

Referral Partner Program

Panaya is a fast growing company that is rapidly changing the SAP system landscape.

Our solutions help SAP customers slash up to 50% of the effort and cost of upgrading and maintaining their systems, while at the same time reducing the risk involved in any system change. Delivered as cloud-based Software-as-a-Service, these solutions are easy to try, buy, and use—all it takes is a 20 minute setup.

With such a clear value and little to no effort involved in getting up and running, Panaya has been growing fast and furious. The Panaya Referral Partner Program is your opportunity to be part of the Panaya success story!

When you refer a potential customer to Panaya, everybody wins:

- You get a reward for providing a qualified referral which is approved by Panaya, whether they purchase or not.
- The potential customer you refer has the opportunity to benefit from the proven value delivered by the Panaya solutions.
- Top referral partners will be featured by Panaya and gain visibility for their business.

How to Earn Rewards

- Earn \$250 upon Panaya's approval of a qualified referral lead (details below)
- Earn additional \$750 (for a total of \$1,000) when your qualified referral lead becomes a paying Panaya customer within 12 months from the date of your first submission of the lead

What is a Qualified Referral Lead?

The organization:

1. An SAP R/3 customer (end-user organization, NOT a system integrator)
2. Using versions 4.6C, 4.7 or 5.0 (for upgrades) or ERP 6.0 (for support packages)
3. Company headquarters located in North America or Europe
4. Is not part of a company/organization that is currently a Panaya customer
5. Was not previously submitted by another Referral Partner

The contact:

6. SAP Director, Upgrade Project Manager, Support Manager, SAP Architect, Regression Testing Manager (or equivalent roles)
7. Information provided includes name, title, phone, e-mail, and country

The project:

8. An upgrade project or support package / enhancement package implementation planned for the current or next two quarters
9. The project is not fully outsourced
10. The project is not already actively pursued by Panaya

These criteria may change from time to time, so be sure to visit this page often.

Lead Submission, Approval, and Tracking

- Leads can be submitted online at <http://panayainc.com/partner/submit-lead.html>
- Within 30 days after a lead is submitted, you will get a notification on the lead status, which could be one of the following:
 - Accepted: the lead was accepted by Panaya, entitling you to a payment of \$250.
 - Pending: Panaya is attempting to contact the lead and verify its qualification.
 - Rejected: Panaya has rejected the lead as non-qualified. The reason for rejection will be communicated as part of the notification.
- Any changes in the status of your referrals (including closed deals) will be reflected in subsequent reports that will be e-mailed to you monthly.

Payments

- You are awarded \$250 upon Panaya's approval of a qualified lead.
- you are awarded additional \$750 (for a total of \$1,000) when your referral becomes a paying Panaya customer.
- Your payments for earned awards will be issued once a quarter. Payments will be issued no later than the end of the month following each quarter-end.
- Payments will be made exclusively through PayPal. If you don't have a PayPal account at the time a payment is issued, we will keep a credit for you until your PayPal account has been established.
- All payments are subject to taxes and mandatory deductions under applicable law.

Panaya Referral Partner Program
www.panayainc.com/partner/referral.html



How to Sign Up

Sign up online at <http://panayainc.com/partner/referral-signup.html>

Questions?

See a list of [frequently asked questions](#).

Send an e-mail to sales@panayainc.com