



SAP NetWeaver

POWERED BY SAP NetWeaver™ PARTNER PROGRAM

Frequently Asked Questions

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What is the difference between the SAP Software Partner Program and the Powered by SAP NetWeaver™ Partner Program? How do we know which program we fit into?

The SAP Software Partner Program is an established program that encompasses all types of qualified application vendors with certified integration and broadly targets all types of software applications and tools that complement SAP® solutions.

The *Powered by SAP NetWeaver* Partner Program is a value-added addendum to our partner programs that is intended for vendors who specifically certify solutions as “*Powered by SAP NetWeaver*.” A separate, platform-centric program, the *Powered by SAP NetWeaver* Partner Program does not require pre-enrollment in the SAP Software Partner Program. The program accommodates the special needs of both a platform ecosystem and vendors who provide solutions based on and certified for the SAP NetWeaver platform.

Independent software vendors (ISVs) can create innovative, high-impact solutions and sales opportunities for the SAP customer ecosystem by becoming “*Powered by SAP NetWeaver*” and immediately helping customers lower IT investment costs and risks.

What are the requirements for vendors to join the Powered by SAP NetWeaver Partner Program?

To qualify to become a member of the *Powered by SAP NetWeaver* Partner Program, you must meet the following minimum criteria:

- Deploy your solution in the SAP Netweaver Portal and SAP NetWeaver Application Server (SAP NetWeaver AS) components and certify it with SAP Integration and Certification Center (SAP ICC)
- Have at least one developer trained on SAP NetWeaver technologies
- Have at least two sales resources trained on SAP NetWeaver sales messaging
- Have an assigned contact person

- Attend a minimum of one SAP customer event each year
- Actively support positioning SAP NetWeaver as an open technology platform
- Adhere to SAP logo and branding guidelines
- Adhere to the rules of field engagement as defined by SAP

What does it cost to become a member of the Powered by SAP NetWeaver Partner Program?

There is no fee to join the *Powered by SAP NetWeaver* Partner Program. There are, however, costs associated with individual elements of the program, including training and test/demo software licenses, when needed.

What specific benefits will we receive if we join the Powered by SAP NetWeaver Partner Program?

The *Powered by SAP NetWeaver* Partner Program offers many benefits. By becoming a certified *Powered by SAP NetWeaver* partner, you and other certified ISVs will be able to share knowledge and collaborate with SAP at the most cost-effective level to develop, integrate, and deploy world-class solutions that are supported by SAP business planning, enablement, and go-to-market resources and that drive innovation and growth. Another benefit of solutions that are “*Powered by SAP NetWeaver*” is their inherent flexibility. Enterprise Services Architecture, the SAP blueprint for service-oriented business solutions, allows you to integrate people, information, and processes and create solutions that enhance and extend current touch points while maintaining open standards and interoperability with other platforms.

As a Powered by SAP NetWeaver partner, how will information about my certified solution reach SAP customers and account executives?

SAP provides many avenues for members of the *Powered by SAP NetWeaver* Partner Program to communicate the availability of certified products through our sales channels, including the use of marketing materials and events. All members are given the opportunity to establish a high-profile presence on SAP.com that highlights their *Powered by SAP NetWeaver* solutions.

SAP also provides a series of templates for building collateral and demos that are pushed out through the SAP intranet to the entire SAP global field sales force. In addition, SAP makes the library of *Powered by SAP NetWeaver* solutions available to customers through both online and printed materials distributed by SAP. On occasion, SAP will hold seminars, Webinars, and road shows with select partners to co-market the partners' *Powered by SAP NetWeaver* solutions.

If I sign up to be a member of the *Powered by SAP NetWeaver* Partner Program today, will it prevent me from joining the SAP xApps™ Partner Program in the future?

No. In fact, we recommend that the *Powered by SAP NetWeaver* Partner Program be the first step for vendors who are interested in joining the SAP xApps Partner Program. Although the SAP xApps Partner Program is another part of the partnership continuum around SAP NetWeaver, it is restricted to solutions that represent highly innovative processes that are complementary to SAP applications. As a *Powered by SAP NetWeaver* partner, you will have both increased visibility inside and outside of SAP and the ability to prove the market acceptance and revenue potential of your innovative solution, both of which will help in the SAP xApps Partner Program nomination process.

ISVs that are certified *Powered by SAP NetWeaver* partners can reduce their customers' total cost of ownership (TCO) and risk by adopting the platform that is quickly becoming the de facto standard among the Global 1,000: the mySAP™ Business Suite family of business solutions, which are *powered by SAP NetWeaver*. The following are even more benefits of the *Powered by SAP NetWeaver* Partner Program.

Technology Benefits

- Development package
 - SAP NetWeaver test and development licenses (available)
 - SAP NetWeaver training (available)
 - Two days of consulting support (available)
 - Remote consulting (available)
- Sneak preview of new SAP NetWeaver technology and early participation in SAP partner go-to-market initiatives

Marketing and Sales Benefits

- Use of *Powered by SAP NetWeaver* logo
- Sales kit templates, such as solution brief
- Inclusion in the SAP Partner Directory, available to SAP field personnel, customers, and partners
- A prominent Web site profile
- Access to the online/downloadable SAP NetWeaver Partner Playbook for ISVs
- Press release support announcing customer wins (optional)
- Active promotion of *Powered by SAP NetWeaver* partner solution into SAP channels
- Opportunity to participate in SAP events, such as SAPHIRE® and SAP TechEd
- Exposure to SAP installed base
- Inclusion in the SAP NetWeaver Partner Solution Catalog

How do I join the *Powered by SAP NetWeaver* Partner Program?

Please contact us directly at SAPNetWeaver.Partners@SAP.com
For general information about *Powered by SAP NetWeaver*, take a look at the resources available at the SAP Developer Network (SDN) site at <http://sdn.sap.com>

Powered by SAP NetWeaver Certification

What does the Powered by SAP NetWeaver certification process entail?

Several options exist for third-party applications to become *Powered by SAP NetWeaver* and achieve integration certification with the *Powered by SAP NetWeaver* branding. Current opportunities include the following:

Portal Integration

- All *Powered by SAP NetWeaver* endorsed solutions have a certified integration into SAP NetWeaver Portal, usually via certified business packages.*
*[exceptions are SAP NetWeaver XI adapters and some ABAP™ add-ons]

J2EE Applications

- J2EE applications are certified for deployment on the J2EE engine in SAP NetWeaver AS.

ABAP Add-Ons

- ABAP add-on applications are certified for deployment on the ABAP stack of SAP NetWeaver AS and proper packaging via the ABAP add-on assembly kit. Some SAP NetWeaver Portal integrations may be accomplished via SAP GUI for HTML instead of the business package integration mentioned above.

SAP NetWeaver XI Adapters

SAP XI adapters leverage the easy and efficient integration of third-party applications on the process and content level via the SAP NetWeaver Exchange Infrastructure (SAP NetWeaver XI) component.

Additional criteria will become available as the program develops.

What technical assistance will I receive along the way?

We offer three types of technical assistance:

The SAP Developer Network Web site

- SAP Developer Network (SDN) is a community of fellow developers who work with SAP NetWeaver technologies. Please join this community to participate in online forums, Webcasts, and Weblogs around SAP NetWeaver. On SDN you will also find a dedicated SAP ICC Web site containing documentation materials for all integration scenarios above.

For companies with a valid certification agreement with SAP ICC:

- SAP assigns an SAP ICC technical consultant(s) to each ISV to provide basic education and knowledge transfer in SAP NetWeaver.
- SAP ICC offers integration consulting and can provide certification testing either remotely or on-site at the SAP ICC certification lab.

What software and licenses do I need?

- We provide free trial licenses of software components for development and testing (J2EE engine, SAP NetWeaver Portal, SAP NetWeaver Developer tool, and portal development kit (PDK) on SDN).
- SAP sales offices provide in-house licenses – for example, ABAP development workbench and SAP Partner Connectivity Kit for SAP NetWeaver XI adapters.

How long will it take to complete the Powered by SAP NetWeaver certifications?

The complexity of the application and the integration scenario you select generally determines the time line. For J2EE deployment, our experience indicates that the average time it takes for certification is three weeks. SAP NetWeaver Portal and iView window and business package integration takes another three weeks. Previous experience integrating with enterprise portals via iView windows or portlets and deploying on J2EE application servers has proven helpful. The duration may therefore greatly differ from vendor to vendor. As a rough estimate for ABAP add-on and SAP NetWeaver XI adapter certification, approximately two to six months are needed to complete a project from registration to publication.

We currently run our application on the IBM WebSphere Application Server (or the BEA WebLogic platform), and customers are very happy with that. Why should we support SAP NetWeaver AS, which is newer and less well-known?

ISVs can reduce their customers' TCO and risk by adopting a platform that is quickly becoming the de facto standard among Global 1,000 customers: mySAP Business Suite, *powered by SAP NetWeaver*. Additionally, SAP NetWeaver is the technology foundation for all new SAP products going forward. As such, it will be implemented at more than 60,000 global SAP installations. Partners can take advantage of this rapidly growing ecosystem by providing customers with solutions that can quickly integrate with SAP NetWeaver.

You should also browse through the information in the SAP/J2EE migration kit:

https://media.sdn.sap.com/html/submitted_docs/sap_j2ee_migration_kit_webpages/migration/migration.html

What is the difference between *Powered by SAP NetWeaver* solutions and the SAP xApps portfolio of packaged composite applications?

Except for SAP NetWeaver XI adapters, a certified *Powered by SAP NetWeaver* solution can be almost any type of enterprise application that runs on SAP NetWeaver AS and integrates with SAP NetWeaver Portal as the user interface. On top of that, the SAP xApps packaged composite applications meet the requirements of *Powered by SAP NetWeaver* and are consistent with the architecture, features, and functions of a true composite application. SAP xApps composite applications combine Web services and data from multiple systems in an application design made possible by the SAP Composite Application Framework tool within the SAP NetWeaver platform. This framework includes the methodology, tools, and run-time environment to develop composite applications. It provides a consistent object model and a rich user experience, and it gives developers a productive way to create composite applications on top of a set of heterogeneous applications. In addition, SAP xApps composite applications are uniquely differentiated in that they are innovative and highly complementary to SAP applications.

Where can I find more technical information about SAP NetWeaver?

SDN is a knowledge and collaboration environment for the SAP community that is developing and implementing within the SAP NetWeaver technology platform. You can find it on the Web at <http://sdn.sap.com>

For information on SAP ICC, go to "Services" on SDN and select "Integration & Certification."



SAP NetWeaver Portal Business Package Integration

What is required for a business package to pass certification?

All requirements of the business package certification are specified in the test plan, which can be requested from your SAP ICC. The technical requirements for successful certification of a business package include:

- Support single sign-on (SSO) to SAP NetWeaver Portal (where applicable)
- Adhere to the SAP NetWeaver Portal look and feel (branding)
- Provide full support for at least one Web browser that is also supported by SAP NetWeaver Portal

What tools can I use to develop a business package?

We recommend using SAP NetWeaver Development Studio as the integrated development environment (IDE) for your development. In addition, SAP provides the Portal Development Kit (PDK), which provides a wealth of documentation, tutorials, and tools to help you with your content development. The PDK for the Java platform, as well as the PDK for the .NET platform, can be downloaded free from SDN for SAP NetWeaver Portal 5 (only Java) and SAP NetWeaver Portal 6.

(<http://www.sdn.sap.com/sdn/downloadarea.sdn>)

Our application does not require authentication. Do we still need to support SSO requirements for business package certification?

No. The basic idea behind the SSO requirement is to eliminate the need for further manual authentications for an end user who has already logged on to SAP NetWeaver Portal. If your back end (and thus the business package) does not need to authenticate users, this requirement does not apply to your business package.

How can a business package support SSO with SAP NetWeaver Portal?

A business package can implement SSO with SAP NetWeaver Portal in either of the following ways:

- SSO based on user mapping, where the portal user is mapped to another user in the external system of the business package. (For information on user mapping–based SSO, go to http://help.sap.com/saphelp_nw04/helpdata/en/f8/3b514ca29011d5bdeb006094191908/frameset.htm)
- SSO based on SAP logon ticket, where the business package retrieves the information about the logged-on user in SAP NetWeaver Portal and verifies it so that the external system can authenticate the user. (As part of the PDK 6.0, please see the javadoc for the class `com.sap.security.api.ticket.TicketVerifier` as part of the user management service APIs.)

* Check out the Weblogs on the SAP ICC home page on SDN regarding SSO: <https://www.sdn.sap.com/sdn/icc.sdn>



J2EE Deployment

What versions of the J2EE standard does SAP NetWeaver support?

SAP NetWeaver supports two versions of the J2EE standard:

- J2EE 1.2: SAP NetWeaver AS 6.20
- J2EE 1.3: SAP NetWeaver AS 6.40

What Java Development Kit (JDK) versions does SAP NetWeaver require?

Two JDK versions are required:

- SAP NetWeaver AS 6.20: JDK 1.3.1 or higher version, below JDK 1.4
For supported platforms, please contact SAP ICC.
- SAP NetWeaver AS 6.40: JDK 1.4.2_07 or higher version below JDK 1.5

SAP supports the following platforms (latest operating system patches as of March '05):

- Solaris SPARC 32 Bit + 64 Bit
- Linux 32 Bit + 64 Bit (Itanium)
- Windows 32 Bit + 64 Bit (Itanium)

NOTE: On Windows 2003 server, please make sure you have installed Microsoft Hotfix 841176, to be found at <http://support.microsoft.com/?id=841176>

For up-to-date requirements, please contact SAP ICC or visit <http://www.sdn.sap.com/sdn/icc.sdn>

What do we need to do to have our J2EE application certified?

Certification of deployment on the J2EE engine in SAP NetWeaver AS has two basic requirements:

- First, the third-party J2EE application must be successfully deployed onto the J2EE engine in SAP NetWeaver AS.
- Then, after deployment, the application must run as expected based on a mutually agreed-upon test plan.

Please see for details

[http://www.sdn.sap.com/sdn/services.sdn?page=deployment on the sap web application server j2ee engine.htm](http://www.sdn.sap.com/sdn/services.sdn?page=deployment%20on%20the%20sap%20web%20application%20server%20j2ee%20engine.htm)

How can I deploy my application into the J2EE engine in SAP NetWeaver AS? Does the certification require that we use a particular method?

You can use any of the deployment methods provided by SAP for certification. However, the deployment process will differ, based on the version of the J2EE engine in SAP NetWeaver AS that you use.

For J2EE engine 6.20, a J2EE application can be deployed onto SAP NetWeaver AS in four different ways, as documented in the deployment manual.

(http://help.sap.com/saphelp_webas620/helpdata/en/67/fc683ce6eb6046e10000000a11402f/frameset.htm)

For J2EE engine 6.40, refer to the “Deployment: Putting It All Together”

(http://help.sap.com/saphelp_nw04/helpdata/en/13/a3bb3eff62847ae10000000a114084/frameset.htm) section in

SAP online help for a detailed explanation of the different deployment methods in version 6.40 of the J2EE engine and SAP NetWeaver AS.

What enhancements does version 6.40 of the J2EE engine in SAP NetWeaver AS offer versus 6.20?

To find out how version 6.40 of the J2EE engine in SAP NetWeaver AS improves on 6.20, please refer to

http://help.sap.com/saphelp_nw04/helpdata/en/13/a3bb3eff62847ae10000000a114084/frameset.htm

Are there any advantages to using SAP NetWeaver AS to develop J2EE applications that run in an SAP solution-based environment (compared to using IBM WebSphere or BEA WebLogic)?

The broad customer base of SAP that has installed the SAP NetWeaver platform can select your J2EE application, which can be deployed and run on the J2EE engine. No other non-SAP/J2EE application server is needed.



How difficult will it be to port my J2EE application that currently runs on IBM WebSphere or BEA WebLogic to SAP NetWeaver AS?

SAP NetWeaver AS is fully J2EE-compatible; if your application was developed following the J2EE specifications, the porting of your J2EE application to SAP NetWeaver AS should be very easy. You should also browse through the information in the J2EE migration kit:

https://media.sdn.sap.com/html/submitted_docs/sap_j2ee_migration_kit_webpages/migration/migration.html

What if I run into problems during the porting/deployment of my J2EE applications to SAP NetWeaver AS?

We recommend that you join SDN and consult its forums and documentation. Here you will find a wealth of experience in installing SAP NetWeaver, porting, and so forth from your fellow developers. If you have a contract for consulting or certification with SAP ICC in place, a designated SAP consultant would help you resolve the problems.

ABAP Deployment

How does an ABAP application become certified as Powered by SAP NetWeaver?

The ABAP application (add-on) needs to meet all of the following criteria:

- The add-on must be ABAP-certified on the ABAP stack of SAP NetWeaver AS 6.20 or higher and contain GUI elements that are supported by the SAP GUI for HTML.
- If the add-on solution contains additional J2EE parts, these parts must also run on the SAP NetWeaver platform and could be certified for their deployment on the J2EE stack.
- The add-on needs to be packaged and distributed using the SAP add-on assembly kit. This tool is available as part of the certification agreement.

What are the benefits to an SAP customer of using an SAP-certified ABAP add-on?

Customers can import and maintain the third-party add-on using the SAP standard transactions SAINT and SPAM. It is assured that the add-on can be used and controlled using SAP NetWeaver Portal.

SAP NetWeaver XI Adapters

How does an SAP NetWeaver XI adapter become certified as Powered by SAP NetWeaver?

SAP ICC provides certification opportunities for third-party adapters for the SAP NetWeaver XI adapter framework (NW-XI-AF). These adapters must be implemented as resource adapters of the Java Connector Architecture 1.0. Adapters enable the SAP NetWeaver XI integration engine to talk to different application components or industry standards. Within SAP NetWeaver XI, it is important that the adapters are “lightweight,” in case the integration directory must be used to keep track of required services and mappings. To pass integration certification testing, SAP NetWeaver XI adapters are also required to build the connection directly to other applications or technical systems and must be deployed to SAP NetWeaver XI.

ISVs can use SAP Partner Connectivity Kit, available through any SAP sales office, as the platform to develop their SAP NetWeaver XI adapters.

What are the benefits to a customer for using an SAP-certified SAP NetWeaver XI adapter?

Customers are assured that the adapter is embedded properly on the SAP NetWeaver platform. Monitoring and configuration of this adapter can be centrally handled via SAP NetWeaver XI. No additional software systems are needed to run an SAP-certified SAP NetWeaver XI adapter.

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