xSuite ACADEMY
Certification for
xSuite Cube Partners

Your path to becoming certified as an xSuite partner in SAP-integrated solutions

This course catalog lays out the options companies have when seeking to become xSuite Partners. xSuite offers four types of partner qualification: Solution Partner, Sales Partner, Development Partner and Project Partner.

- As a certified **xSuite Realization Partner,** you can work as a contractor to implement our projects at the customer's site. Your project work proceeds in line with the product certification you have earned.

  Upon completion of the SDK courses, you will attain „Development" status. With this you are able to customize and provide extensions for our solutions independently. In addition, you can develop your own new customer solutions based on xSuite's software, in line with the product certification you have earned.
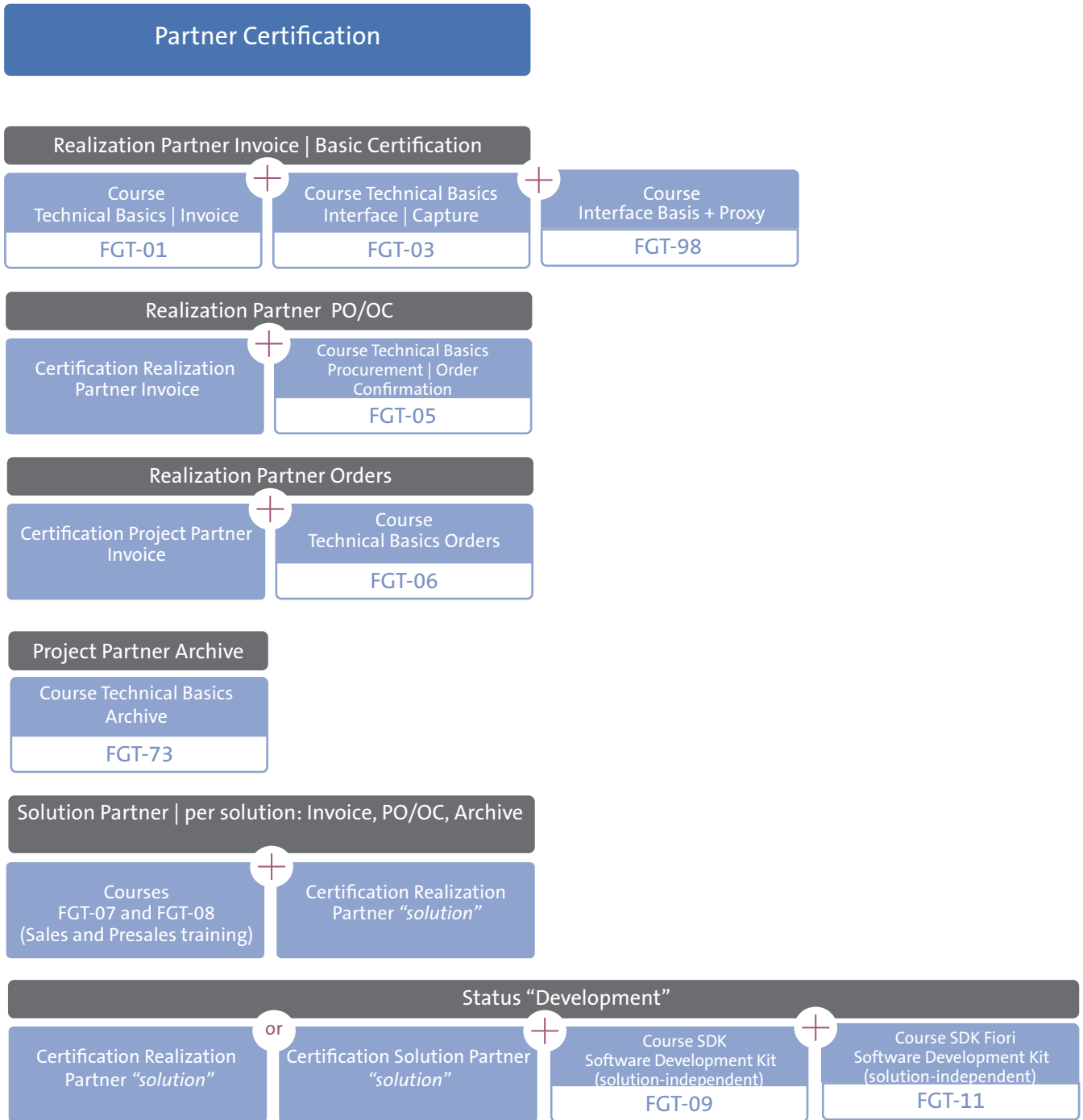
- As a certified **xSuite Solution Partner**, you can independently acquire implement new customer projects on an independent basis. Your activities proceed in line with the product certification you have earned.

Please note that your certification is based on your training in a solution:
Invoice, Procurement, Orders, etc.

Course overview
- Sales Training
- Presales Training
- Basic/Invoice Cube
- xSuite Interface/Capture Prism
- xSuite Orders Cube
- Suite Procurement/Order Confirmation Cube
- xSuite Public Sector Cube Customizing
- xSuite Archive Prism
- SDK – Software Development Kit

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Partner Certification

Realization Partner Invoice | Basic Certification

Course Technical Basics | Invoice	+	Course Technical Basics Interface | Capture	+	Course Interface Basis + Proxy
FGT-01		FGT-03		FGT-98

Realization Partner PO/OC

Certification Realization Partner Invoice	+	Course Technical Basics Procurement | Order Confirmation
		FGT-05

Realization Partner Orders

Certification Project Partner Invoice	+	Course Technical Basics Orders
		FGT-06

Project Partner Archive

Course Technical Basics Archive
FGT-73

Solution Partner | per solution: Invoice, PO/OC, Archive

Courses FGT-07 and FGT-08 (Sales and Presales training)	+	Certification Realization Partner *"solution"*

Status "Development"

Certification Realization Partner *"solution"*	or	Certification Solution Partner *"solution"*	+	Course SDK Software Development Kit (solution-independent)	+	Course SDK Fiori Software Development Kit (solution-independent)
				FGT-09		FGT-11

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Course code: FGT-07
Sales Training

The purpose of the course xSuite Sales Training is to impart a solid understanding of the entire process chain. You will learn to develop sound arguments relating to customer benefits for effectivity in independent project acquisition. The course presents the overall solution, its competitive benefits, xSuite's pricing models, and the overall scope of xSuite. It is directed toward both consultants from new partner organizations and existing partners who require recertification.

Course contents:

Sales information
• Introduction and overview of product
• Special features, advantages, and limitations of the solution
• Sales questionnaire
• Cost assessment
• Creating an offer, pricing model
• Calculation of profitability
• Argumentation regarding unique selling points and competition

Technical information
• Technical capabilities
• Validation within SAP with xSuite Capture Prism
• Best-practice processes for FI and MM documents

Prerequisites:
• Basic SAP skills
• Basic understanding of business processes

Course outcomes:
• A sound understanding of xSuite's overall concept and performance
• Confidence in argumentation for customer pitches
• Independence in project acquisition

Length of Course:	1 day
Language:	German, English
Number of Participants:	Min. 3, max. 6
Course Fee:	Price upon request
Training Location:	Ahrensburg, Dortmund
Schedule:	Arranged upon request

Course code: FGT-08
PreSales Training

Course contents:
• Product information, presented in greater depth than in the sales training
• xSuite standards and their practical use, for FI and MM documents
• Preparation of presentations; enabling "live" scanning and recognition
• Functionality of agent determination and Excel upload
• Identifying special requirements in the sales phase — what works, what doesn't

Prerequisites:
• Basic SAP skills, ideally in the basics of SAP Business Workflow
• Basic knowledge of business operations in invoice approval, order processing and ordering
• Presentation system for xSuite Cube

Course outcomes:
• Improvement of abilities in holding presentations
• Increased effectivity in argumentation
• Independence in preliminary analysis of special customer requirements

Length of Course:	1 day
Language:	German, English
Number of Participants:	Min. 3, max. 6
Course Fee:	Price upon request
Training Location:	Ahrensburg, Dortmund
Schedule:	Arranged upon request

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Course code: FGT-01
Technical Basics – xSuite Basic / Invoice Cube
Certification Realization Partner Invoice

xSuite Invoice Cube is xSuite's solution for processing incoming invoices in SAP. The approval process can be configured with simple tweaks to meet the requirements of an organization. xSuite Invoice supports both SG&A invoices and invoices with purchase-order reference. The course xSuite Technical Basics is the entry point in our series of courses for training and certifying partners.

The course starts out with technical information on xSuite Invoice Cube products, which are explained and demonstrated by means of a sample installation. Technical dependencies are explained as they relate to base systems (SAP and Windows Server) and methods used for integrating individual modules and features into these base systems. In the latter part of the course, technical subject matter is supplemented with information on workflow processes used in the areas Finance (FI) and Materials Management (MM).

Participants can deepen course contents in practice units with sample configurations; learning results can be assessed through computer-based training. This course is directed both toward consultants from new partner organizations and toward existing partners who require re-certification.

Course Contents:
• Theory; UI and general structure
• Individual technical features
• Modules/solutions
• Technical operations
• Simple, practical exercises
• Sample set-up of new company code
• Configuration of an xSuite Interface Workflow (optional)
• Processes and best practices

Prerequisites:
• Basic SAP skills in FI, MM, and ArchiveLink
• A basic understanding of the business aspects involved in invoice processing
• Participation of two employees per organization (minimum)

Course outcomes:
• An understanding of the basic technical and process-related aspects of xSuite
• A comprehensive sample installation of the xSuite solution in an SAP system
• Basic skills in customizing the solution xSuite Invoice Cube for a company code and the modules FI, MM, xSuite Interface Prism
• Basic knowledge of the xSuite Workflow Builder
• Practical working knowledge of user administration and agent determination
• Practice in customizing web access
• Effectivity in using features such as the Invoice Overview and xSuite Cockpit
• Basic knowledge of how to set up new company codes

Length of Course:	4 days
Language:	German, English
Number of Participants:	Min. 3, max. 6
Course Fee:	EUR 3,800 per person plus VAT
Training Location:	Ahrensburg, Dortmund
Schedule:	Arranged upon request

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Course code: FGT-03
Technical Basics – xSuite Interface / Capture Prism
Certification Realization Partner Invoice

It has become common practice in invoice processing to capture and validate documents directly in the target system SAP. A ruleset is used to capture, interpret, and test the plausibility of document data. With less manual invoice entry, AP employees can focus more on core tasks. Other features accommodate completeness checks (for example, according to various tax laws) and vendor training for individual fields. Technical Basics is an intermediate course in the set of courses for training and certifying partners. The course contents are technical in nature. The technical basis of the solution xSuite Capture Prism is explained and demonstrated with a sample solution. We address both technical dependencies relating to the base systems used (SAP and Windows Server) and the integration of individual modules and features into the base system. Participants are offered opportunities to deepen their understanding of course content in practice units with sample configurations and to assess learning results in computer-based training. The course is directed both toward consultants from new partner organizations and toward existing partners who require re-certification.

Course contents:
• Theory; UI and general structure
• Individual technical features
• Modules/solutions
• Technical operations
• Simple, practical exercises
• Processes and best practices

Prerequisites:
• Basic SAP skills in FI, MM, and ArchiveLink
• A basic understanding of the business aspects involved in invoice processing
• In-depth knowledge of Microsoft Windows systems
• Participation in IRISXtract basic and scripting training (at I.R.I.S. AG)
• Minimum participation – two employees per organization

Course outcomes:
• An understanding of technical and process-related inter dependencies: xSuite Capture Prism, xSuite Interface Prism (Windows SAP)
• A complete installation connected to an SAP system
• Presentation and setup of an entire end-to-end process: scan, capture with data extraction, and storing and editing in a target system
• An understanding of the technical options in customizing
• Familiarity with important "best-practice" settings

Length of Course:	3 days
Language:	German, English
Number of Participants:	Min. 3, max. 6
Course Fee:	EUR 2,850 per person plus VAT
Training Location:	Ahrensburg, Dortmund
Schedule:	Arranged upon request

Course code: FGT-98
Technical Basics – xSuite Interface Prism, Version 5.0 (Basis + Proxy)
Certification Cloud Partner

The xSuite Interface Prism Version 5.0 training provides the partner with the technical basics as well as an understanding of the functionality of the new xSuite Interface Prism, version 5.0. The focus of this training is on explaining the new architecture, the new configuration files in JSON format as well as the newly developed functional processes in xSuite Interface Prism in version 5.0. A fourth focus is on the operation of the new configuration tool, which is now exclusively used for creating and customizing the interface configurations. The training areas „Basic" and „Proxy" are the basics for setting up the xSuite Interface Prism in version 5.0 in the context of a Prism or Helix implementation. In addition to these basic topics, the trainings covers the authentication to the Helix cloud, the use of constants, and obtaining master data from ERP systems using SAP as an example.

Course contents:
• Overview of the xSuite Interface Prism
• Installation of the xSuite Interface Prism
• Structure and functionalities of the configuration files
• Use of the web configuration tool
• Monitoring via the web status monitor
• Interface Proxy configuration to connect to the xSuite Helix
• Retrieval of master data from SAP such as vendor records or purchase orders

Prerequisites:
• Basic knowledge of business operations
• In-depth knowledge of Microsoft Windows systems

Course outcomes:
• Understand the function, usage and configuration
• Learning a self-dependent setup in the areas of base + proxy

Length of Course:	1 day
Language:	German, English
Number of Participants:	Min. 3, max. 6
Course Fee:	EUR 950 per person plus VAT
Training Location:	Ahrensburg, Dortmund
Schedule:	Listed in internet calendar or arranged upon request

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Course code: FGT-06
Technical Basics – xSuite Orders Cube
Certification Realization Partner Orders

The module for order processing is an optimal enhancement of the best-practice solution xSuite Invoice Cube. xSuite Orders Cube supports users with workflow-based sales-order processing. As an introduction to xSuite Orders Cube, this is one of our intermediate-level courses for training and certifying partners. Course content is initially technically oriented. The technical basis of Orders is explained and demonstrated by way of an example installation.

Dependencies on the base systems used (SAP) are addressed, as are the ways in which individual modules and features integrate into the basis system. Over the course of the two-day session, we supplement the more technical contents of the course with valuable information on workflow processes used in sales. Participants are offered opportunities to deepen their understanding of course content in practice units with sample configurations and to assess learning results in computer-based training. This course is directed both toward consultants from new partner organizations and toward existing partners who require re-certification.

Course contents:
• Theory; UI and general structure
• Individual technical features
• Modules/solutions
• Technical operations
• Simple, practical exercises
• Processes and best practices

Prerequisites:
• Basic knowledge of SAP systems (Archive Link, SD)
• A basic understanding of business aspects involved in sales
• Completion of Course FGT-01
• Minimum participation – two employees per organization

Course outcomes:
• An understanding of technical and process-related interrelationships
• A complete installation of the solution in an SAP system
• Basic skills in customizing xSuite Orders Cube for a company code or a purchasing organization and the module MM
• Familiarity with important "best-practice" settings

Length of Course:	1 day
Language:	German, English
Number of Participants:	Min. 3, max. 6
Course Fee:	EUR 950 per person plus VAT
Training Location:	Ahrensburg, Dortmund
Schedule:	Arranged upon request

Course code: FGT-05
Technical Basics
xSuite Procurement / Order Confirmation Cube
Certification Realization Partner PO/OC

The module for purchase order processing is an optimal enhancement to the best-practice solution xSuite Invoice Cube. xSuite Order Confirmation Cube supports users with workflow-based order confirmations. As an introduction to xSuite Procurement Cube and xSuite Order Confirmation Cube, this is one of our intermediate-level courses for training and certifying partners. Course content is initially technically oriented. The technical basis of Procurement and Order Confirmation is explained and demonstrated by way of an example installation. Dependencies on the base systems used (SAP) are addressed, as are the ways in which individual modules and features integrate into the basis system. In the latter part of the course, the technical subject matter is broadened to include information on workflow processes used in purchasing (SAP MM). Participants can deepen course contents in practice units with sample configurations; learning results can be assessed through computer-based training. This course is directed both toward consultants from new partner organizations and toward existing partners who require re-certification.

Course contents:
• Theory; UI and general structure
• Individual technical features
• Modules/solutions
• Technical operations
• Simple, practical exercises
• Processes and best practices

Prerequisites:
• Basic knowledge of SAP systems (Archive Link, MM)
• Basic knowledge of business operations in materials management and procurement processes
• Completion of courses FGT-01 and FGT-03
• Minimum participation – two employees per organization

Course outcomes:
• An understanding of technical interdependencies in processes
• A complete installation of the solution in an SAP system
• Basic skills in customizing xSuite Orders Cube for a company code or a purchasing organization and the module MM
• Familiarity with important "best-practice" settings

Length of Course:	2 days
Language:	German, English
Number of Participants:	Min. 3, max. 6
Course Fee:	EUR 1,900 per person plus VAT
Training Location:	Ahrensburg, Dortmund
Schedule:	Arranged upon request

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Course code: FGT-73
Technical Basics – xSuite Archive Prism
Certification Realization Partner Archive

The training starts out with an introduction to the technical basics of xSuite Archive Prism. In particular, installation and configuration are discussed. Knowledge gained is deepened through practical exercises on the training system and solidified with configuration set up by the participants themselves. This course is directed both toward consultants from new partner organizations and toward existing partners who require re-certification.

Prerequisites:
• Advanced knowledge of Microsoft Windows systems

Course outcomes:
• An understanding of technical and process-oriented
  aspects of the product xSuite Archive Prism (Windows)
• Installation
• Basic skills in configuration
• Skills for configuring the SAP interface ArchiveLink

Length of Course:	3 days
Language:	German, English
Number of Participants:	Min. 3, max. 6
Course Fee:	EUR 2,850 per person plus VAT
Training Location:	Ahrensburg, Dortmund
Schedule:	Arranged upon request

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Course code: FGT-09
SDK – Software Development Kit
(solution-independent)
Realization Partner with „Development" Status

The course Software Development Kit is an advanced unit in the series of courses for the training and certifying partners. The contents of the course Software Development Kit are highly technical and build on the contents of all the prerequisite courses. This course addresses customer-specific customization and extension of the standard range of functions of basic xSuite products.

How to develop specialized User Exits is clarified, and user-exit functionality is elucidated through examples. Practical exercises solidify knowledge gained. To take this course, you should not only have deep technical understanding of SAP functionality, but also sufficient experience in programming ABAP code.

This course is directed both toward consultants from new partner organizations and toward existing partners who require re-certification. As a Development Partner, you will be qualified to independently make customer-specific customizations and extensions within our solutions. In addition, you will be able to develop your own solutions for customers based on xSuite.

Course contents:
• Development within xSuite
• User exits, workflow extensions, partner solutions

Prerequisites:
• Completion of Course FGT-01
• Expert know-how in SAP
• Understanding of SAP ABAP and SAP ABAP Objects
• SAP Business Workflow
• SAP ArchiveLink

Course outcomes:
• Development Partner – customer solutions

Length of Course:	3 days
Language:	German, English
Number of Participants:	Min. 3, max. 6
Course Fee:	Price upon request
Training Location:	Ahrensburg, Dortmund
Schedule:	Arranged upon request

Course code: FGT-11
SDK Fiori– Software Development Kit Fiori
(Solution-independent)
Realization Partner with „Development" Status

The SDK Fiori course is an extension of the training and certification series for partners and is an add-on to the course in general SDK development. The contents of the course Software Development Kit are highly technical and build on the contents of all courses listed as prerequisites. Within this course, we will cover general analysis, the architecture between SAP front-end and back-end, and methods of modifying Fiori Apps. Specialized development of Fiori App modifications is clarified, and front-end and back-end functionality of user exits is elucidated through examples. Practical exercises solidify knowledge gained. To take this course, both in-depth technical knowledge in SAP and Fiori, as well as adequate experience in programming ABAP, HTML5, and JavaScript code are required.
This course is directed both toward consultants from new partner organizations and toward existing partners who require re-certification. As a Development Partner, you will be qualified to independently make customer-specific customizations and extensions within our solutions. In addition, you will be able to develop your own solutions for customers based on xSuite.

Course contents:
• Development within xSuite in the area of Fiori
• User exits, workflow extensions, partner solutions

Prerequisites:
• Completion of courses FGT-01 and FGT-09
• Expert know-how in SAP
• Understanding of SAP ABAP and SAP ABAP Objects
• SAP Business Workflow
• SAP ArchiveLink
• SAP Fiori
• HTML5 and JavaScript

Course outcomes:
• Development Partner – customer solutions in Fiori

Length of Course:	2 days
Language:	German, English
Number of Participants:	Min. 3, max. 6
Course Fee:	Price upon request
Training Location:	Ahrensburg, Dortmund
Schedule:	Arranged upon request

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