



Partnership Prospectus

Elevate your clients' **SAP Business One**
experience with ZAP Data Hub





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What is ZAP Data Hub?

ZAP Data Hub is the best-priced data management, BI, and analytics solution for SAP Business One. Get fast, efficient financial and operational reporting. Adds insight from additional data sources like CRMs, add-ons, and Excel. And enjoy a no-code alternative to hand-built data warehouses and data management.

As a data management & analytics solution in-a-box, ZAP Data Hub’s key features include:

Automation: Quickly gather data from SAP B1, all add-ons, and all other data sources like your CRM, Excel, and legacy systems

Ready-made: Visualize, interpret, and action data with our extensive range of reports, dashboards, statements, and analytics

Flexible: Pay only for the online storage needed for the portions of your data required for financial and operational reporting



Figure 1: ZAP Data Hub dashboard for Power BI



1. Increase Competitive Advantage

- Build analytical assets which reflect your industry/vertical knowledge
- Show analytics as a means of “winning over” chief decision makers
- Compete robustly with other ERPs and their integrated analytics
- Include “historical” data which might otherwise be forgotten
- Support a path to a total view of the business, not just ERP, with multiple data sources
- Revenue opportunities: ERP software and service, ZAP software and service

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2. Grow Within your Customer

- Move beyond the initial ERP deployment
- Growing into other areas, defend your position and assure customer retention
- Earn the opportunity to understand other business processes, starting with analytics
- Revenue Opportunities: ZAP software and deployment, expanded licensing and servicing from data sources
- Move from implementer to advisor on the way technology influences your customers and its industry niche

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3. Build out a BI Practice

- Invest in a single set of skills which span the portfolio (multiple ERP lines) you service
- Lift consultative expertise into 'Data and Analytics' roles
- Use ZAP Data Hub as a common platform to drive more 'BI Practice' engagements
- With C-Level relationships, why would you not want to apply staff to trusted advisor engagements?
- Accelerate the 'Heavy Lifting' with ZAP Data Hub and keep the focus on the outcomes customers see and appreciate (Analytics and Reporting)

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4. New Revenue from Old Customers

- ZAP Data Hub represents ‘New Business’ with Old Customers
- Older customers are still trying to wring every ounce of value out of their legacy investment
- ZAP Data Hub can work for them today and wherever you go with them tomorrow
- ZAP Data Hub brings servicing opportunities back and can even lead to ERP customization or expansion
- Revenue Opportunities: ZAP software and deployment, ERP customization/ expansion

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5. Get The Most Out of ERP Upgrades & Migration

- ZAP Data Hub ensures “data retention” is not an ERP Upgrade issue
- ZAP Data Hub allows for the pre/during/post measurement from both the original ERP and the newly chosen one
- ZAP Data Hub supports the hybrid nature of data where original ERPs might be “On Premises” and new ERPs might be “In the Cloud”
- Most Partners aspire to be there when the customer needs servicing for upgrades and migrations; ZAP Data Hub ensures you will

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6. Make Cloud Part of the Conversation

- Are customers dubious of cloud offerings, or don't yet have a great use case? ZAP Data Hub can fix this
- Often, ZAP Data Hub is an easy way to start the customers on the path towards the cloud environment you want your customers to be on
- Maybe as a consultancy, you are offering your own cloud. ZAP Data Hub can integrate with or run upon your cloud
- Revenue Opportunities: cloud, partner hosting, ZDH software and service

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