

SAP PINNACLE AWARD 2008

SAP's Annual Global Partner Award Program

SAP® Pinnacle Awards 2008

CONGRATULATIONS TO THE PINNACLE AWARD 2008 WINNERS and FINALISTS!



The SAP Pinnacle Award Program has been established to recognize SAP Partners who have excelled in developing a partnership with SAP by providing quality products, solutions and services to our mutual customers.







This year winners were announced at the Pinnacle Awards Ceremony on the eve of SAPPHIRE EMEA on May 18, 2008 in Berlin, Germany with more than 300 SAP and Partner executives participating.




In the SME Channel Partner category, we were proud to honor finalists and winners from six different regions and three global winners, a new category, for their distinguished achievement in 2007.

We have listed the partners that have been named an SAP PINNACLE AWARD finalist, and the winners in the category "SME Channel Partners".

This category represents our highest recognition to the powerhouse of talented, dedicated and successful channel partners in SAP's partner community. We congratulate all of you for your efforts and the value that you deliver each day to customers and to SAP.

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Regional	Finalists	2008 Winner	Winner Description
Asia Pacific	Courtland Business Solutions Shanghai Techsonic Information Technology	Wipro 	As the largest SAP partner serving the mid-market in the Asia Pacific region, Wipro Infotech has been recognized for its high sales revenue and new customer acquisitions and its perfected implementation methodology to helping the company exceed customer expectations while increasing the value of its deals.
EMEA	Midmarket Software Solutions Seidor	itelligence 	As the largest VAR for SAP in the midsize enterprise market and the top partner in Germany, itelligence has 20 qualified SAP Business All-in-One partner solutions, was instrumental in bringing in a significant amount of new name customers and has made strategic investments and exceeded business plan expectations.
EMEA Best Newcomer	Informazionnye Biznes Sistemy Infracom Consulting	Bluekey Software Solutions 	Bluekey, Partner of the Year in South Africa for the past two years, continues to shine on a strong growth track clearly made evident by the company's stellar 75 percent growth in 2007 and innovative partner collaboration ventures.
Japan	Canon System Solutions NEC Nexsolutions	Atomsystem 	Atom System is recognized for its outstanding performance in all areas in 2007.
Latin America	Bexap Sonda Procwork	SofOS, Software for Open Systems 	Software for Opensystems saw an impressive year in 2007 closing deals that included a strategic deal with 70 store locations as the company overall demonstrated an efficient business model maintaining a fine balance between sales of SAP licenses and professional services.
North America	IDS-Scheer Valogix	Apollo Consulting 	Appllo Consulting continues to be a strong performing partner focused on SAP Business One as the company over-achieved its business plan on revenue and in adding new customers.

Global	Finalists	2008 Winner	Winner Description
Top Volume Reseller	IBM	IBM 	IBM has proven its strength with its global reach demonstrating strong growth rates across all regions, selling the most licenses to new customer globally.
Fastest Growing Reseller	Sonda Procwork	Sonda Procwork 	Sonda Procwork which proclaims its self as a "sales machine," lives up to it as the company saw 153 percent growth which it attributed to actions in increasing its sales and presales staff, using the SAP sales methodology, fully utilizing Market Development Funds and having a cohesive sales and market strategy.
Innovation Partner	CitiXsys Technologies	CitiXsys Technologies 	CitiXsys is consistently developing new and innovative solutions for SAP Business One with its novel approach to providing add-on and full vertical solutions which has become an integral part of the SAP Business One success story in a number of regions. The CitiXsys solutions are successfully implemented in more than 2,700 SAP Business One customers around the world and have made a significant contribution to SAP's 2007 business success.