



WEIGHING YOUR OPTIONS: SAP PROFESSIONAL SERVICES AND SI PARTNERS FOR YOUR BUSINESS

A Comparative Guide

ABOUT THIS GUIDE

- Pros and cons of SAP Professional Services
- Pros and cons of an independent SI partner
- Finding the right partner for your project

SAP COMMISSIONS PROFESSIONAL SERVICES

SAP offers professional services in-house that include implementation. As the creator of the solution, many organizations consider utilizing their expertise.

Pros

Expertise: The professional services team at SAP is made up of experts who have a deep understanding of SAP Commissions. They are well-prepared to tackle complex challenges with great effectiveness.

Vendor-Specific Knowledge: The professional services team is knowledgeable about the product's capabilities, updates, and integrations with other SAP products, which ensures a smooth implementation process.

Product Support: Receiving prompt support and updates is likely with professional services. However, this is not exclusive to clients that choose their configuration services.

Cons

Cost: SAP's professional services often come at a premium cost, which may be a significant consideration for smaller or budget-conscious businesses.

Lack of Ongoing Support: Managed service contracts that facilitate training and support are not offered by SAP Professional Services but are highly common when working with a third-party vendor.

SOFTWARE IMPLEMENTATION (SI) PARTNER

When you enlist the help of a software implementation partner, you'll be teaming up with a third-party vendor specializing in SAP Commissions implementations.

Pros

Tailored Solutions: A software implementation partner can offer personalized solutions that cater to the specific needs and complexities of a business's commission management process. This configuration allows for better alignment with existing workflows.

Cost Flexibility: Software implementation partners may provide various pricing models, allowing businesses to choose a plan that aligns with their budget and scalability requirements.

Industry-Specific Expertise: Some software implementation partners specialize in particular industries, enabling them to bring domain-specific knowledge to the table, leading to more tailored and efficient implementations.

End-to-End Support: Implementation partners often offer comprehensive support beyond the initial deployment, including training, maintenance, and updates, fostering long-term success.

Cons

Vendor Reliability: While reputable software implementation partners bring significant expertise, businesses must conduct thorough research to ensure the partner has a reliable track record, as choosing the wrong partner may lead to implementation delays or complications.

Integration Planning: Integration with other SAP products may require additional coordination and effort when working with a third-party implementation partner.

BENEFITS OF AN EXPERIENCED PARTNER LIKE CANIDIUM



Expertise in SAP Commissions: Canidium specializes in implementing solutions related to sales performance and incentive compensation management, specifically SAP Commissions.



Proven Track Record: Canidium has a history of successful SAP Commissions implementations for various clients across different industries.



Industry Knowledge: Canidium's industry expertise allows them to tailor the implementation to your specific needs and align the solution with your industry.



Comprehensive Services: Canidium offers end-to-end services, from initial strategy and design to implementation and ongoing support.



Change Management and User Adoption: Implementing a new system often involves a change in processes and workflows for your sales and HR teams.

ARE YOU READY TO START YOUR SOFTWARE IMPLEMENTATION PROJECT?

Hopefully, this document has explained what implementation partner will work best for your SAP Commissions project. If you would like to learn more about what sets Canidium apart, check out the resources below.

BLOGS

[3 Vital Resources for SPM Implementation That You Might Not Have Considered](#)

[From Chaos to Clarity: The Value of Clean Data in Software Implementation](#)

[Software Implementation Partners: 5 Trust-Building Clues and 5 Alarm Bells You Shouldn't Ignore](#)

DOWNLOADS

[3 Compelling Canidium Client Case Studies SAP Commissions](#)

[Build Buy-in, Educate, and Implement SPM Software in Your Organization](#)

[Time and Materials vs. Fixed-Fee Contracts Guide](#)