



Newsletter Vol. 69 - Introduction

Softengine News is dedicated to keeping you up to date with the latest information regarding SAP Business One systems, Softengine solutions and Best Business Practices.

What's New?

Spotlight on Services: Softengine Achieves Highest SAP Accreditation for Partner Quality Program

Softengine, an SAP gold partner, has received accreditation for a global partner quality program by SAP SE (NYSE: SAP). The certificate was awarded by the SAP Partner Service Delivery organization for Softengine's demonstration of clear quality standards and processes and in recognition of quality, risk and project management framework improvements in alignment with quality principles from SAP.

Softengine is closely aligned to the key principles of quality that SAP believes to be fundamental to the success of every implementation, designed to deliver high-quality software and support while providing the right processes, tools and services to drive successful projects and delivery.

Businesses today are continually challenged to manage risk in increasingly complex projects. As a certified member of the partner quality program, Softengine will be able to help SAP customers avoid escalations, maintain profits, reduce profit dilution and improve successful delivery through the program lifecycle. In addition, the program offers a quality approach for sales processes and delivery methodologies through access to enhanced SAP channel quality templates and processes. With a distinct focus on quality deliverables, the accreditation also helps partners improve the success of bids by providing a sales differentiator from other partners through quality wording and information as well as risk mitigation activities.

"This accreditation is a credit to our team and our commitment to providing customers with a clear view of SAP's ability to influence the success of its program," Alex Goudz, chief technology officer. "By using SAP quality principles, we can help ensure that our customers achieve smooth implementations as we anticipate benefits as measured against business requirements. This accreditation reaffirms the work we do to enable effective implementation of business processes using SAP solutions and to fulfill requirements to the highest standard."

The annual partner quality plan and quarterly quality reviews form the basis for the global partner quality program by providing a way to monitor joint performance and measure success. Partners are required to submit an annual quality plan to showcase how they will improve quality in their own organization during the year. In addition, the quarterly quality review enables joint risk monitoring via open bilateral communication as well as identifying and preventing issues.



ISV/Software Solutions



About Softengine

Based in Los Angeles since 1996, Softengine is an SAP gold partner and was twice named SAP Business One Global Solution Partner of the Year, for Leadership in Innovation in 2009 and for Industry Solution Leadership in 2010. Softengine is a leading provider of solutions (on-premises or hosted cloud) to the SME (Small-emerging and Mid-size Enterprises) that have outgrown their accounting-only and legacy applications. Softengine leverages the innovative functionality of the SAP® Business One application, like on-the-fly configuration, to deliver the most flexible end-to-end solutions. SAP Business One helps customers immediately drive efficiencies upward and build competitive advantage. Softengine solutions are complemented by a full range of industry-specific extensions and services to promote rapid return on investment. We distinguish ourselves by getting the job right the first time - eliminating downtime, reducing support calls and saving customers' time and money. It means minimal interruption to ongoing business.

For more information about SAP Accreditation for Partner Quality Program, please contact Barry Lederman: 818.704.7000, blederman@softengineusa.com.

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