

Focused Sales Enablement

Step 1:
Engage with the SAP Account Executive immediately for a high-level account discussion



Step 3:
Engage relevant channel PARTNERS to get additional insights



Step 5:
Engage with SAP and the Client jointly (in the same meeting) as part of aligning on the roadmap



Step 7:
Likely execute a joint roadmap to document the value, steps, timeline and business case



Step 2:
Engage with key Client stakeholders from the BUSINESS on challenges they face



Step 4:
Re-Engage SAP to discuss alignment and building a JOINT account plan



Step 6:
Execute the joint plan for business transformation



The screenshot shows six LinkedIn posts by Melanie Harris, arranged in two columns. Each post features a video thumbnail with a SAP logo and a title. The posts are numbered 1 through 6 in the bottom left corner of each card.

- Post 1:** LeanIX & SAP Signavio - An SAP EAS Enablement Session. 1 like.
- Post 2:** SAP Signavio Commercial Overview and Suite Presentation. Be the first to react.
- Post 3:** SAP Signavio ERP Transformation Sales Play 1 for SAP Customers. Be the first to react.
- Post 4:** SAP Signavio ERP Transformation Sales Play 2 for Non-SAP Customers. Be the first to react.
- Post 5:** SAP Signavio Process Insights (Discovery Edition, RISE and Full). 1 like, 1 Comment.
- Post 6:** SAP Signavio Sales Enablement. Training | Beginner. Be the first to react.



SAP Signavio Enablement Series

Melanie Harris | 05 Feb 2024

The thumbnail shows a video player with a purple overlay. The text on the overlay reads: "SAP Signavio Enablement Series", "SAP Enablement Session", and "Presented by SAP". The background of the video shows a person presenting in front of a screen with SAP logos and charts.

This series extends upon the [LeanIX & SAP Signavio enablement session](#), and features:

- SAP Signavio Commercial Overview and Suite Presentation
- SAP Signavio ERP Transformation Sales Play 1 for SAP Customers
- SAP Signavio Process Insights (Discovery Edition, RISE and Full)
- SAP Signavio ERP Transformation Sales Play 2 for Non-SAP Customers