PRISM

Partner-Ready Intelligence for SAP Modernization ™

SAP Partner Growth Readiness Sprint

EXPERIENCE.
ACCESS.
EXECUTION.

Identify where to grow, what is getting in the way, and what to activate next.

A focused advisory engagement that helps SAP partners assess their current growth readiness, identify the highest-priority growth opportunity, uncover the gaps limiting execution, and establish a practical 90-day activation plan.

FIVE READINESS DIMENSIONS

A COMPREHENSIVE VIEW. A CLEAR WAY FORWARD.

01	**Offering & SAP Relevance** Is the offering positioned around something SAP and customers value?	• Offering and differentiation • SAP strategic relevance • Customer problem and outcomes • Modernization relevance • Competitive positioning
02	**Market & Customer Opportunity** Where is the most credible growth opportunity?	• Target customers and segments • Industry and process relevance • Priority use cases • Existing customer strengths • Market opportunity and focus
03	**Ecosystem Alignment** Is the partner aligned to the right SAP organization stakeholders and motions?	• Relevant SAP organizations • Stakeholder architecture • Sales and solution alignment • Partner programs and motions • Existing relationships and gaps
04	**Commercial Readiness** Can the partner convert relevance into an executable customer motion?	• Sales and presales readiness • SAP-ready messaging and collateral • Demand-generation capability • Account and pursuit discipline • Delivery and adoption readiness
05	**Growth Levers** Which SAP programs, PBC services, ecosystem resources, or investments should be activated?	• Relevant SAP programs and benefits • Partner Benefits Catalog services • Development Fund resources where eligible • Enablement and specialist capabilities • PRISM advisory support

3-WEEK FOCUSED ENGAGEMENT

ASSESS
Understand current readiness and opportunities

PRIORITIZE
Identify the highest-value growth opportunity

ACTIVATE
Create a 90-day activation plan

WHAT THE PARTNER GETS

A COMPREHENSIVE VIEW. A CLEAR WAY FORWARD.

PRISM SAP GROWTH ACTIVATION PLAN

From insight to execution.

PRIORITY GROWTH OPPORTUNITY

One clearly defined and prioritized SAP growth focus.

READINESS GAPS

What is currently preventing or slowing execution.

SAP ALIGNMENT

Relevant SAP organizations, stakeholders, and ecosystem motions.

RECOMMENDED GROWTH LEVERS

SAP programs, PBC services, Development Fund resources where eligible, and partner investments.

90-DAY ACTIONS

Prioritized actions, ownership, sequencing, and success measures.

KEY DELIVERABLES

1. **Growth Readiness Assessment**
   Findings across the five readiness dimensions.
2. **Priority Growth Opportunity**
   A clearly defined and prioritized SAP growth focus.
3. **SAP Ecosystem Alignment Map**
   Relevant SAP organizations, stakeholders, field motions, and ecosystem priorities.
4. **90-Day SAP Growth Activation Plan**
   Practical actions, ownership, sequencing, and success measures.

EXPECTED OUTCOMES

Clear growth priority	Identified readiness gaps	Defined SAP alignment priorities
Recommended growth resources	90-day execution roadmap	Executive alignment

Readiness identifies opportunity.
Activation turns it into growth.