



SAP® PartnerEdge™ P2P Network

ONE PLACE TO COLLABORATE FOR BUSINESS GROWTH

PARTNER SUCCESS STORY



CitiXsys Goes Vertical and Horizontal with SAP® PartnerEdge™ P2P Network



When serving the retail industry on a worldwide basis, opportunity abounds for connected solution providers, according to Kamal Karmakar, CEO of New York-based CitiXsys Technologies Inc. As the company that developed CXS Retail, the first retail point-of-sale (POS) application tightly integrated with the SAP® Business One application, CitiXsys knows this reality from first-hand experience.

“Obviously, retail is big business, from start-up operations run by individual entrepreneurs to established multilocation businesses and franchises. Our solution is designed to provide the scalability and flexibility required for a wide range of retail enterprises,” Karmakar explained. “We see SAP PartnerEdge P2P Network as the gateway to bringing this technology to the world.”

Even though SAP PartnerEdge™ P2P Network is a relatively new channel advantage, companies like CitiXsys and collaborating partners have already realized distinct benefits from participating. “We’re working deals that would not have been possible otherwise – and the partners that have come to us feel the same way,” Karmakar said.

A Community That Fosters the “Full Gamut of Opportunities”

CitiXsys is providing the retail expertise as well as a dependable application that fills a void in many of these instances. Certain partners already have a background in retail, and they’re looking to replace competing solutions with CXS Retail or install it in a growing business, for example. “The value typically goes both ways,” Karmakar added, noting that CitiXsys is also frequently interested in working with a partner’s specific products, services, and areas of expertise to increase opportunities for collaboration.

“ We’re seeing the full gamut of opportunities as a result of our SAP PartnerEdge P2P Network community, especially in the retail segment at this time. It’s ranging from smaller prospective clients with three to five stores to multinational retail chains with hundreds of locations.”

Kamal Karmakar, CEO, CitiXsys Technologies Inc.

CitiXsys views the network as more than a vertical market opportunity, however, especially considering its array of other products that address needs across almost any type of business environment.

HIGHLIGHTS

Key Partner Advantages

CitiXsys delivers horizontal as well as vertical market expertise, including three proven solutions that are certified for integration with SAP Business One: CXS Retail for the expanding worldwide retail POS systems market, and CXS Portals and CXS Credit Card for a wide variety of businesses and industries.

Market Reach

Worldwide, with locations in New York, New Delhi, London, Sydney and Toronto. SAP PartnerEdge P2P Network is creating new opportunities in regions where the company does not currently have its own office locations (such as continental Europe and Central and South America).

Using the Network

More than 60 SAP Business One partners participate in the current community; microsite enhancements are in progress in conjunction with other strategic initiatives that support partner success

PARTNER SOLUTIONS

CitiXsys Solutions

- iVend Retail/POS
- Credit Card Processing
- Warehouse Management
- Item Matrix
- Inventory Pro
- OneEnterprise Portals



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The company's CXS Portals, for example, provide extensive self-service access to critical business information anytime, anywhere, and from any device. CXS InterCompany Solution streamlines and improves transaction management for corporations with multiple companies and subsidiaries. And CitiXsys Consulting Services include implementation, customization, and integrated on-shore and off-shore outsourcing for diverse types of projects, leveraging the company's international scope, which includes offices in New York, London, Sydney, Toronto, and New Delhi.

The SAP Foundation

SAP Business One has been integral to CitiXsys's rapid year-over-year growth. Its product offerings, consulting practice, and education services all capitalize on the SAP PartnerEdge program. Now the network is paving the way for efficient, cost-effective geographic expansion.

"SAP is galvanizing its offerings for small and midsize enterprises — not just through solid products that ISVs can build upon but also through partner-oriented services that make a tangible difference on many fronts,"

This approach fosters vertical and horizontal market innovation and collaboration, yet with stringent quality controls that we have instilled in our own processes. End customers know they're getting a proven, reliable solution when such high certification standards apply."

Kamal Karmakar, CEO, CitiXsys Technologies Inc.

Prior to establishing a community on the network, CitiXsys partnerships were mainly limited to the geographies where it currently has operations. Today, the company is extending its reach and that of other partners because of the connections made through the network.

PARTNER PROFILE

Company Name:

CitiXsys Technologies Inc.

Number of Employees:

200

Headquarters

New York

Markets

Global

CONTACT DETAILS

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