



Licensing Overview **SAP S/4HANA on-premise**

Michael Deller, Dirk Kaestner

Global S/4HANA Solution Management

Session ID #82650

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Q&A

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at our **SAPPHIRE** booth in the **Digital Core / S/4HANA** area

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Topics: SAP S/4HANA On-premise Licensing Overview

Introduction

SAP S/4HANA On-premise Licensing

- Licensing model for new customers
- Licensing model for existing customers
- Core versus extended scope – Licensing of Industry & LoB solutions
- Compatibility Packs

Safeguarding our customers' investments

- S/4HANA Product and S/4HANA Contract Conversion
- Cloud extension policy

Indirect Use / Digital Access

SAP S/4HANA – Our Goals



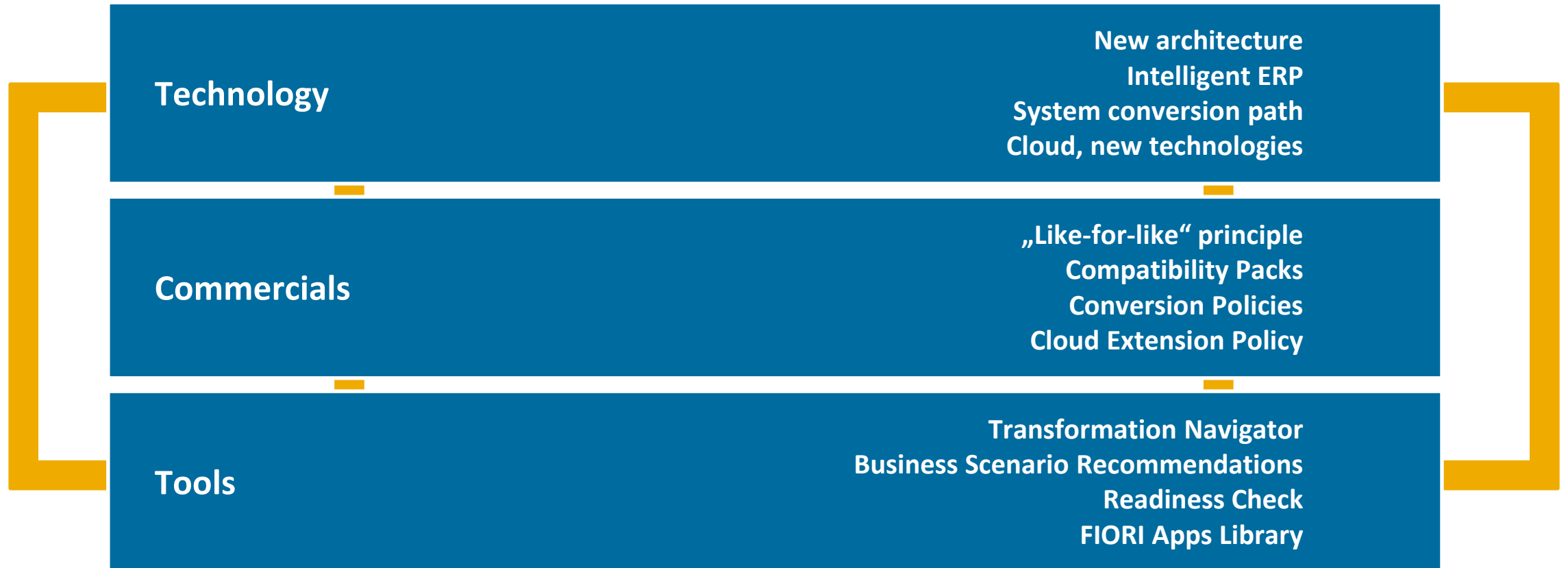
disruptively new
business application suite

&



non-disruptive transition
from Business Suite/ECC

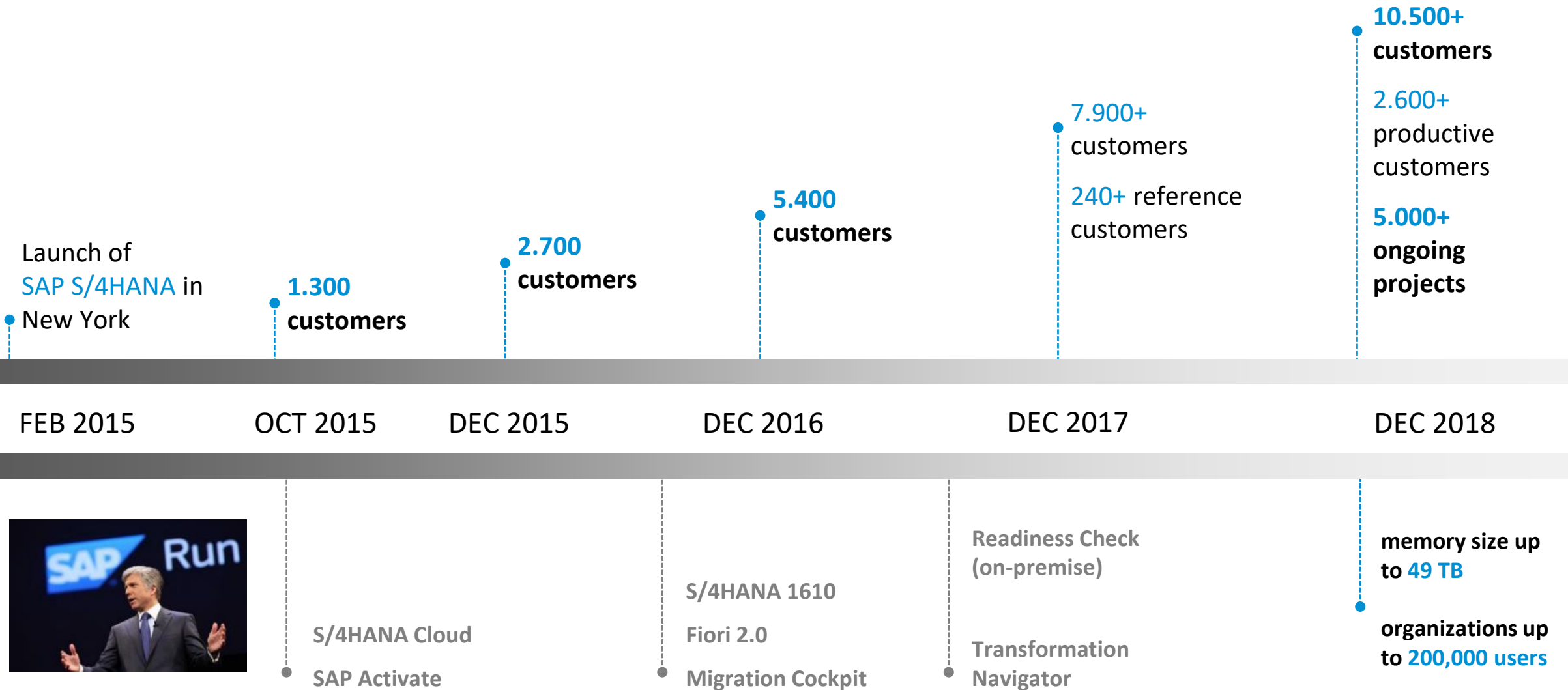
SAP S/4HANA – Implementing The Goals



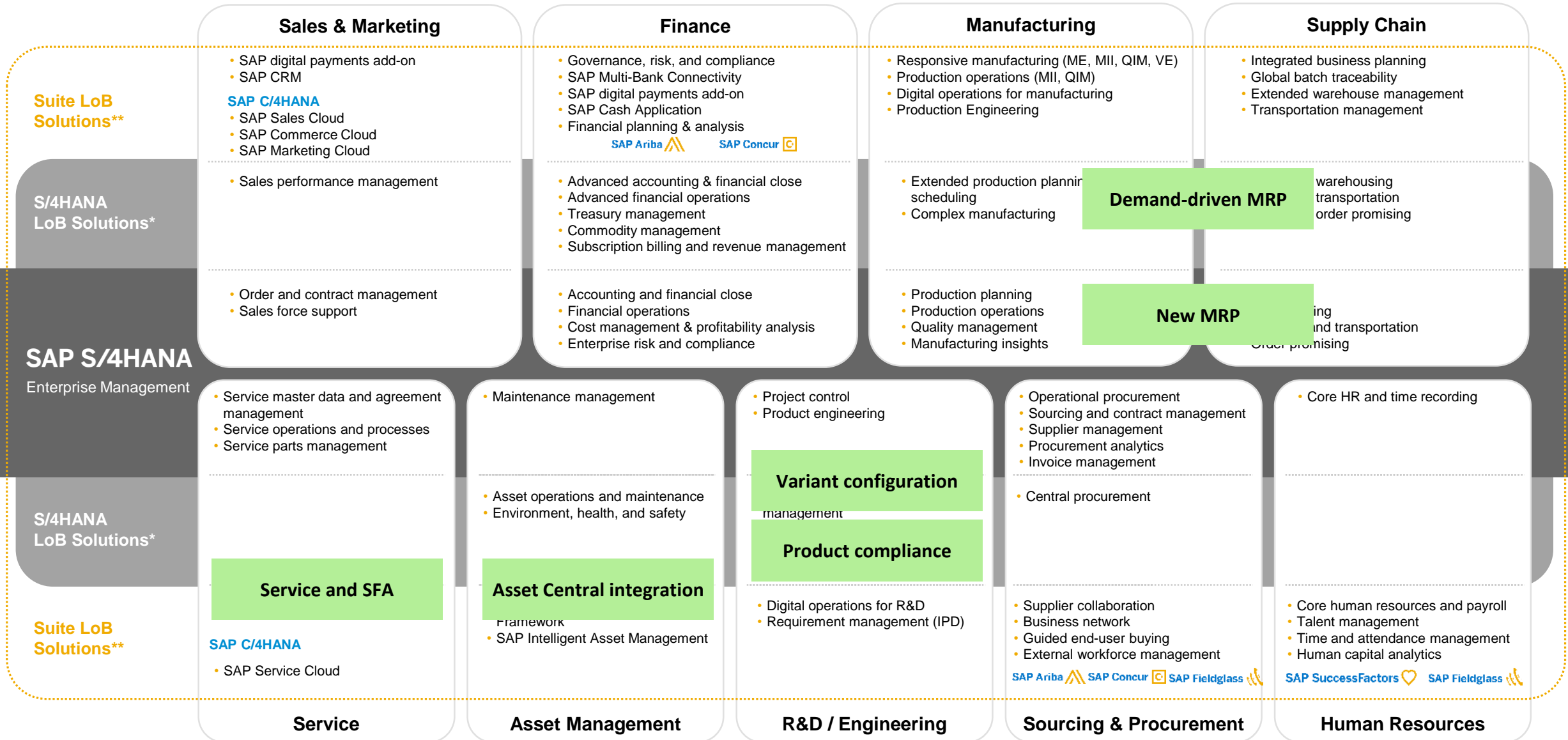
disruptively new
business application suite

non-disruptive transition
from Business Suite/ECC

SAP S/4HANA: Where We Are Now



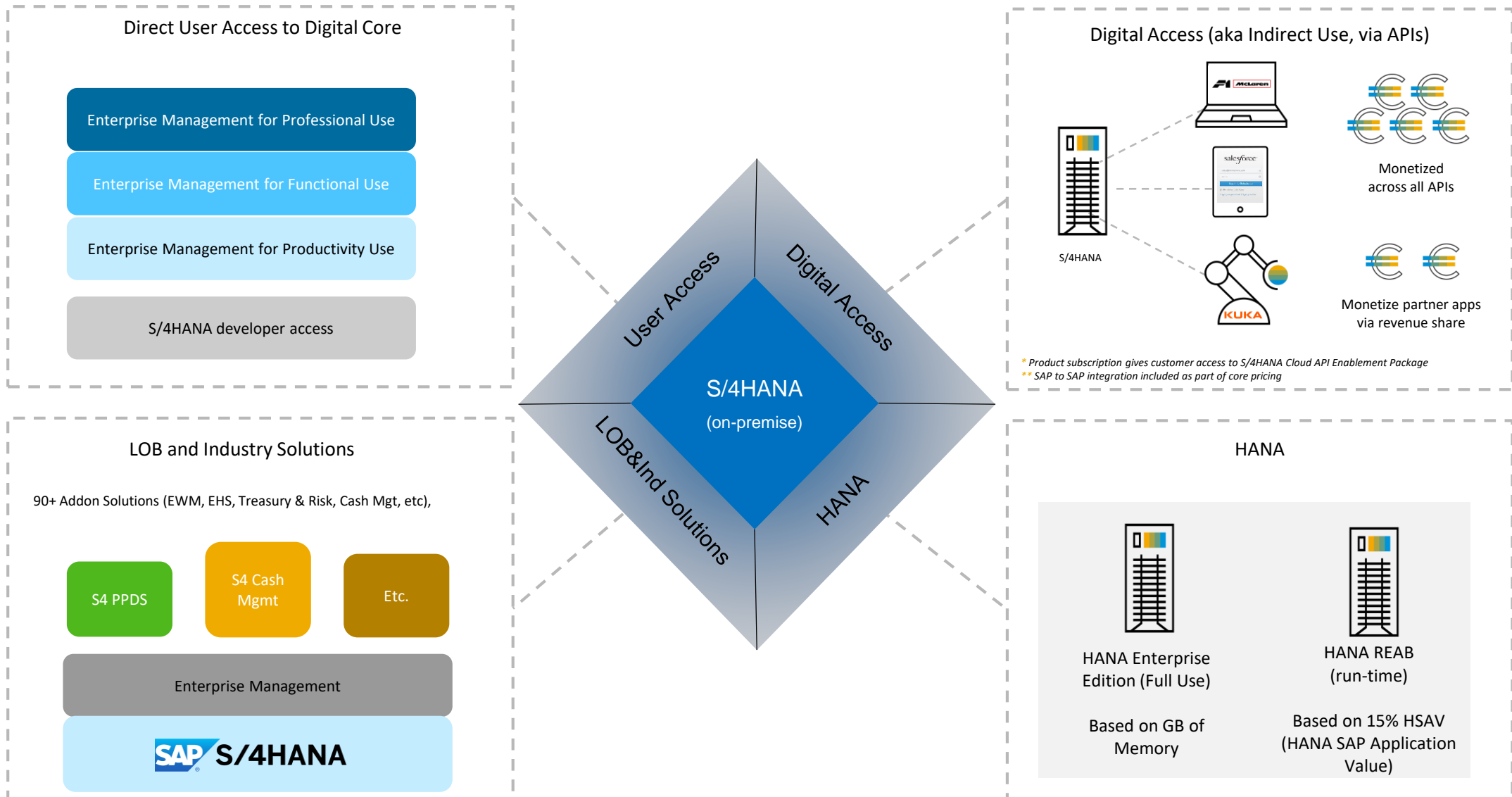
SAP S/4HANA – Suite 1809



SAP S/4HANA On-premise Licensing Model

- Licensing model for new customers
- Licensing model for existing customers
- Core versus extended scope – Licensing of Industry & LoB solutions
- Compatibility Packs

The 4 Dimensions of S/4HANA On-Premise Licensing (perpetual)



SAP S/4HANA On-premise Licensing – For New Customers

Direct User Access to Digital Core and LoB & Industry Solutions

Commercially Neutral

Global Trade Services

Manufacturing Execution

Standalone solutions sold using the classic product numbers and metrics

Extended Solution Scope

S4 Cash Mgmt.
Revenue

S4 Central Finance
Revenue

S4 Adv Variant Config
Users

S4 Digital Access
Doc.count

S/4HANA LoB & Industry Add-ons are priced based on a single, **value aligned metric**.

Core Solution Scope

S/4HANA Enterprise Management
SAP S/4HANA Enterprise Management for Professional use [7018652]
SAP S/4HANA Enterprise Management for Productivity use [7018653]
SAP S/4HANA Enterprise Management for Functional use [7018654]

S/4HANA Enterprise Management: software engine, priced with a **User metric**

Database

HANA
Run-time or Enterprise Edition

SAP S/4HANA Licensing – For New Customers

Details on Direct User Access to Digital Core

UPDATE

7018652 SAP S/4HANA Enterprise Management for Professional use

This license allows performing all role required operations, including management and system administration tasks.

7018654 SAP S/4HANA Enterprise Management for Functional use

- Inventory Analytics
- Returnable Packaging Logistics
- Transportation Management
- External Processing
- Subcontracting
- Just-in-time Inbound Processing
- Kanban
- Repetitive Manufacturing
- Quality Engineering
- Quality Improvement
- Quality Inspection
- Manufacturing Analytics
- Maintenance Planning & Sched.
- Master Data Maintenance
- Project Financial Control
- Project Logistics Control
- Production BOM Management
- Recipe/Routing Management
- Variant Configuration
- Inspection Planning
- Product Development Foundation
- Warranty Management
- Service Request Management
- Service Order Management
- Service Fulfilment
- Service Billing & Settlement
- Multi-Channel Customer Engagement
- Sales Order Management and Processing
- Opportunity Management
- Sales Lead Management
- Activity Management

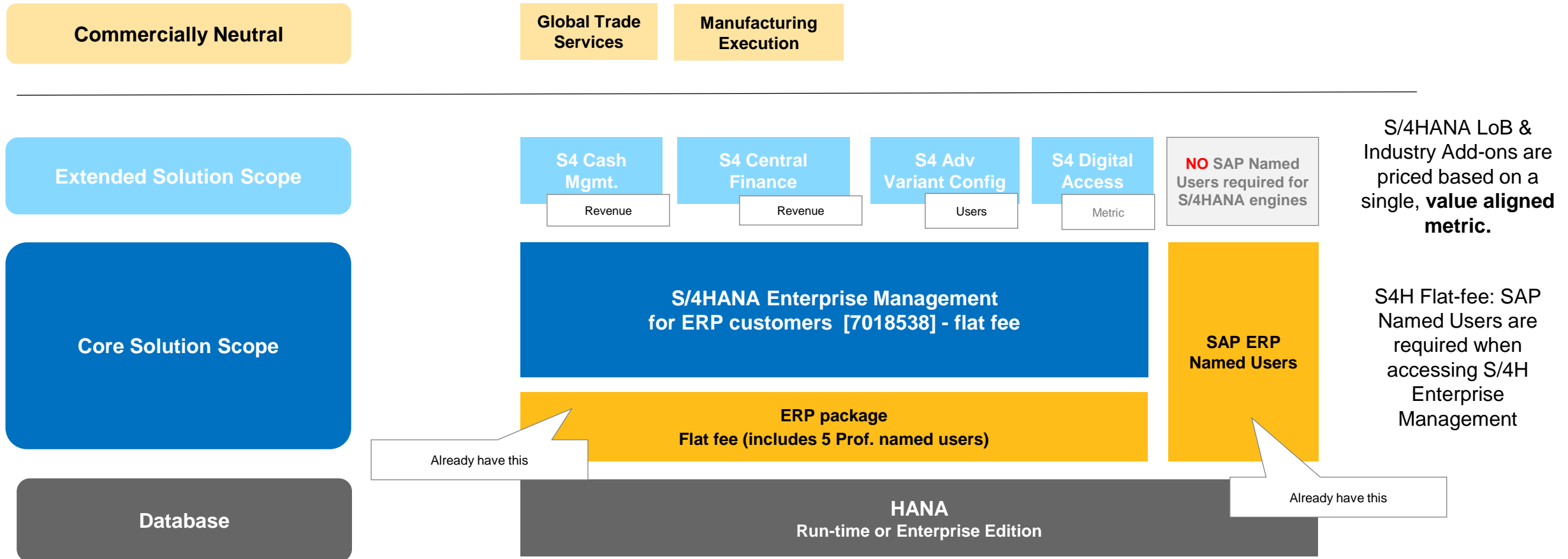
7018653 SAP S/4HANA Enterprise Management for Productivity Use

- Goods Movement
- Warehouse Management
- Shipping
- Available to Promise
- Material Requirements Planning
- Production Control
- Production Execution
- Maintenance Execution
- Self-Service Requisitioning
- Organizational Management
- Time Sheet

7018682 SAP S/4HANA, developer access

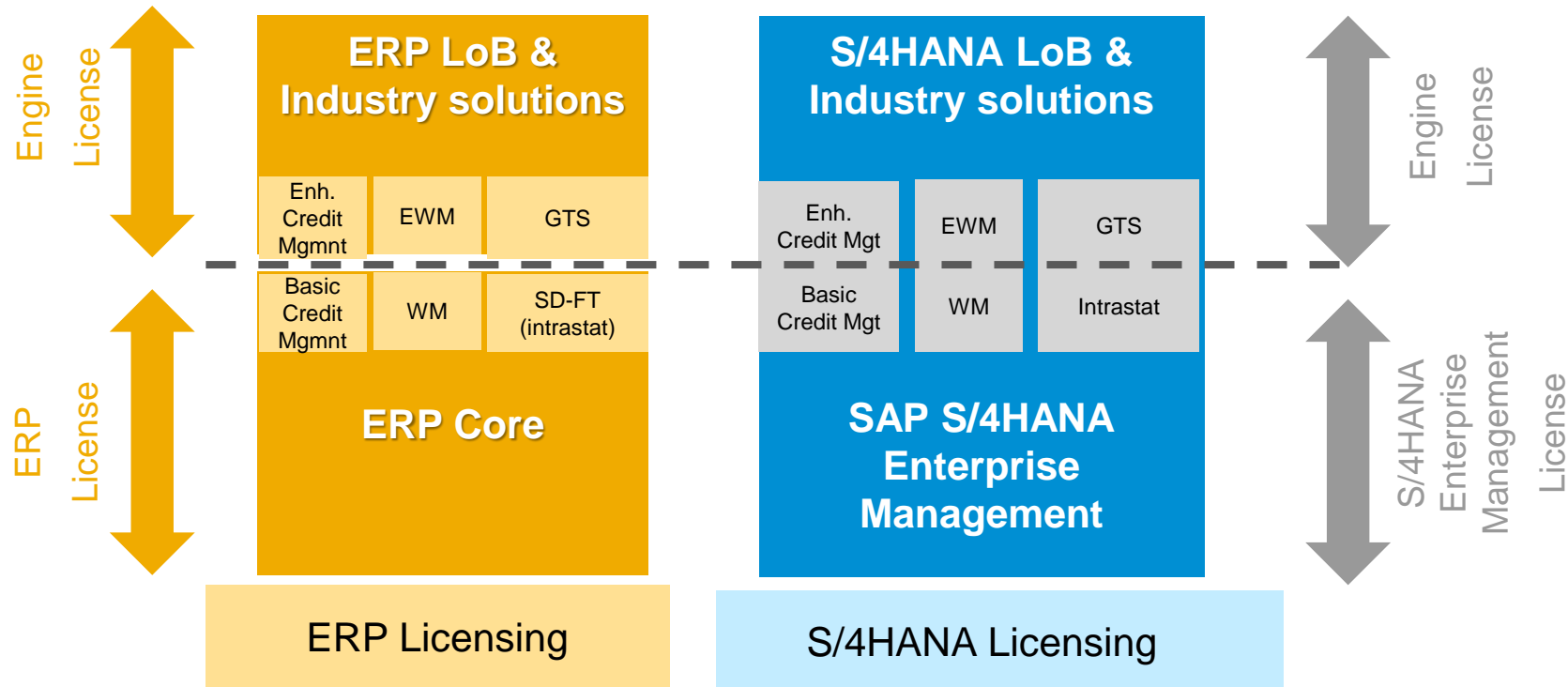
SAP S/4HANA On-premise Licensing – For Existing ERP Customers

Direct User Access to Digital Core and LoB & Industry Solutions



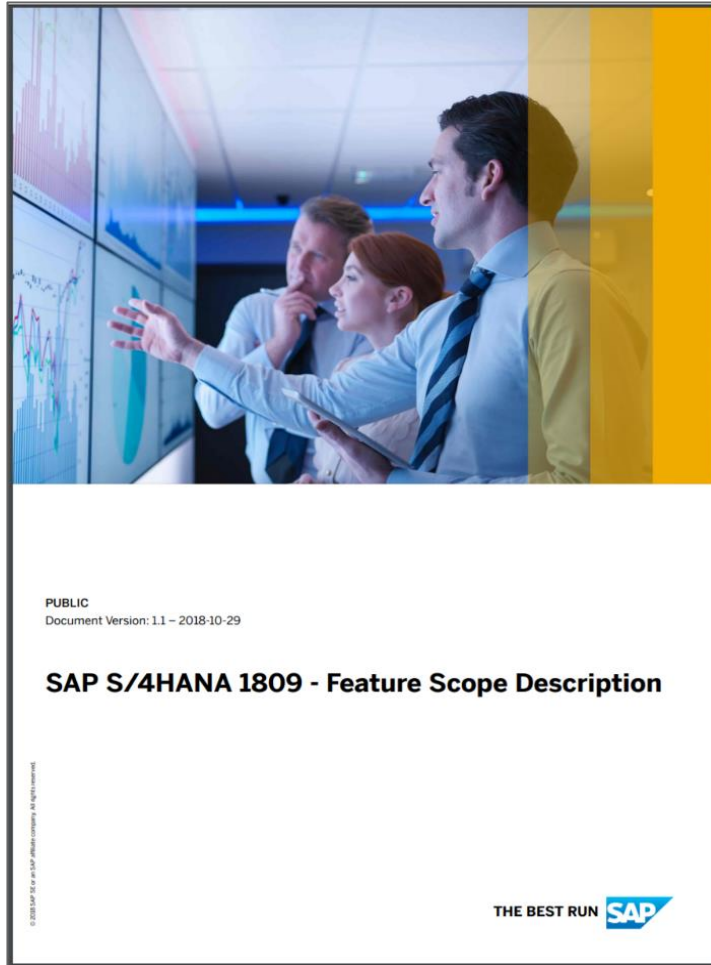
Guiding Principle: No surcharge on like for like functionality

- Principle of ONE drives us to deliver only ONE solution for ONE business problem
- Even if ERP capabilities are realized in a solution that comes with its own license, we do not charge in case solely the functional scope is used, that is described as part of S/4HANA Enterprise Management



SAP S/4HANA 1809 – Direct User Access to the Digital Core

Feature Scope Description



Publicly available on help.sap.com

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Chapter 3, 4: scope of S/4HANA LoB- and Industry Solutions

Compatibility Packs in SAP S/4HANA

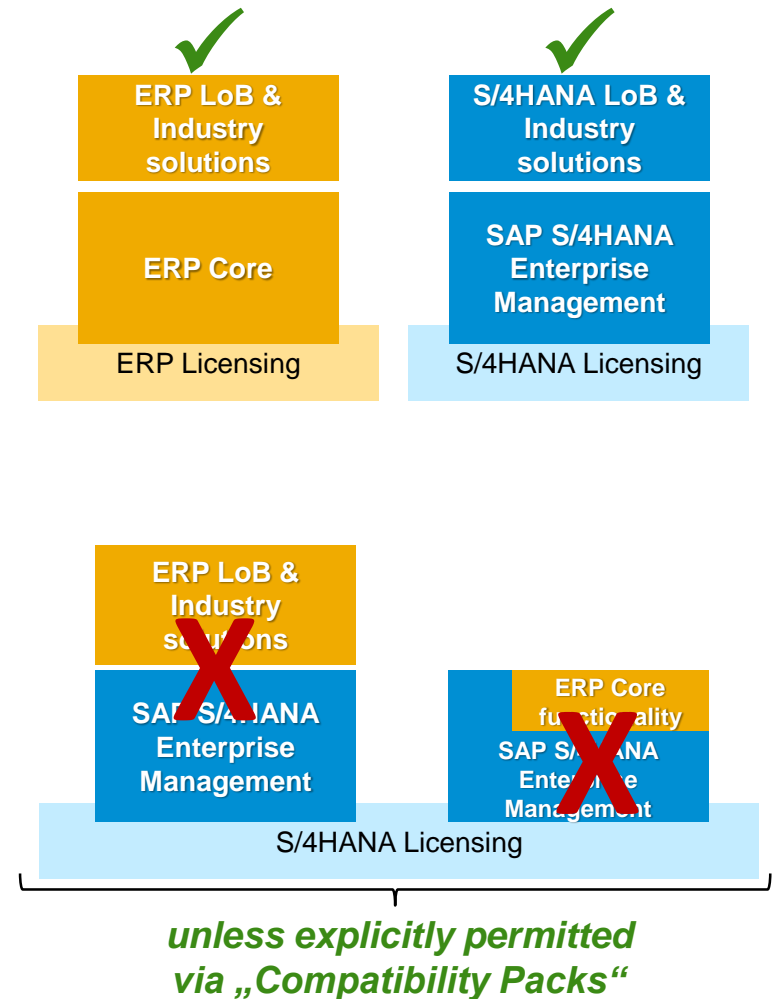
Motivation

Why allow the use of Compatibility Packs on SAP S/4HANA?

- Make transition easier for customers using SAP ERP/Business Suite
- Allow sufficient time for redesign of business processes under S/4HANA

Only SAP S/4HANA solutions are allowed to run on an SAP S/4HANA installation

- SAP S/4HANA is a new product, not the legal successor of SAP ERP/SAP Business Suite products
- Separation of the commercial worlds is essential [via Software Use Rights (SUR)]



Compatibility Packs in SAP S/4HANA

Overview

SAP grants a timely restricted⁽¹⁾ use right for specific classic SAP solution functionality⁽²⁾ to S/4HANA customers, at no extra cost⁽³⁾

(1) restricted until the end of 2025

(2) whitelist: compatibility packs as documented in note [2269324](#) and in the Software Use Rights (SUR)

(3) condition: customer has licensed SAP S/4HANA and the classic solution

Compatibility Packs are only required for solutions which are installed on the SAP S/4HANA instance – not for side-by-side installations.

SAP aims to replace these classic solutions by the end of 2025 with a genuine S/4HANA solution.

Compatibility Packs in SAP S/4HANA

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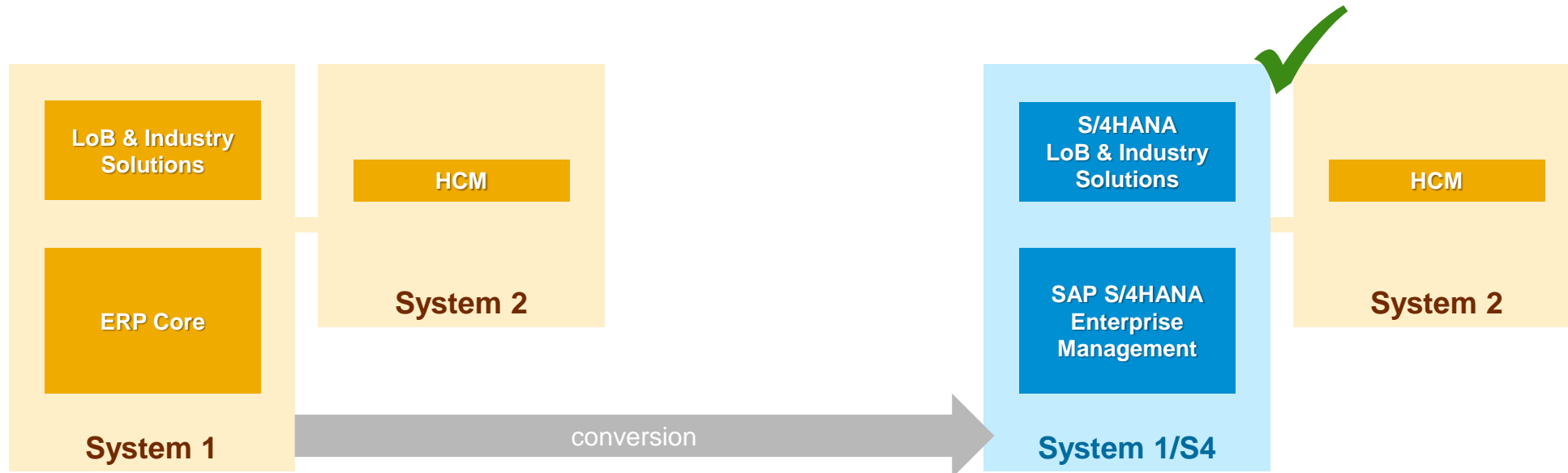
Compatibility Packs are only required for solutions which are installed on the SAP S/4HANA instance – not for side-by-side installations.

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Compatibility Packs in SAP S/4HANA

A Bridge Into the New World – Side-by-side versus On-stack Installation

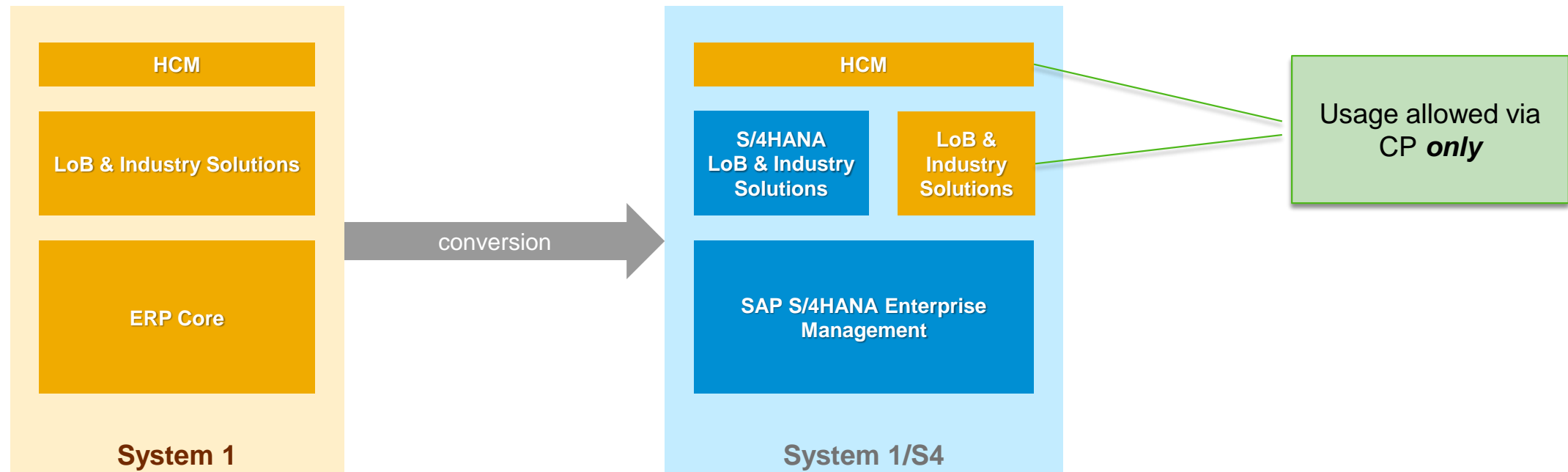
Running a classic SAP ERP solution side-by-side with SAP S/4HANA does not require a Compatibility Pack.



Compatibility Packs in SAP S/4HANA

A Bridge Into the New World – Side-by-side versus On-stack Installation

Example: HCM as **on-stack** installation



Compatibility Packs in SAP S/4HANA

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Safeguarding Our Customers' Investments

The SAP S/4HANA family and transition paths

Technical View

SAP Business Suite



SAP ERP System
(on AnyDB)



SAP ERP System
(on SAP HANA)

SAP S/4HANA family



SAP S/4HANA Cloud



SAP S/4HANA On-premise

- System Conversion
- New Implementation
- Landscape Transformation

The SAP S/4HANA family and transition paths

Commercial View

SAP Business Suite



SAP ERP System
(on AnyDB)



SAP ERP System
(on SAP HANA)

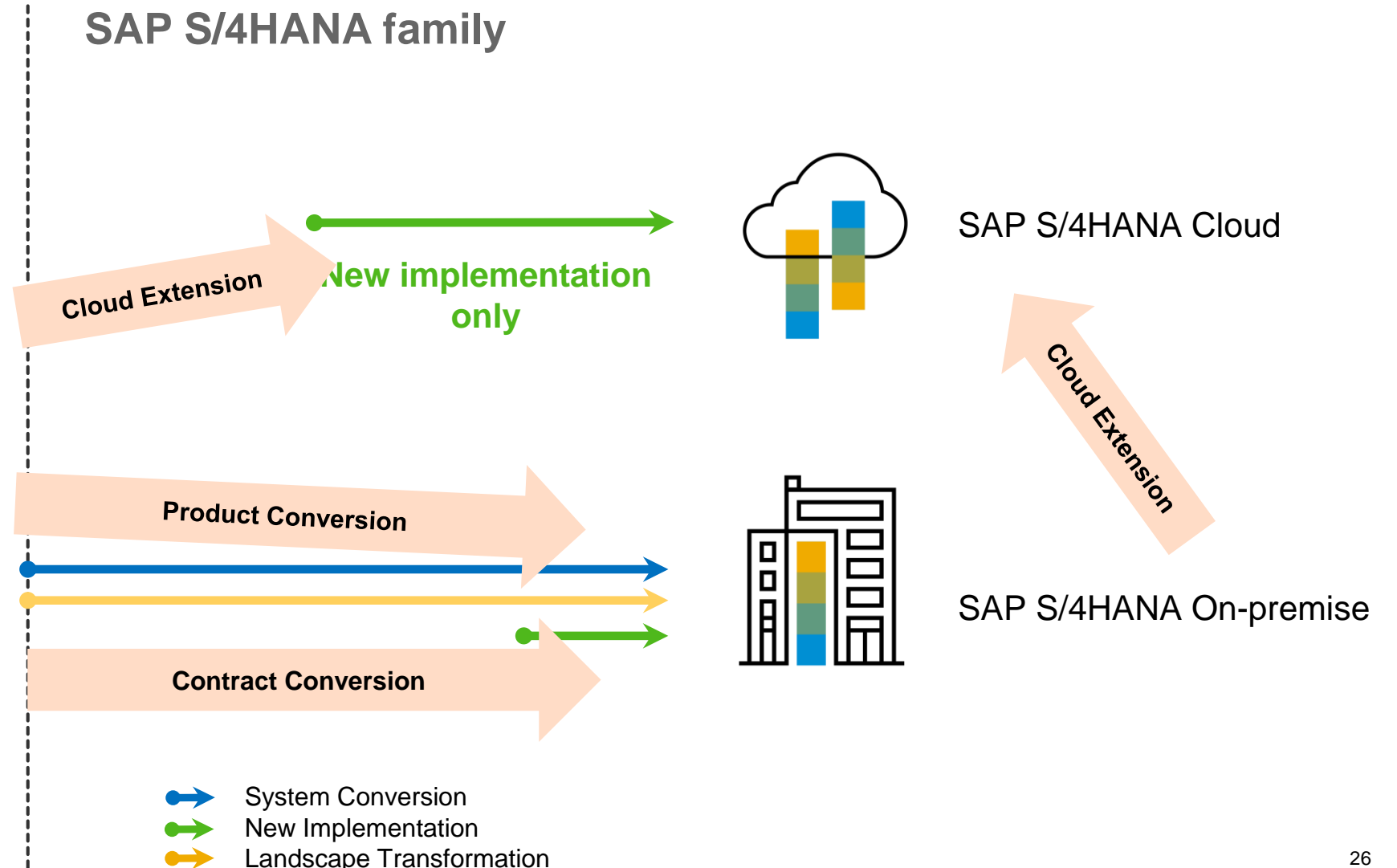
SAP S/4HANA family



SAP S/4HANA Cloud



SAP S/4HANA On-premise



- System Conversion
- New Implementation
- Landscape Transformation

SAP S/4HANA Product Conversion

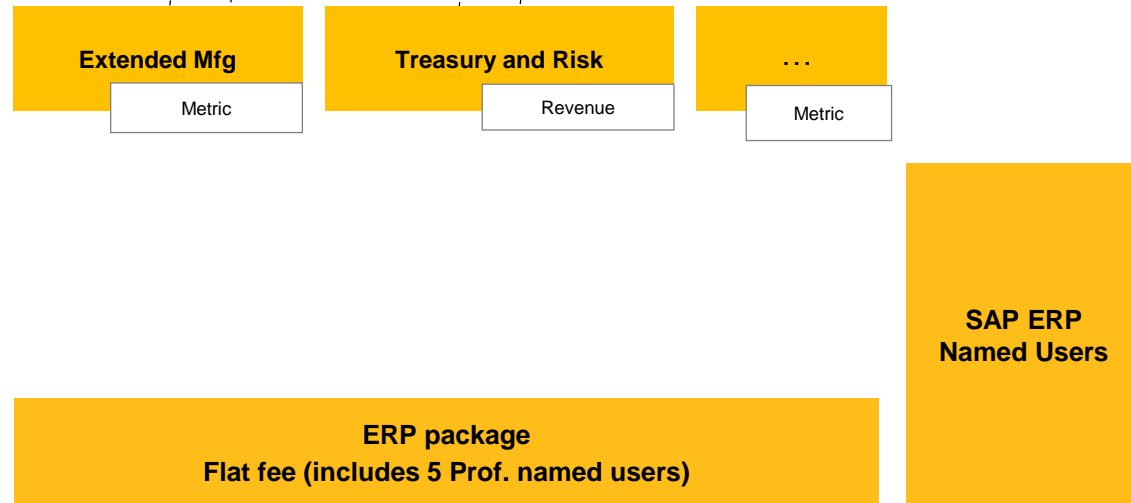
1:1 Conversion of classic Industry & LoB Solutions into S/4HANA

Before Conversion

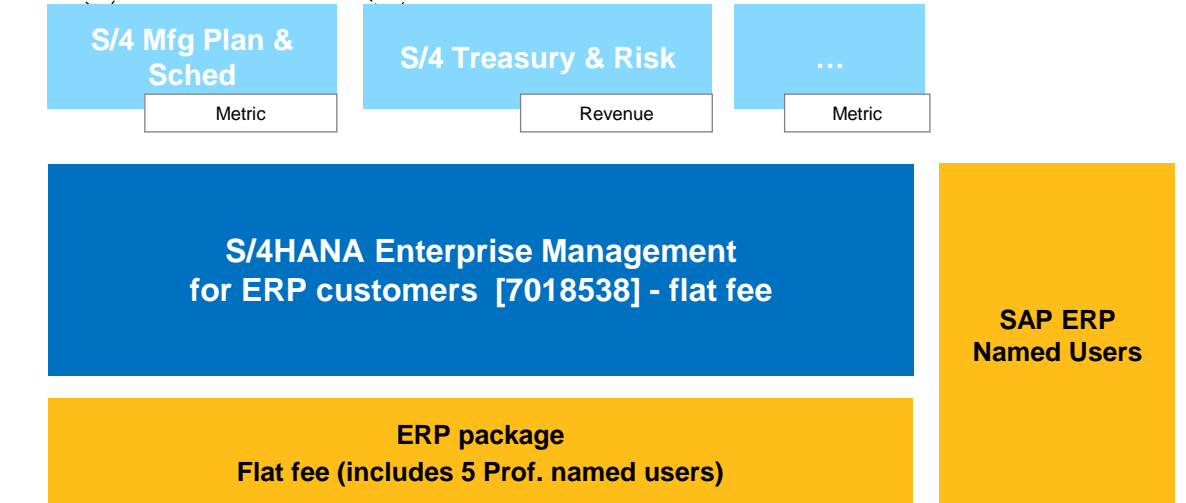
After Conversion

7017280	SAP Commercial Project Management, opt. for issue & change mgmt.	7018672	SAP S/4HANA for commercial project issue and change management
7009037	SAP EHS Management: product and REACH compliance	7019529	SAP S/4HANA for product compliance
7010170	SAP EHS Management, product safety	7019529	SAP S/4HANA for product compliance

Classic Industry & LoB Solutions



S/4HANA Industry & LoB Solutions



S/4HANA Product Conversion

For customers moving to S/4HANA in a phased approach

Boundary Conditions

- Customer keeps **same** contractual agreements / SUR
- Cannot convert into products they do NOT already own
- Requires line-item mapping
- Customer is entitled to **100% credit in 2019**, tbd in 2020
- Maintenance Base carries forward at 100%, it may never be reduced
- There are no partial conversions, conversions are always 100%
- Can be combined with Cloud Extension **AND** On Premise Extension Policy
- No conversion for SAP Named User – exception: Retail, Banking, Healthcare/Clinical and Industry Named Users convert when the engines convert.

Customer Benefits

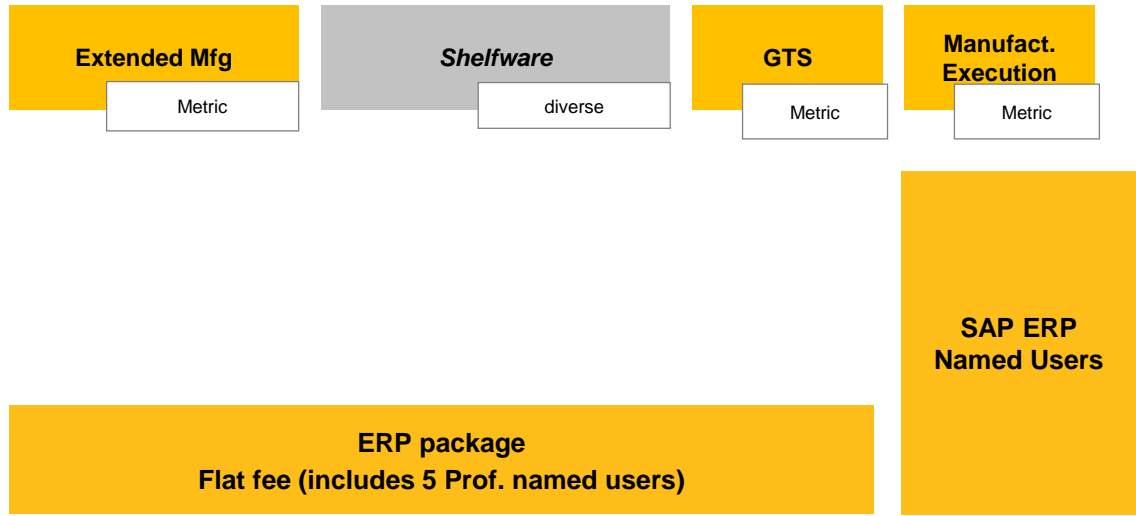
- Permits step-by step conversion
- **Focusses on engines with S/4 equivalent products only**. No need to re-license entire landscape
- 100% Line-item Credits
- Customers can **STILL** leverage their existing **“Classic” applications until 2025 even after converting them into S/4HANA**

S/4HANA Contract Conversion

Convert many classic licenses into many S/4HANA licenses

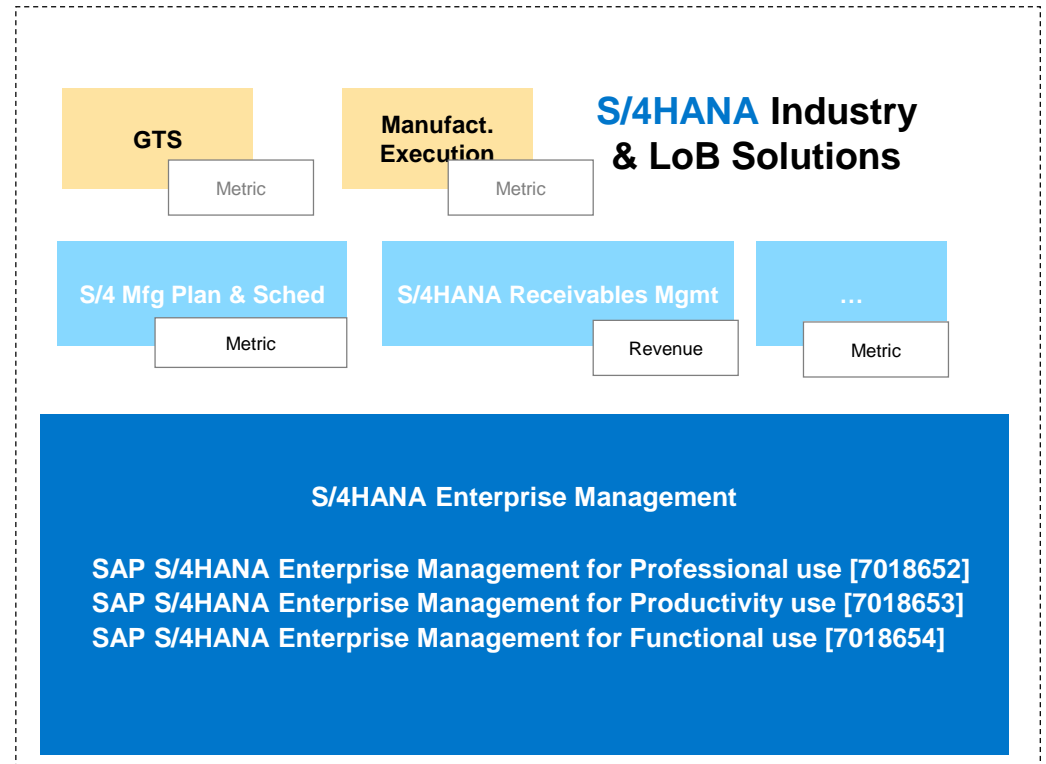
Before Conversion

Classic Industry & LoB Solutions



S/4HANA Contract Conversion

After Conversion



S/4HANA Contract Conversion

Typically for customers fully committed to S/4HANA

Boundary Conditions

- Intended for **full contract “wholesale”** conversions
- One-time event
- Customer migrates to **new S/4HANA Software Use Rights**
- Does NOT require line-item-mapping
- Maximum credit is **lesser** of 100% current maintenance base or **90% of net NEW license fee eligible software***
- Can be combined with Cloud Extension Policy

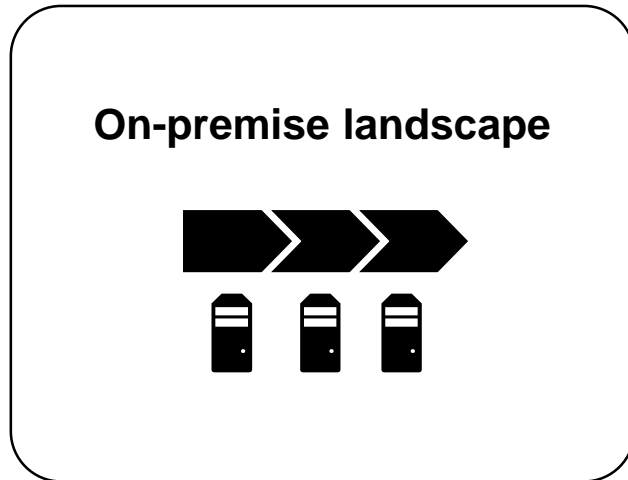
Customer Benefits

- Move to next gen ERP and in-memory DB technology
- Represents a potential to **reconfigure their landscape & eliminate shelfware**: “Milkshake concept”
- **Simplify their SAP contract**, potentially re-negotiate commercial terms, adopt simple S4 pricing and SUR
- Customers can STILL leverage their existing **“classic” applications until 2025, even after converting them to S/4HANA**

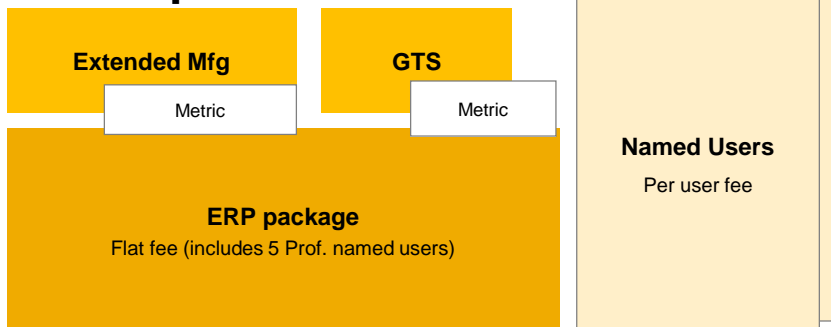
SAP Cloud Extension Policy

Replace on premise licenses by cloud subscriptions

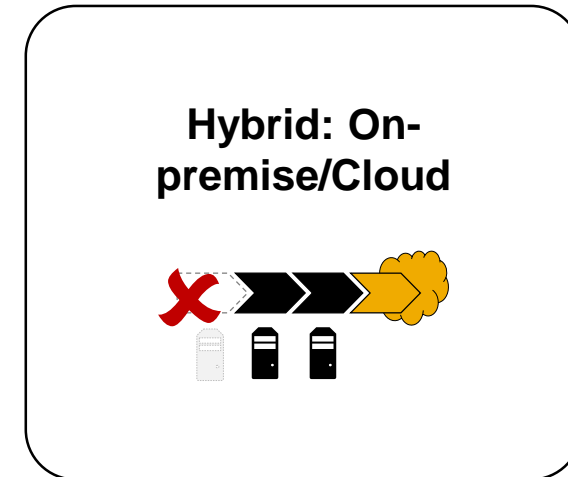
Before Extension



Examples:



After Extension



Cloud
Extension



SAP Cloud Extension

Fast track to innovation via a flexible path to the cloud

Boundary Conditions

- Subscription of new cloud licenses required
 - Selected SAP Cloud solutions
 - Requires an expanded investment with cloud solutions from SAP, given the substantial added value from this new hybrid scenario.
 - 5 years subscription
- Both the cloud subscription contract and partial termination agreement represent one commercial transaction
- Initial support period of replaced solutions passed
- All invoices must be fully paid up
- License audit current (6 months old at the most)

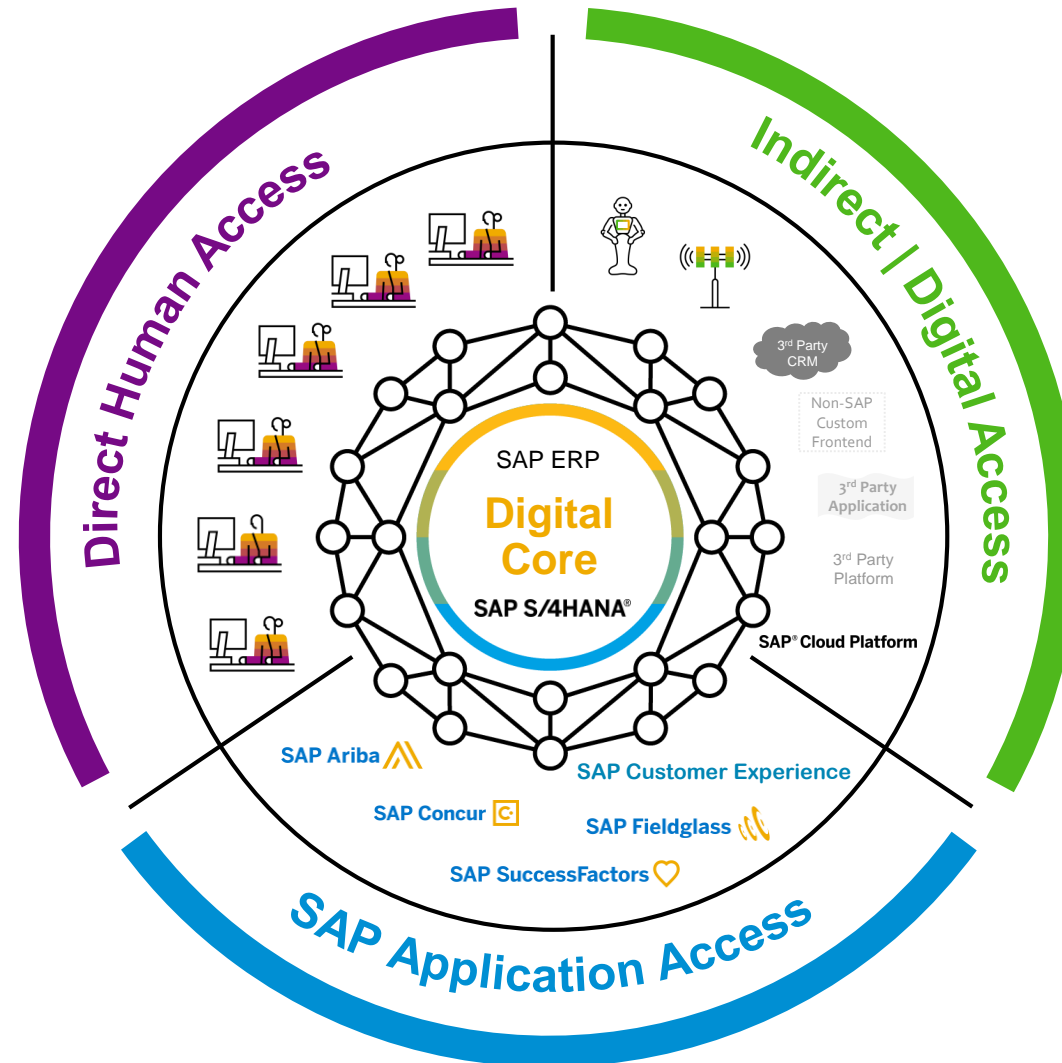
Customer Benefits

- Innovation
 - New functionalities available through cloud solutions from SAP
 - Full flexibility to explore new opportunities at own pace
- Simplicity and speed
 - Scalability with the simplicity of cloud for the real-time enterprise
 - Solutions easy to deploy for companies of any size
- Expanded value
 - Hybrid process scenarios allow step-by-step implementation
 - Lower total cost of ownership and reduced cost of implementation with SAP Rapid Deployment solutions and SAP ActiveEmbedded and SAP MaxAttention engagements
- Protection
 - Protected investments in SAP with removed barriers to leverage cloud innovations
 - Seamless delivery and support across hybrid landscape

Indirect Use / Digital Access

Use of ERP and types of access

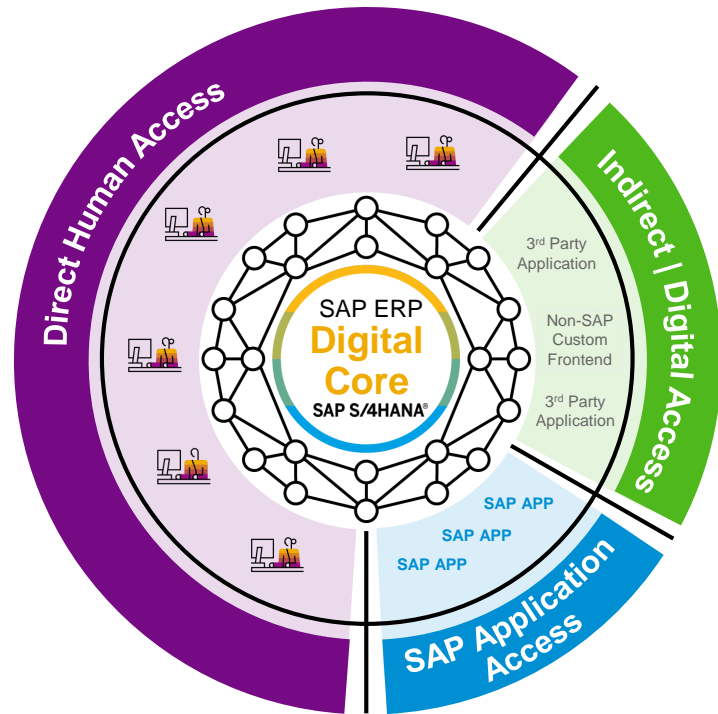
One definition of use and three types of access



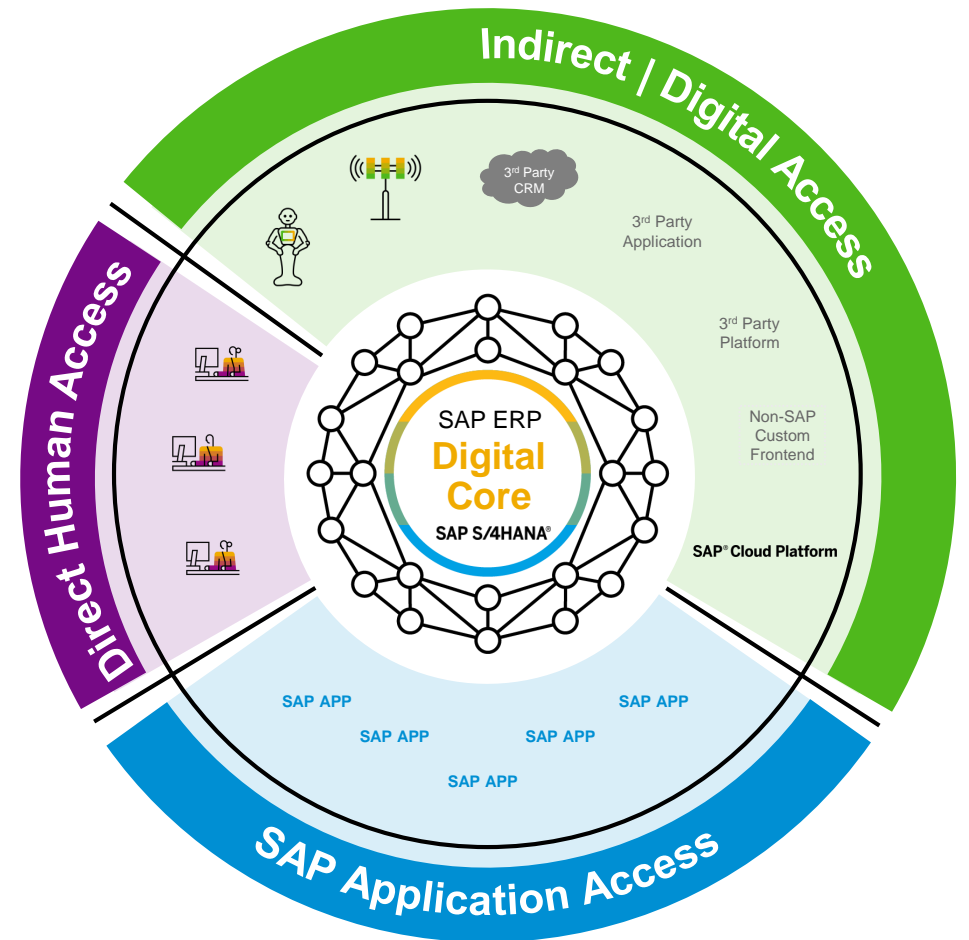
Technology landscape is evolving and so is the way customers access ERP

Indirect/Digital Access is growing due to proliferation of devices, machine learning, AI, etc.

ERP Use in 20th Century



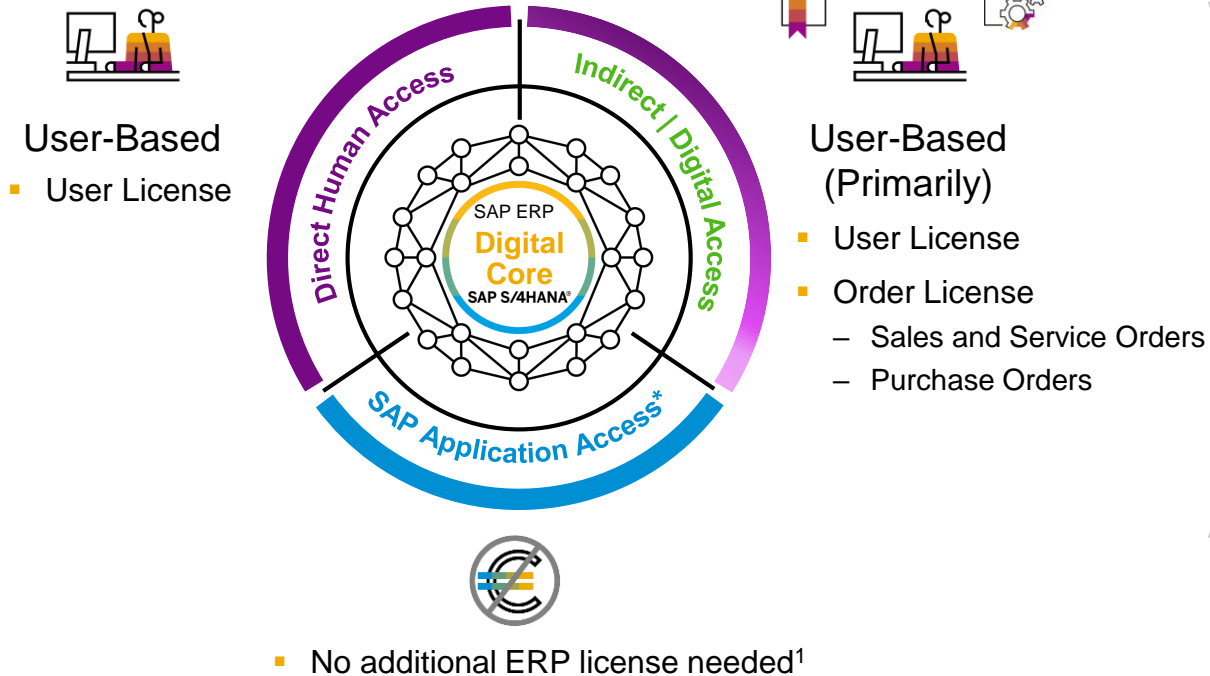
ERP Use in 21st Century



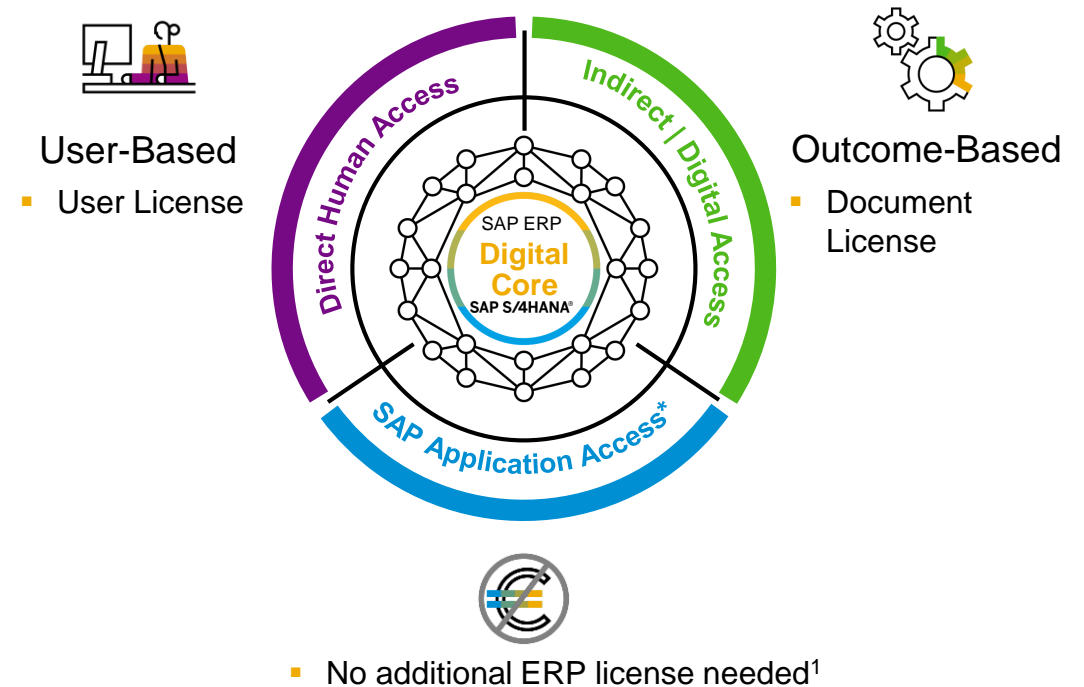
SAP is modernizing ERP pricing

Direct and SAP Application Access remains unchanged, new pricing model for Indirect/Digital Access

Legacy Model



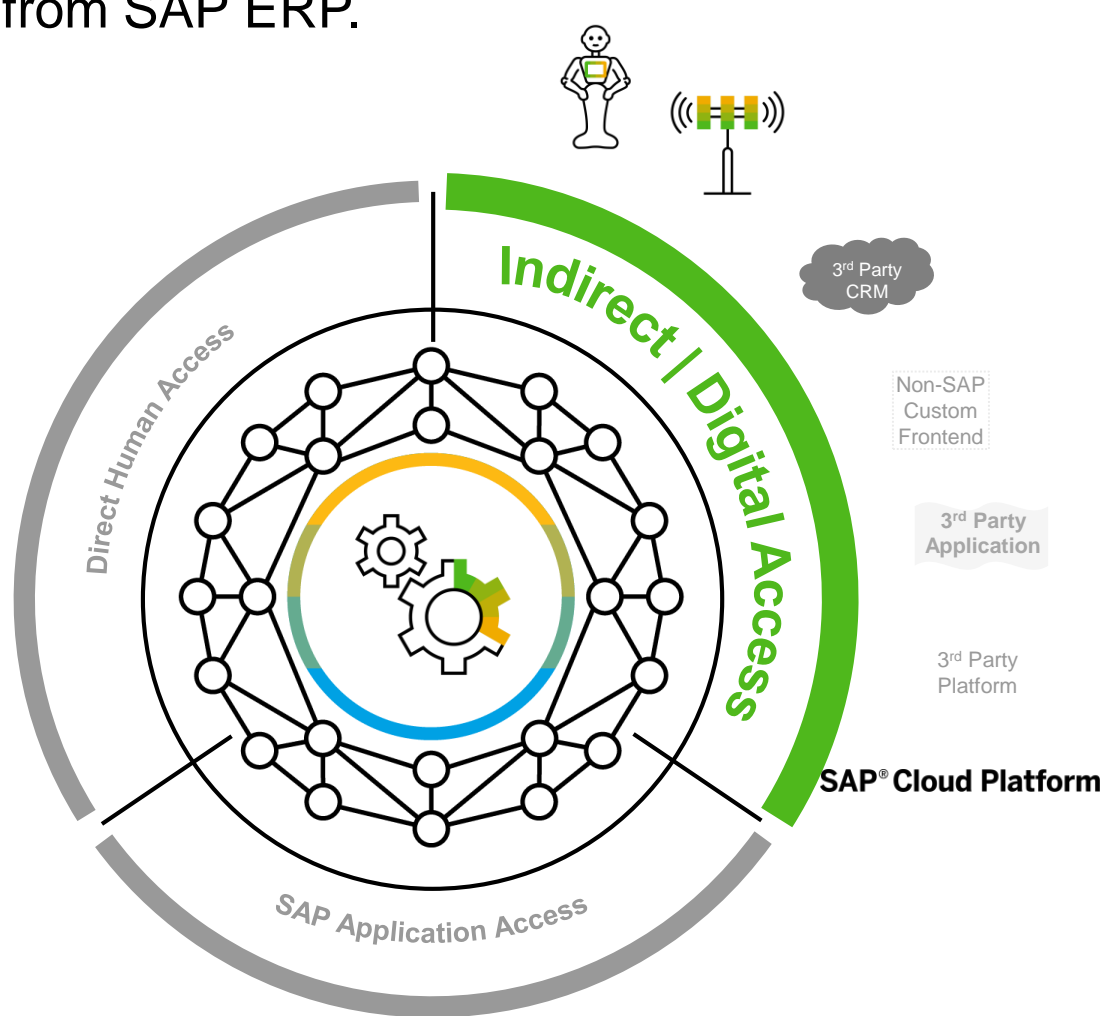
New Model Available April 2018 Onwards



¹SAP applications refer to line of business and industry applications (cloud and on premise), as well as SAP Solution Extensions containing the required measurement functionality. This does not apply to technology solutions, such as platform, database, middleware integration and Enterprise Information Management. Provided ERP is otherwise licensed, no additional ERP User license is needed for use resulting from access by properly licensed SAP applications.

NEW Indirect | Digital Access Licensed Using Documents

Nine document types that represent system generated records and cover most valued outcomes from SAP ERP.



Document Types

- Sales Document (counted at line item level)
- Invoice Document (counted at line item level)
- Purchase Document (counted at line item level)
- Service & Maintenance Document
- Manufacturing Document
- Quality Management Document
- Time Management Document
- Financial Document (counted at line item level)
- Material Document (counted at line item level)

Multiplier

1.0

0.2

License Calculation

License calculation based on *initial Document created*
Read, Update, or Delete Documents are not counted

$$(\text{Document (\#)} * \text{Multiplier}) + \dots + (\text{Document (\#)} * \text{Multiplier})$$

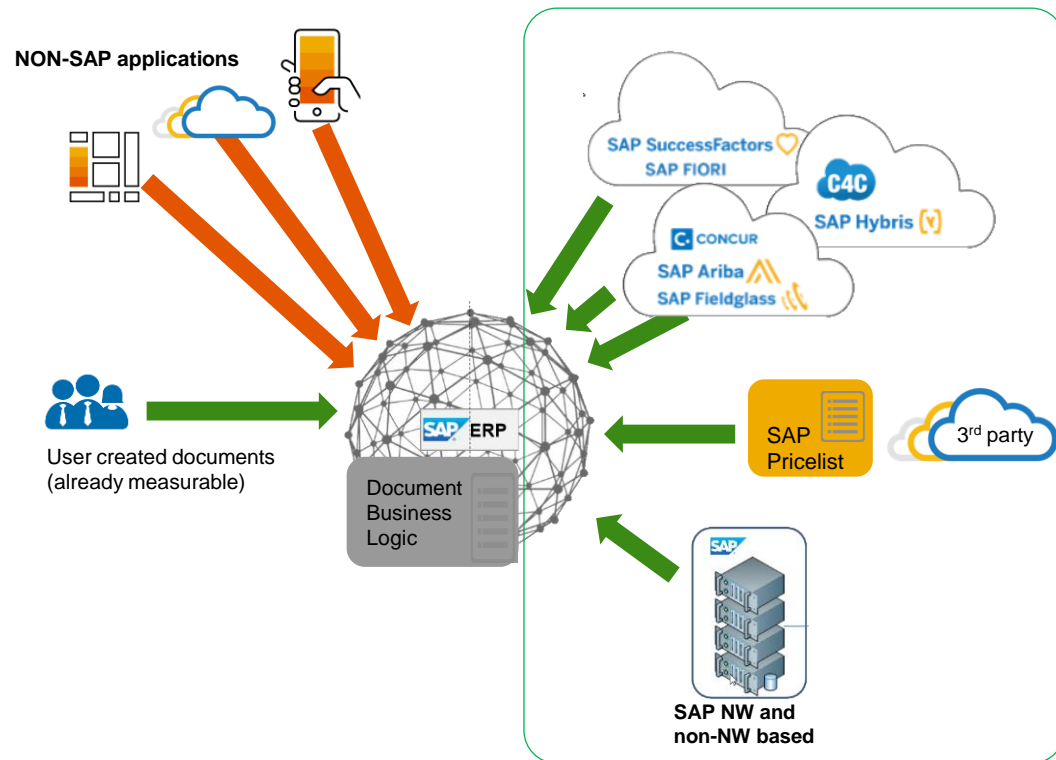
Where (#) is the Document Type from 1-9

Nine documents types cover most valued outcomes from SAP ERP

Document Type	Document Item	Remark
1	Sales Document	Sales Order Line Item Sales Contract Line Item Sales Quote Line Item Sales Scheduling Agreement Releases
2	Purchase Document	Purchase Order Line Item Purchase Requisition Line Item Purchase Scheduling Agreement Releases
3	Invoice Document	Billing Document Line Item Billing Document Request Line Item Supplier Invoice Line Item S/4HANA Cloud and S/4HANA On Premise only, ECC not applicable
4	Manufacturing Document	Production Order Process Order Repetitive Manufacturing Confirmation
5	Material Document	Material Document Line Item
6	Quality Management Document	Defect Quality Notification Inspection Result Inspection Point Result S/4HANA Cloud and S/4HANA On Premise only, ECC not applicable
7	Service & Maintenance Document	Maintenance Order Maintenance Notification Maintenance Confirmation Service Order Service Notification Service Confirmation Warranty Claim
8	Financial Document	Financial Document Item S/4HANA and ECC implementation different due to different data model
9	Time Management Document	Time Sheet Record Time Management Record S/4HANA On Premise and ECC only. S/4HANA Cloud not applicable Time Management Record includes Remuneration, Absence, Attendance, Substitution

Digital Access – Measurability and Audit

Brief Recap of Technical Approach



Built-in Functionality

- Technical identifier („SAP Passport“) is sent to distinguish calls from SAP and non-SAP sender applications
- Within Digital Core (both S/4H and legacy ECC) call is logged and documents are counted in case technical identifier is missing

Estimation Note

- Estimation based on how documents have been entered into the system (via technical users)
- In cases of doubt, results will lean higher versus lower to avoid being misleadingly optimistic

Digital Access – Measurability & Audit

Readiness Status for Built-in Functionality

	Measurability Functionality Available			Measurability Functionality planned for Q1/2019
Receiver	<ul style="list-style-type: none"> ❖ S/4H Cloud 1808 ❖ S/4H OP 1809 ❖ S/4H OP 1709 (SP03) ❖ S/4H OP 1610 (SP05) ❖ S/4H OP 1511 (SP07) 	<ul style="list-style-type: none"> ❖ ECC 6.0 EhP 8 (SP11) ❖ ECC 6.0 EhP 7 (SP17) ❖ ECC 6.0 EhP 6 (SP23) ❖ ECC 6.0 EhP 5 (SP18) ❖ ECC 6.0 EhP 4 (SP21) 	<ul style="list-style-type: none"> ❖ ECC 6.0 EhP 3 (SP20) ❖ ECC 6.0 EhP 2 (SP21) ❖ ECC 6.0 EhP 0 (SP31) 	
Sender	<ul style="list-style-type: none"> ❖ Ariba ❖ Fieldglass ❖ Concur ❖ SFSF ❖ Hybris 	<ul style="list-style-type: none"> ❖ SAP MII ❖ SAP Co-Pilot ❖ IoT Bridge ❖ Banking Services from SAP 	<ul style="list-style-type: none"> ❖ S/4H Cust. Paym. ❖ SAP Customer Checkout ❖ Business One 	<ul style="list-style-type: none"> ❖ SolEx Partner Products*
Technical Components	<ul style="list-style-type: none"> ❖ CPI ❖ API Management ❖ SCP OData Service ❖ Gateway 	<ul style="list-style-type: none"> ❖ ABAP Core ❖ ABAP Foundation ❖ Application Interface Framework ❖ NW AS Java ❖ PI (ABAP and Java) 	<ul style="list-style-type: none"> ❖ NW AS Java ❖ PI (ABAP and Java) 	

*Close collaboration with partners ongoing
- unfortunately no strict enforcement possible

Note: Only solutions/components with implementation efforts are considered here

Digital Access – Measurability & Audit

Central Technical Guide Note for Built-in Functionality

<https://launchpad.support.sap.com/#/notes/2738406>

2738406 - Digital Access: Central Technical Guidelines Version 2 from 14.02.2019 in English

Show Changes

Component: CA-GTF-DA

Category: FAQ

Corrections: 0

SAP Note/KBA Number

63

Manual Activities: 0

Priority: Recommendations / Additional Info

Release Status: Released for Customer

Prerequisites: 0

Description Software Components Attributes Languages

Symptom

From User to Usage Based Pricing – SAP's New Pricing Approach for Digital and Indirect Access

SAP's initial ERP pricing model was designed in the 20th century and counted customer employees logging directly into the SAP ERP to use it. Hence, the pricing model was based on users accessing the SAP ERP system and required identification and licensing of every individual using the software as a user.

During the past 20-plus years, the technology landscape and the methods how customers are using SAP software has changed dramatically. SAP ERP software (both legacy SAP ERP and SAP S/4HANA) has established itself as the Digital Core.

Not only are our customers' employees using the Digital Core, but business partners, consumers, third-party applications, IoT devices, automated systems, and bots are also accessing the Digital Core.

With the Digital Access Licensing Model, SAP has created an answer to tackle aforementioned challenges.

This note summarizes the technical prerequisites for on-premise solutions to enable measurability for Digital Access. SAP's cloud solutions have been enabled via the regular cloud maintenance activities.

Other Terms

Digital Access; DA; Indirect Use

Solution

The following list summarizes the technical requirements for SAP's on-premise solutions:

On-premise Solution	Needed SP/FP/Note
S/4H OP 1809 and above	no additional SP
S/4H OP 1709	SP03
S/4H OP 1610	SP05
S/4H OP 1511	SP07
ECC 6.0 EhP 8	SP11
ECC 6.0 EhP 7	SP17

Digital Access – Measurability & Audit

Estimation Notes

Estimation Notes

- SAP ERP: 2644139
- SAP S/4HANA: 2644172

Count Document Type Items for ECC Systems

Selection Criteria

Document Types	<input type="checkbox"/>	
Creation Date	01.01.2018	to 31.12.2018
Technical Users	<input checked="" type="checkbox"/>	

Display Options

Display technical Users

Document Type	Document Item	Σ WF-BATCH	Σ GSSA
Financial Document	Journal Entry Item	0	443
Financial Document		0	443
Invoice Document	Billing Document Line Item	0	0
	Supplier Invoice Line Item	1	55
Invoice Document		1	55
Manufacturing Document	Production Order	0	0
	Process Order	0	0
	Repetitive Manufacturing Confirmations	0	0
Manufacturing Document		0	0
Material Document	Material Document Line Item	4	170
Material Document		4	170
Purchase Document	Purchase Order Line Item	0	279
	Purchase Scheduling Agreement Releases	0	0
	Purchase Requisition Line Item	0	116
Purchase Document		0	395
Quality Management Document	Quality Notification	1	0
	Inspection Result	0	0
	Inspection Point Result	0	0
Quality Management Document		1	0
Sales Document	Sales Order Line Item	0	0
	Sales Contract Line Item	0	0
	Sales Scheduling Agreement Releases	0	0
	Sales Quote Line Items	0	0
Sales Document		0	0
Service & Maintenance Document	Service Order	0	0
	Maintenance Order	0	2
	Service Notification	0	0
	Maintenance Notification	0	2
	Service Confirmation	0	0
	Maintenance Confirmation	0	0
	Warranty Claim	0	0
Service & Maintenance Document		0	4
Time Management Document	Time Sheet Record	0	0
	Remuneration	0	0
	Absence	0	0
	Attendance	0	0
	Substitution	0	0
Time Management Document		0	0
		6	1.067

Digital Access – Measurability & Audit

Customer Dashboard for Cloud

License Compliance ▾

Cumulative License Overview

Period	Entitlement	Usage	Delta
02.03.2018 - 01.03.2019	190000	37627	152373

⏪ ⏩

LICENSES DOCUMENTS

ID	Name	Period	Entitlement
8005687	S4HC Digital Access	02.03.2018 - 01.03.2019	120000
8005688	S4HC Digital Access Add Doc Cap	02.03.2018 - 01.03.2019	70000

Documents

Items (29) Enter Document Type 🔍

Type	Total Weighted Count	Item	Count	Weighted Count
Sales Document	5496.000	Sales Order Line Item	16	16.000 >
		Sales Contract Line Item	0	0.000 >
		Sales Quote Line Items	0	0.000 >
		Sales Scheduling Agreement Releases	5480	5480.000 >
Purchase Document	17.000	Purchase Order Line Item	0	0.000 >
		Purchase Requisition Line Item	17	17.000 >
		Purchase Scheduling Agreement Releases	0	0.000 >

Purchase Requisition Line Item

Creation Date Range
 📅

Items (2)

Creation Date	Instance Count
21.08.2018	4
22.08.2018	13

Digital Access – Measurability & Audit

Customer Dashboard for On-premise

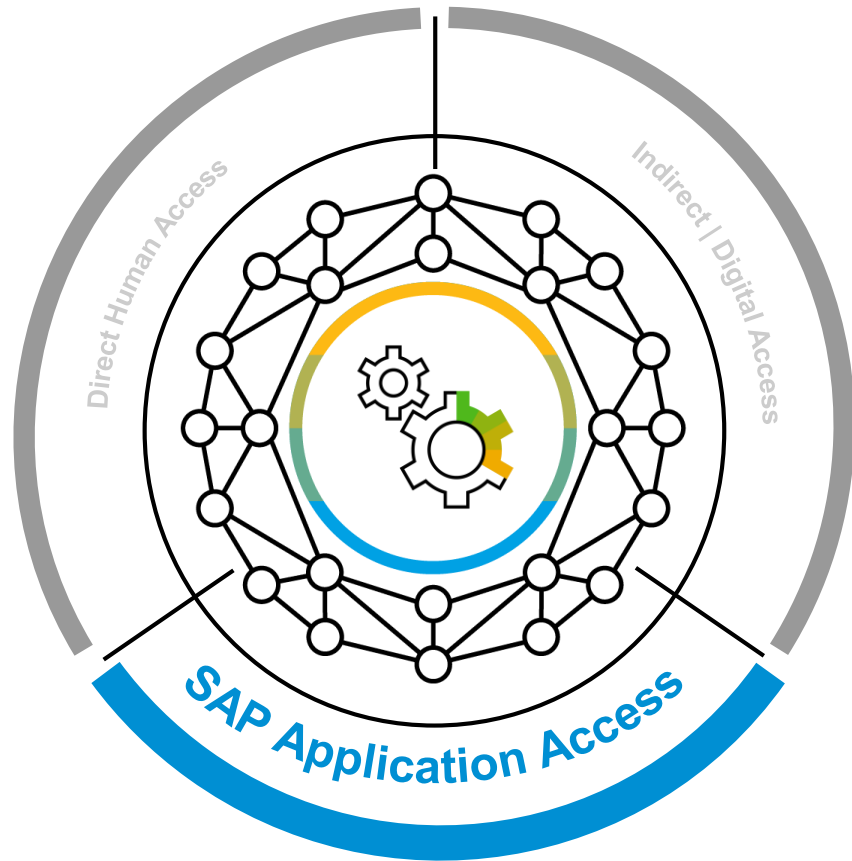
- Use transaction RSUVM_DAC to start the report
- Last measurement is displayed
- By starting new measurement old results will be overwritten

- Planned Availabilities in Software Component SAP_BASIS:
 - 7.02 SP22 - RTC Nov 2019
 - 7.31 SP25 - RTC July 2019
 - 7.40 SP22 - RTC July 2019
 - 7.50 SP13 - RTC March 2019
 - 7.51 SP08 - RTC April 2019
 - 7.52 SP04 - RTC April 2019

Digital Access Report						
<div style="display: flex; justify-content: space-between;"> <div style="width: 45%;"> <p>Vermessen von: <input type="text" value="LANGULR"/></p> <p>Verm. Datum: <input type="text" value="06.12.2018"/></p> <p>Vermessungszeit: <input type="text" value="15:47:19"/></p> </div> <div style="width: 50%;"> <p>Jobs geplant: <input type="text" value="0"/></p> <p>Jobs aktiv: <input type="text" value="0"/></p> </div> <div style="width: 45%;"> <p>Jobs abgebrochen: <input type="text" value="0"/></p> <p>Jobs beendet: <input type="text" value="9"/></p> </div> </div>						
Status Vermessung: <input type="text" value="Erfolgreich Beendet"/>						
Appl	Name der Applikation	Einhh.	Name der Metrik	Start Datum	End Datum	Anzahl
4030	Potential Sales Documents	4031	Sales Order Line Item (in K)	01.01.2017	31.12.2017	123
4030	Potential Sales Documents	4032	Sales Contract Line Item (in K)	01.01.2017	31.12.2017	4256
4030	Potential Sales Documents	4034	Sales Sched. Agreeemt Releases (in K)	01.01.2017	31.12.2017	555
4040	Potential Purchase Documents	4041	Purchase Order Line Item (in K)	01.01.2017	31.12.2017	3
4040	Potential Purchase Documents	4042	Purch. Requisition Line Item (in K)	01.01.2017	31.12.2017	45
4050	Potential Invoice Documents	4051	Billing Document Line Item (in K)	01.01.2017	31.12.2017	26
4050	Potential Invoice Documents	4052	Billing Doc. Request Line Item (in K)	01.01.2017	31.12.2017	787
4050	Potential Invoice Documents	4053	Supplier Invoice Line Item (in K)	01.01.2017	31.12.2017	8546
4060	Potential Manufacturing Documents	4061	Production Order (in K)	01.01.2017	31.12.2017	255
4060	Potential Manufacturing Documents	4062	Process Order (in K)	01.01.2017	31.12.2017	111
4060	Potential Manufacturing Documents	4063	Manufacturing Confirmation (in K)	01.01.2017	31.12.2017	156
4070	Potential Material Documents	4071	Material Document Line Item (in K)	01.01.2017	31.12.2017	15
4080	Potential Quality Management Documents	4081	Defect (in K)	01.01.2017	31.12.2017	28
4080	Potential Quality Management Documents	4083	Inspection Result (in K)	01.01.2017	31.12.2017	189
4080	Potential Quality Management Documents	4084	Inspection Point Result (in K)	01.01.2017	31.12.2017	354
4090	Potential Service & Maintenance Docs	4091	Service/Maintenance Order (in K)	01.01.2017	31.12.2017	756
4090	Potential Service & Maintenance Docs	4092	Service/Maint. Notification (in K)	01.01.2017	31.12.2017	356
4090	Potential Service & Maintenance Docs	4093	Service/Maint. Confirmation (in K)	01.01.2017	31.12.2017	488
4100	Potential Financial Documents	4101	Financial Document Item (in K)	01.01.2017	31.12.2017	585
4110	Potential Time Management Documents	4111	Time Sheet Record (in K)	01.01.2017	31.12.2017	56

SAP Application Access

SAP Application Access: Summary of Key Points

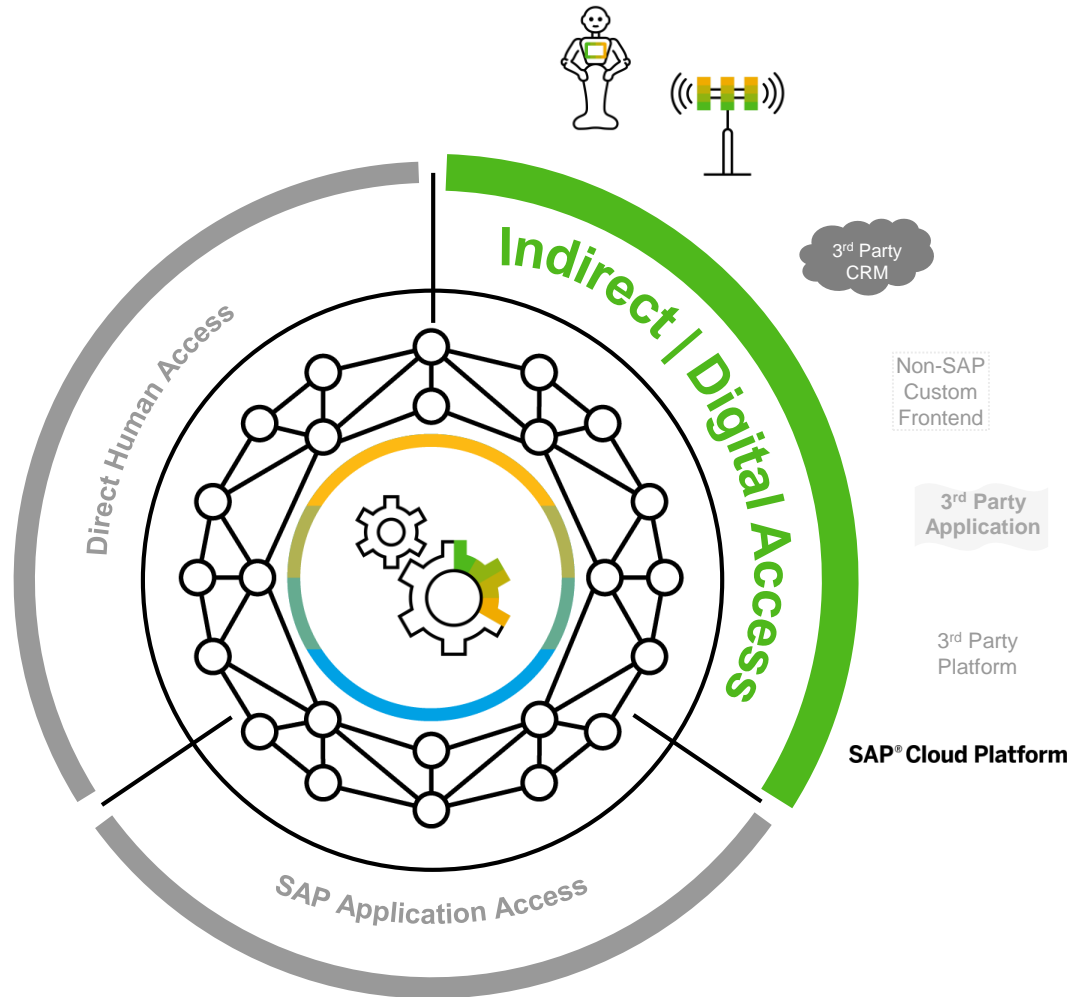


SAP Application Access occurs when humans, devices or RPA/bots use the Digital Core via another licensed SAP application.

SAP Application Access does not require any additional ERP licenses provided (1) ERP is otherwise licensed, and (2) use of ERP results from access by properly licensed SAP applications.

“**SAP applications**” refers to line of business and industry applications (**cloud and on premise**), as well as SAP Solution Extensions. This **does not** apply to technology solutions such as platform (e.g., **SAP Cloud Platform**), database, middleware integration (e.g., **XI, PI, PO**) and Enterprise Information Management.

Value of SAP Indirect / Digital Access Outcome Based Pricing



Value based – pay for system activity

Eliminates the need to count “users” accessing ERP, addresses concerns around IOT (devices, bots, etc.)

Outcome Focused

9 Document types address most valuable business outcomes
No additional charge for other document types

Transparent

Counts creation of documents by Indirect/Digital Access

- Cost for read, update, and delete actions via Indirect/Digital Access included in creation
- Subsequent document types created, as a result of the automatic processing of the original document created via Indirect/Digital Access, are not counted

Flexible - Interchangeable Document Capacity

Counts total documents created - regardless of type

Built-in volume discounts

Tiered pricing – the more you buy, the less you pay per unit

Measurable

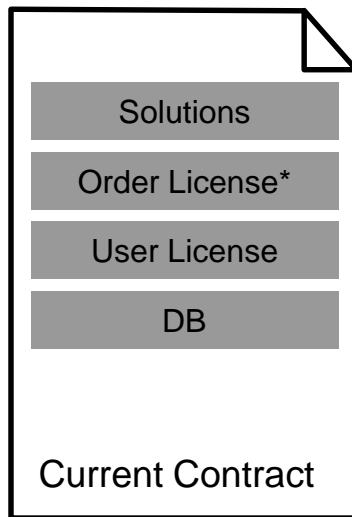
Entitlement to consumption dashboard planned

Options for existing SAP ERP customers

Status Quo – Do Nothing

For customers happy with their contract and who do not want to change

Option 1

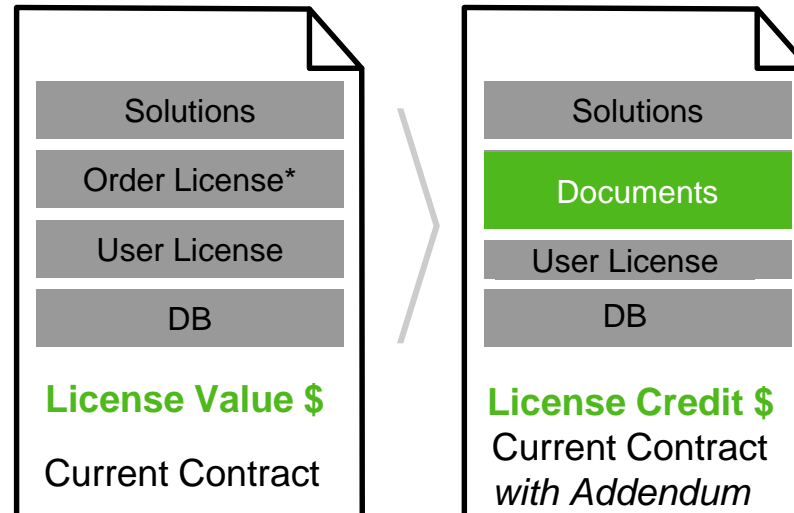


- Continue with current contract. No change.
- Continue to use User and Order* Licenses for all types of use and access
- SAP will waive back-maintenance for indirect access to SAP software for customers who proactively engage with us in good faith

License Exchange

For customers wanting improved transparency for Indirect/Digital access & remain in existing contract

Option 2

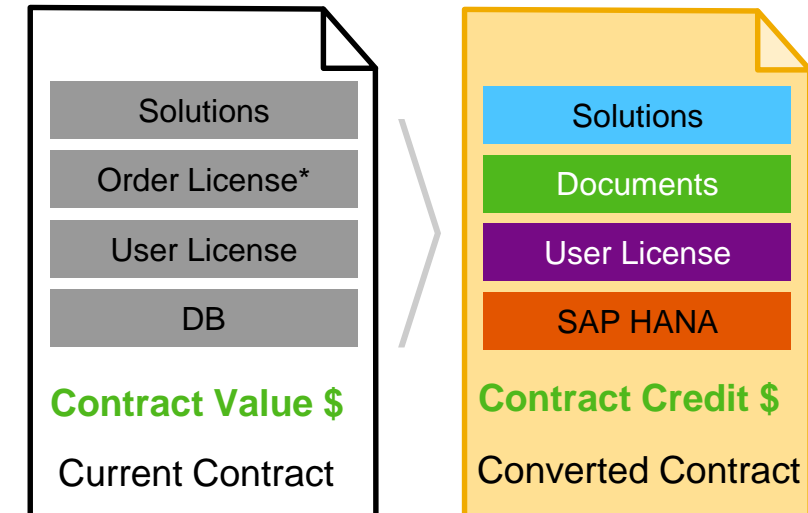


- Continue with current contract with addendum
- Up to 100% credit for User and/or Order license value** applied to new Document license value
- 100% of the maintenance base of the converting licenses is carried forward.
- SAP will waive back-maintenance for indirect access to SAP software for customers who proactively engage with us in good faith

Contract Conversion

For customers licensing SAP S/4HANA and wanting to consolidate / simplify old contracts

Option 3



- Replace current BOM with new BOM that includes a simplified licensing structure
- Opportunity to reconfigure solution landscape (new bill of material)
- Up to 100% credit for old contract value** applied to new S/4HANA contract value
- 100% of the maintenance base of the converting licenses is carried forward
- SAP will waive back-maintenance for indirect access to SAP software for customers who proactively engage with us in good faith

*Sales & Service Order Processing/Execution and Purchase Order Processing/Execution; ** Conditions apply

Nine documents types cover most valued outcomes from SAP ERP

Document Type	Description
Sales Document (counted at line item level)	A record that represents the material or service being sold or quoted (e.g., sales order line item, sales quote line item or a sales scheduling agreement release).
Invoice Document (counted at line item level)	A record that represents the material or service being billed (e.g., billing document line item or supplier invoice line item).
Purchase Document (counted at line item level)	A record that represents the material or service being ordered or requested (e.g., purchase order line item, purchase requisition line item or a purchase scheduling agreement release).
Service & Maintenance Document	A record that represents the details of work to be performed, a reported problem or the status of processing, (e.g., service or maintenance order/notification) or a record that represents a claim (e.g., warranty claim).
Manufacturing Document	A record which represents the production-related details associated with manufacturing (e.g., production or process order or a manufacturing confirmation).
Quality Management Document	A record that represents the details of a nonconformance (e.g., defect or quality notification) or the results of an inspection (e.g., inspection result).
Time Management Document	A record that represents an employee's time worked (e.g., time sheet record)
Financial Document (counted at line item level)	A record that represents accounting information in a financial journal (e.g., journal entry line item).
Material Document (counted at line item level)	A record that represents a specific material being received, issued or transferred to, from or within a storage location or plant (e.g., material document line item).

Q&A

For questions after this session, contact us:

at our **SAPPHIRE** booth in the **Digital Core / S/4HANA** area

or here:

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