

What can SAP Rankings do for my company?

Your company, like most others, probably has a wide variety of SAP needs. In the past, you've most likely met those needs by engaging a consultant through a staffing company. This approach has almost certainly cost you TIME, MONEY, and QUALITY. SAP Rankings can – and will - help you improve your bottom line in all of these areas. Discover exactly what SAP Rankings is and what it can do for your company.

How exactly have I lost TIME, MONEY, and QUALITY?

First of all, your company's budget is not infinite, and it's likely your SAP consulting budget is limited. So, you're starting off with less money than you'd like in the first place. You then turn around and spend this money on MIDDLEMEN – the staffing companies – who then find you your consultant - who also needs to get paid. So you're spending money just to be able to spend some more! You're also waiting around for the staffing company to find you an appropriate candidate. What's worse, that candidate may not even be qualified or experienced enough to handle the job – and even if he is, you may find his rates to be totally overpriced.

How can SAP Rankings help me?

SAP Rankings is a database of confirmed and categorized SAP consultants, including information such as reference checks, peer ratings, resumes, availability dates, and more. Using SAP Rankings allows you to go directly to the consultants, without having to employ a staffing company. You'll save TIME and MONEY, as well as get the highest QUALITY for your dollar.

What do you mean by QUALITY? How do I know your consultants are just as good as the ones I normally hire?

They might actually be better! SAP Rankings' independent verification of SAP consultant's credentials provides companies with an honest assessment of consultant qualifications. This vetting process is typically not performed by a staffing company. In the event a staffing company does find some negative information about the consultant (e.g. leaves project early, poor social skills, etc.), this may not be communicated to the hiring company, as the staffing company wants to make their candidate look as good as possible and not lose the placement commission.

In addition, authentic relationships between a consultant and a company are not often found when a staffing company is acting as the middleman. There is frequently a “disconnect” between consultant and company, which can result in misunderstandings and a lack of

efficiency on such things as contract timelines, invoice payments, and performance issues. As a result, staffed consultants become upset or discouraged, and the work the company receives often suffers, as well.

When a consultant and a company work together, directly, not only are issues solved faster, the foundation for a long-term professional relationship is laid, in which both consultant and company benefit from open communication and increased trust. This means a happier consultant – and better service for the company.

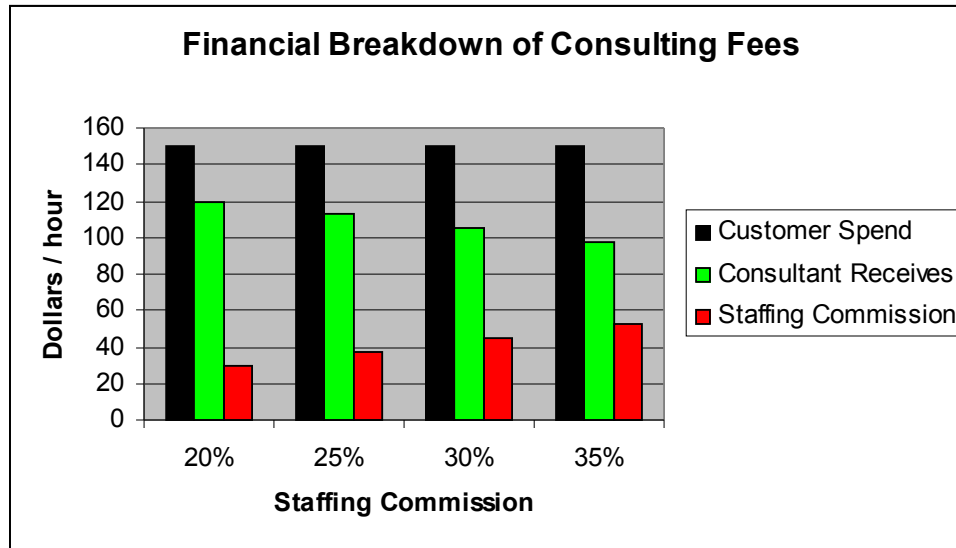
Okay, so I know I can find quality consultants online without the middleman. How does SAP Rankings save me TIME in this process?

First of all, SAP Rankings only targets SAP consultants, unlike companies such as Monster, DICE, or HotJobs. You won't have to wade through resumes that are not applicable, like all the Oracle, Microsoft, and Java resumes you'll find on these sites. Our database is targeted, validated, and comprehensive, with direct access to profiles and resumes - which means that you'll get exactly what you're looking for. You won't spend your valuable hours and days reviewing resumes that were thrown over the fence to you by staffing companies that didn't take the time to understand what you were asking for.

Plus, SAP Rankings is a web application, which means you don't have to spend time installing software. It is also intuitive and easy to navigate, saving you additional minutes and hours out of your day. With SAP Rankings you find the best consultant possible, in the least amount of time possible – period.

I'd also like to save the most MONEY possible. What does SAP Rankings do for me?

25% of your SAP consulting costs go to the staffing company, which keeps this commission in exchange for providing the connection between the consultant and the company. This is already a hefty “cut,” but it is made worse by the fact that sometimes there are multiple staffing companies involved (known as “layers”), who each take a piece of the fees before the consultant gets paid. In these cases, as much as 50% of your consulting dollars may end up in the hands of the staffing companies. The chart below illustrates the breakdown of what you might be spending per hour – you can see that the staffing companies (in red) take a huge chunk of what you're paying.



SAP Rankings reduces, by an enormous amount, your costs associated with finding a consultant. You pay a low annual fee to access the site, and never a penny more – no commissions, no “cuts,” no watching 25% of your consulting dollars disappear into the pockets of inefficient staffing companies.

So, how do I know if SAP Rankings will really save me MONEY (and TIME and QUALITY)?

Assume, that your company’s annual consulting budget is \$200,000. This means, if we take the 25% minimum commission charged by staffing companies (and remembering it is often more), your “wasted” budget is \$50,000 (25% of \$200,000). SAP Rankings only charges you \$2000 to access its database for an entire year. This would mean savings of \$48,000. And, don’t forget to factor in the man-hours that you will save by having a more efficient way to look for consultants – consultants who are guaranteed to have the quality and training you need to get the job done.

If you want your SAP consulting budget to deliver more business functionality for less money (“more bang for your buck”), the clear choice is to use SAP Rankings. There’s no reason to continue using inefficient, and potentially incompetent staffing and consulting companies. Find your consultants in less TIME, save MONEY doing so, and get the best QUALITY around. Use SAP Rankings.