

Don't Let SAP Scare Tactics Keep You From Switching to **Third-Party Support**

When you make the decision to switch to third-party support for SAP, you can expect to face some barriers from SAP—some real, some perceived. Here are the top 5 roadblocks you may encounter and why you shouldn't let them deter you from making the switch.

1 Pushy Sales Tactics

Don't let SAP's cloud incentives push you into a migration you're not ready for. You, not SAP, are best suited to determine your organization's readiness, fit, and roadmap strategy.



2 Audit Threats

Periodic SAP audits are normal, but according to Gartner research, canceling support is ranked 9th out of 15 common audit triggers.

3 Security Scare Tactics

SAP wants you to think they're the only ones who can secure their systems. In reality, third-party support offers a proactive, full-stack security solution that hardens your system.



4 Fear of a Broken Relationship

SAP doesn't want you to leave, but they will always welcome you back when you're ready for an upgrade or migration. You may even have more leverage for price negotiations at that point.

5 Legal Challenges

You may be aware of Oracle's legal battle with Rimini Street. Don't let that deter you from considering third-party support. Oracle and SAP have publicly acknowledged that third-party support, when done in compliance with their IP rights, is legally viable.



Read **What IT Leaders Need to Know About Third-Party Support** to learn more about how to make the switch to third-party support.

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