

“*GenAI Surfing Regional Series*”

SAP Business One and MyWave Sales Competition Global Terms & Conditions

The SAP and MyWave "***GenAI Surfing Regional Series***" Sales competition (the "**Competition**") will run from **July 15th, 2024, until May 30th, 2025** (the "**Competition Period**").

When registering as a participant ("**Participant**") in the Competition, you agree to be bound by these terms and conditions.

PARTICIPANTS

The Competition is open only to SAP Business One Channel Partners that have signed up to be a Partner for EUR210 and are active during the Competition Period.

COMPETITION

There will be four regional series, one for each region: North America, LAC, EMEA, and APJ, running concurrently. Each partner will register for one of the regional series and will participate only in that designated region during the Competition Period.

Affiliates of a partner in a different region can register for another region, but they will compete with their points, never adding points from an affiliate company.

Once a partner has reached 80 points, they will qualify for the ***GenAI Surfing World Series*** to compete against partners from other regions who have also reached 80 points.

The winner of the Competition will be the partner who reaches the highest score in the ***GenAI Surfing World Series***.

There will be second prizes for the second top qualifier of the ***GenAI Surfing World Series*** and the highest score in each regional series.

POINTS

A partner can add points to their competition leaderboard by uploading any of the following three types of contracts:

- **Internal Promo.** *Awarded with 5 points.* Signing and uploading a MyWave Starter Pack contract for internal use of the partner.

- **New Net Sales.** *Awarded with 10 points.* Signing and uploading an SAP contract for a new SAP Business One customer, including a MyWave Starter Pack.

• **Existing Customer Sales.** *Awarded with 5 points.* Signing and uploading a MyWave Starter Pack contract with an existing SAP Business One customer.

The Competition organization will award *25 points* to the **most Innovative Custom Wave** in each region on a monthly basis. The election of this award will be at the organization's discretion, based on technical and creative criteria.

Each partner is responsible for adding their points and uploading the contracts to the system as proof of evidence. The Competition organization will check the contracts and is fully entitled to delete those which are not correct or don't apply to the Competition rules.

Only contracts signed after **June 1st, 2024** and before **May 30th, 2025** are eligible to be uploaded on the Competition System.

PRIZES

First Prize

Awarded to the partner with the highest score from all the regions on **May 30th, 2025**.

- SAP and MyWave recognition on social media
- 2 Customer Success Story video recordings and promotion on social media.

Second prizes

Awarded to the second highest score from all the regions and the highest score from each region on **May 30th, 2025**. (These prizes will not be cumulative):

- SAP and MyWave recognition on social media
- 1 Customer Success Story video recording and promotion on social media.

Points are accumulated over the Promotional Period and no extensions will be allowed.

All Participants will be able to see how they are performing relative to other Participants at: <https://bewatercompetition.com>

The final winners will be announced on or before **June 15th, 2025**.

In the event of a tie (several contestants with the same number of points) in the winning positions, additional criteria will be used to select the final winners:

1. Number of Innovative Custom Wave awards
2. Number of Net New Names vs. Existing Customer Sales

SAP reserves the right to reject any claim for a prize under this Competition if, in the opinion of the SAP Partner Regional Head and/or SAP Global Program lead, the information provided by a Participant is incomplete, inaccurate, or proves to be invalid after being investigated.

In any case where an SAP Channel Partner (or Participant) is found making fraudulent claims, SAP reserves the right to remove the eligibility of the Partner from the Competition.

The Promotion is available globally, excluding the following countries: Togo, Russian Federation, China, Myanmar, Kyrgyz Republic, Bahrain, Sierra Leone, Azerbaijan, Ivory Coast, Mozambique, Belarus, Uzbekistan, Zambia, Uganda, Eswatini, Liberia, Madagascar, Zimbabwe, Mali, Comoros, Guinea-Bissau, Iraq, Ethiopia, Djibouti, Gabon, Sudan, Cameroon, Mauritania, Angola, Haiti, Afghanistan,

Libya, Tajikistan, Iran, Cuba, Central African Republic, Burundi, Nicaragua, Dem. Rep. of the Congo, Laos, Chad, Syria, Cambodia, Equatorial Guinea, Yemen, South Sudan, Somalia, Eritrea, Turkmenistan, and North Korea. It is also void where prohibited or restricted by law.

SAP reserves the right to restrict or suspend the Competition or otherwise alter the Terms and Conditions without notice.

DATA PRIVACY: By participating in this Competition, I agree to be contacted by SAP with information related to the Competition and the MyWave Starter Package promotion. If I am awarded a prize, I agree that SAP and those acting on SAP's behalf may use my name and address for the sole purpose of prize fulfillment and social media promotion. I agree that my information will be transferred to the Competition Marketing Agency that will execute the customer case videos.