

Why Should I Register with SAP Rankings?

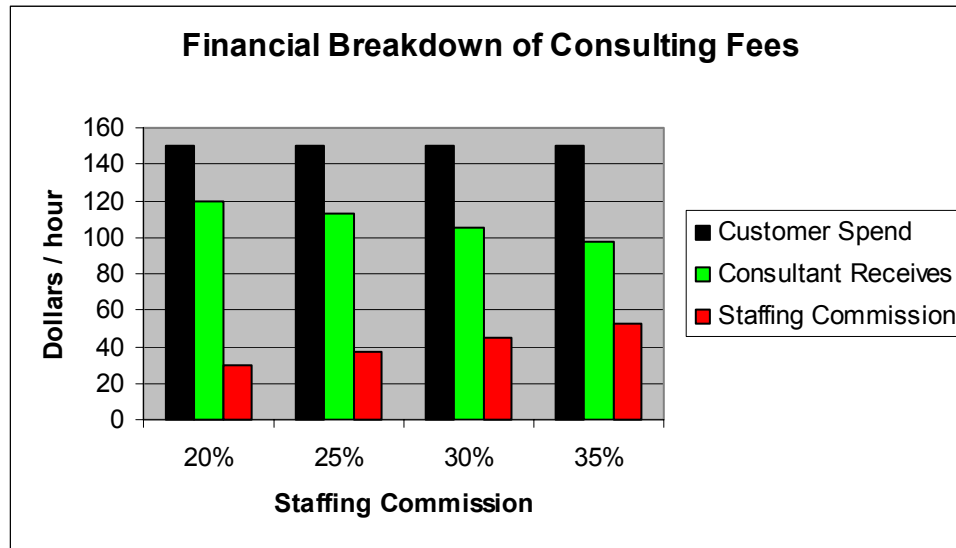
If you are an independent SAP consultant, you have probably experienced the difficulties associated with working through staffing companies, such as jobs lost because they found someone with a lower rate, poor communication about your engagement, late payments, job offers that weren't tailored to your abilities, to name the most common complaints. More importantly, you've watched a huge chunk of what should be YOUR consulting fee kept as a commission by the staffing company. If you are tired of inefficient communications, unsuitable job proposals, and not being paid what you are worth – if you want to make MORE MONEY and do it in LESS TIME - read on to discover exactly what SAP Rankings is and what it can do for you.

What is SAP Rankings and how does it work?

SAP Rankings is a database of confirmed and categorized SAP consultants. When an SAP company searches for a consultant, they will find in-depth information, including reference checks, peer ratings, resumes, availability dates, rate and more. They will be able to contact you directly, and all communication and negotiation will take place only between you and the SAP company. There is no staffing company involved.

So how does SAP Rankings make me more MONEY?

First and foremost, we eliminate the middleman – the staffing company. In general, 25% of your consulting fee goes to the staffing company, which keeps this commission in exchange for providing the connection between the SAP company and yourself. 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 fee may end up in the hands of the staffing companies. The chart below illustrates the breakdown of what you might be charging per hour – you can see that the staffing companies (in red) take a huge chunk of what you should be receiving.



With SAP Rankings, you eliminate this middleman and negotiate directly with potential employers. This means you can keep more of what is, after all, yours.

Another major benefit to SAP Rankings is being able to directly market yourself to SAP companies. You can update your personal information, rates, and availability as often as necessary, and present a profile of experience which is vetted by the site. You don't have to depend on a staffing company to decide if you are or are not the right person for the job – the hiring SAP company will make their own selection. The best part is that by directly marketing your services to companies through SAP Rankings, you avoid the hassles of trying to market yourself alone – most people do not have cold-calling expertise, or do not know how reach the correct hiring person. SAP Rankings eliminates those worries, bringing the SAP companies to your profile – and getting you more opportunities in the process.

In addition, SAP Rankings deals exclusively with SAP consultants. Unlike companies such as Monster, DICE, or HotJobs, potential employers don't have to wade through resumes that are not applicable, like all the Oracle, Microsoft, and Java resumes that are found on these sites. SAP companies use the SAP Rankings site to easily find SAP consultants. By registering with SAP Rankings, you can be sure that each hit on your profile is a by a company looking for a SAP consultant.

That sounds great! You also said you'd save me TIME . . .

One of the biggest problems associated with using a staffing company is the delay in billing and payment. Many times a staffing company won't pay you until they have been

paid – and if their accounting department is disorganized, your payment might be delayed for weeks. By dealing directly with the company, you receive more money, in less time.

But, from a consulting standpoint, perhaps the biggest time-saver associated with SAP Rankings is the ability to develop an authentic relationship with a company that runs SAP. This is difficult to do when a staffing company is acting as the middleman. As you've likely experienced, 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 their work is often affected. The company might not want you for its next project, or the staffing company might not offer you the next job you're qualified for – even though the staffing company's lack of communication is the reason for the problems in the first place!

When you, as the consultant, can work together with a company, 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. By eliminating the "telephone" game, you not only save yourself a lot of time, but a lot of headaches, as well.

So just how much money can SAP Rankings save me?

Remember, SAP Rankings reduces, by an enormous amount, your costs associated with finding employers. You pay a low annual fee to register with the site, and never a penny more – no commissions, no "cuts," no watching 25% of your consulting fees disappear into the pockets of staffing companies.

Assume that you normally charge \$125 an hour, and you work 40 hours a week. With a staffing company, you'd only keep (if you're lucky) \$100 of your fee. Over the course of the year, by letting the staffing company keep their commission, you could lose out on \$50,000. Registering with SAP Rankings for an entire year is only \$1000. You recover your investment in roughly 40 billable hours, and after that, you'll see that your membership in SAP Rankings will generate a significant increase in your take-home earnings.

You undoubtedly want to make more MONEY, do it in less TIME, and save yourself the stress of dealing with inefficient, and potentially incompetent staffing companies. SAP Rankings can do this for you – and more.