



# Helping Shape SAP® Solutions and Gaining Expert Knowledge



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**Industry**  
Professional services

**Products and Services**  
IT consulting

**Employees**  
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**SAP® Solution**  
SAP Network Edge Authentication

As a budding SAP consultancy company, blueworks is fully committed to technical expertise. Within a SAP® Customer Engagement Initiative, the company has now decisively shaped the upcoming SAP Network Edge Authentication software, while also gaining significant competitive advantages.

## Before: Challenges and Opportunities

- High demand for advising customers on the basis of constantly up-to-date technology expertise
- Desire to apply own experience to new SAP solutions and therefore adjust better to live use

## Why SAP

- Collaboration on SAP software that has not yet been released
- New contacts to SAP product managers

## After: Value-Driven Results

- Intensive product training for employees so that they have a deeper understanding than the competition
- Advanced knowledge not only about SAP Network Edge Authentication, but also with regard to the roadmap and dependencies related to the software
- Direct contacts for specific areas at SAP
- Several suggestions for improvement from SAP already implemented

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# Deeper Understanding

of product innovations and the ability able to advise customers on state-of-the-art solutions

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**“The SAP Customer Engagement Initiative gives us the chance to contribute to the **development of new products** and understand their background.”**

Stefan Thomann, SAP Technology Consultant, blueworks AG



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