

PDAgroup enabling best performance

PDAgroup is a dynamic network organization that aims at **enabling best performance** of people and their business through improved capacity, capability and productivity.

We deliver three keys to success **Talent Net, Camps & More** and **Innovation & Research** using our professional and academic network of worldwide partnerships and combining solid academic knowledge with practical expertise. Our clients worldwide gain sustainable and measurable business results from customizable enablement services using our menu of best practices and creative excellence.



“This was the third year of PDAgroup successfully serving SAP Partners in EMEA. Congratulations to a job well done and being proactive embracing innovative Channel Development with Channel Camps 2007, Talent Net 2008, Virtual Training Delivery 2009, Best Performance Challenge 2010. And thanks for always listening and keeping an eye on partner satisfaction and sales impact through measures and dialogue. I am convinced that we will continue to Drive Excellence in 2010 building a Best Performance Community for SAP Partners.”

Raimund Mollenhauer

Head of Enablement and Talent Net for SAP Partners EMEA + INDIA, SAP AG



PDAgroup GmbH

Universitätsstraße 9/10
6020 Innsbruck, Austria
P.O. Box 199

+43 512 56 09 70
communication@pdagroup.net
www.pdagroup.net

CAMPS & MORE
TALENT NET
INNOVATION & RESEARCH

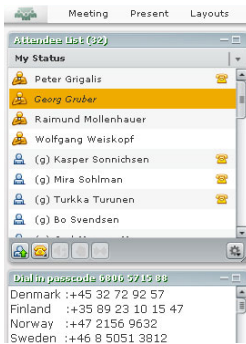
Camps & More

GET MORE PRODUCTIVITY OUT OF YOUR PEOPLE



Acting as the “Enablement Factory” for SAP PDAGroup offers **targeted sales and presales workshops, online learnings and customized trainings and coaching** to SAP partners and their extended business members.

We passionately support our clients’ specific and individual needs to boost their sales and delivery efficiency, maximize their key players’ productivity and increase their economic benefit.



Best Performance for SAP Partners 20



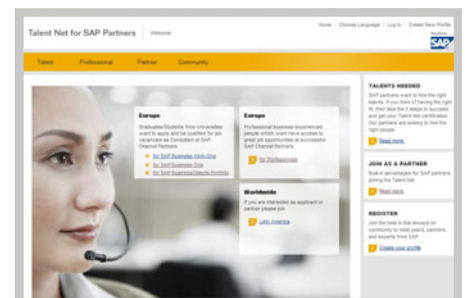
“The top partner workshop was an eye-opener and the PDA-group facilitator did a great job in coming up with simulations & role-play techniques that made the learning easier. I gained a very good experience in understanding pre-sales and sales cycles that I can effectively utilize.”

Kartik Vallioor
SEAL Consulting, Bangalore, India

Talent Net

CONNECTING PARTNERS WITH THE RIGHT TALENT

Talent Net for SAP Partners is an IT-supported casting network to **identify and grow talents**, both young and professionals, and **connect certified talents with companies in the SAP ecosystem for hiring**. We provide participating applicants and partners with stimulating content and unique opportunities. We ensure and care about long term quality and value for all participants in the 24/7 Talent Net community www.saptalentnet.com.



“It is a really interesting way to find new talents. PDAGroup offered a great variety of profiles in the Talent Net, especially those applicants which you wouldn’t have thought of before...”

Emilie Davon
Conseils, France



Innovation & Research

TRUE INNOVATION FOR BUSINESS PERFORMANCE

PDAGroup has profound know-how in **transferring university knowledge into business performance**. That’s our definition of true innovation. We focus on smart, tangible, as well as cost efficient solutions which help businesses support their customer needs.

A strong cooperation and sponsorship with **MCI, Management Center Innsbruck**, and its Department MCIT (Management, Communication & IT) allow up-to-date insights and provides access to international research and development activities.