springs, NY.
- **ISV Partner Sales Excellence Award for New Customers**, highlighting the partner that generated the most new customers for SAP via direct and/or indirect sales, was awarded to **Solver, Inc.** of Los Angeles, CA.
- **Marketing Excellence Award**, delivered to the partner that experienced the most marketing success, went to **TBC International, Inc.** of Salado, TX.

**Canadian SAP Business One Partners:**

- **Partner of the Year Award**, honoring a well-rounded partner with significant growth in customer account wins and high levels of customer satisfaction, went to **Canadian Rural Computer Services (CRCS)** of Calgary, Alberta.
- **SAP Business One Rookie of the Year Award**, recognizing the new partner with the best combination of revenues and new customer accounts, was presented to **I-D IT Corp** of Montreal, Quebec.
- **Top Performers Awards**, delivered for significant growth in customer installations, customer satisfaction levels and solution revenues, were awarded to **Coastal Range Systems** of Burnaby, British Columbia, and **Syntax.net** of Montreal, Quebec.

For more information about partnering with SAP to deliver business solutions for small businesses and midsize companies, please visit:

<http://www.sap.com/partners/categories/channel/partneredge/index.epx>

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