Licensing Overview SAP S/4HANA Cloud

Michael Deller, Dirk Kaestner

Global S/4HANA Solution Management

Session ID #82651

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Q&A

For questions after this session, contact us:

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Topics: SAP S/4HANA Cloud Licensing Overview

Introduction

SAP S/4HANA Cloud Licensing

- Direct User Access
- Industry & LoB Solutions
- Infrastructure Services

Indirect Use / Digital Access

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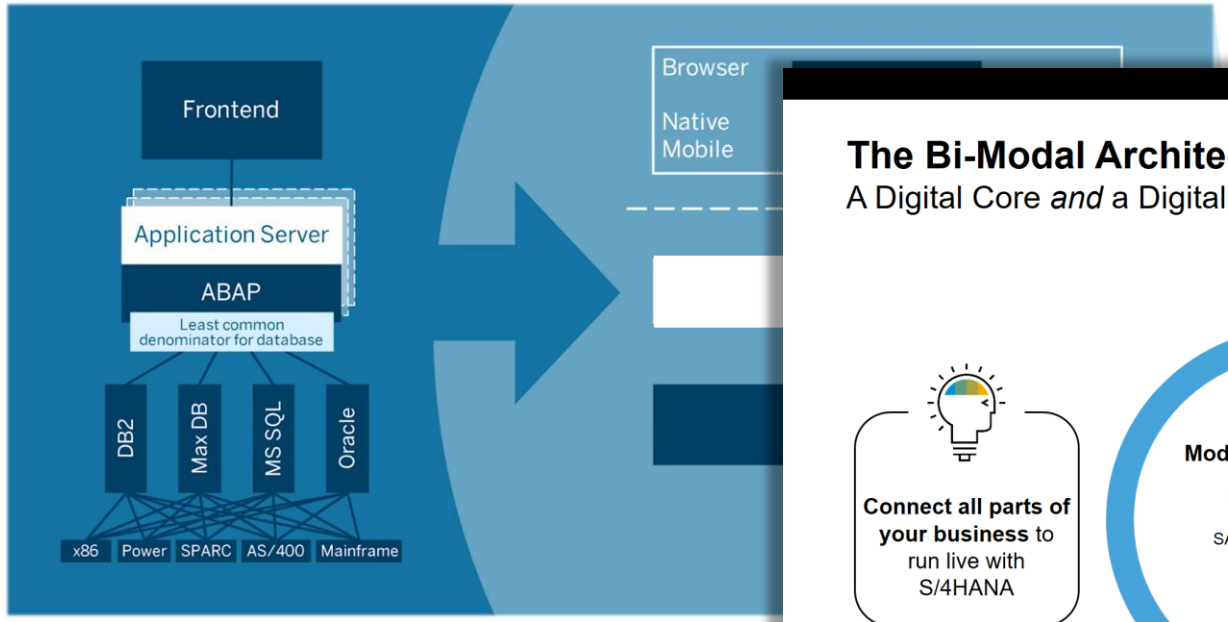
SAP‘s Key SAPPHIRE Messages 2016/2017

2016

SAP S/4HANA: Architectural Innovation and Simplification



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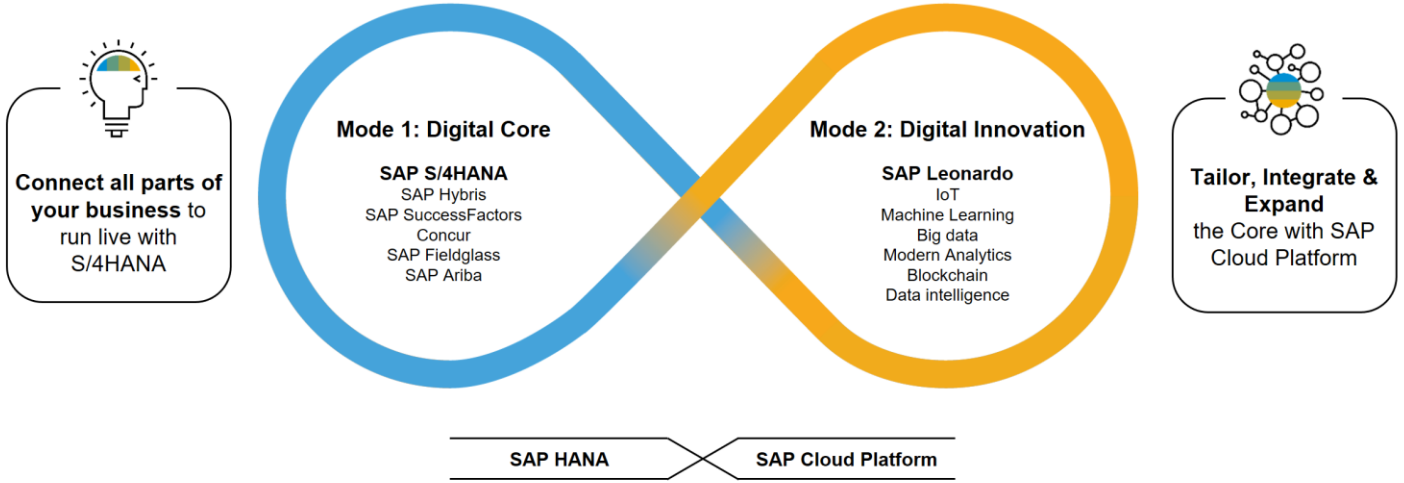
The Bi-Modal Architecture of the Modern Enterprise

A Digital Core *and* a Digital Innovation System



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2017

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2018

SAP SAPPHIRENOW

Intelligent ERP

C/4HANA

SAP HANA Data Management Suite

SAP S/4HANA Cloud Licensing

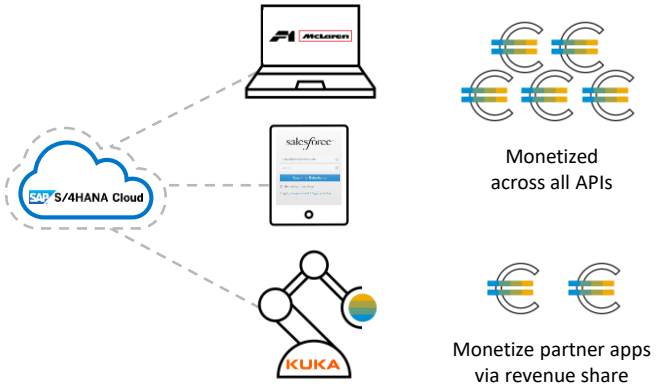
- Direct User Access
- Industry & LoB Solutions
- Digital Access
- Infrastructure Services

The 4 Dimensions of S/4HANA Cloud Licensing (subscription)

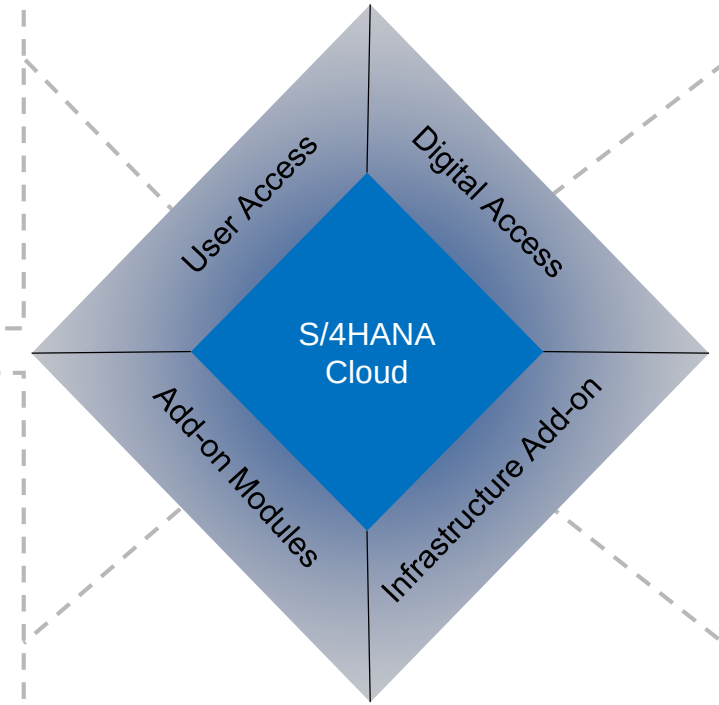
Direct User Access to the Digital Core

Self-Serve Use	Core Use	Advanced Use
Features ✓	Features ✓ ✓	Features ✓ ✓ ✓

Digital Access (aka Indirect Use, via APIs)

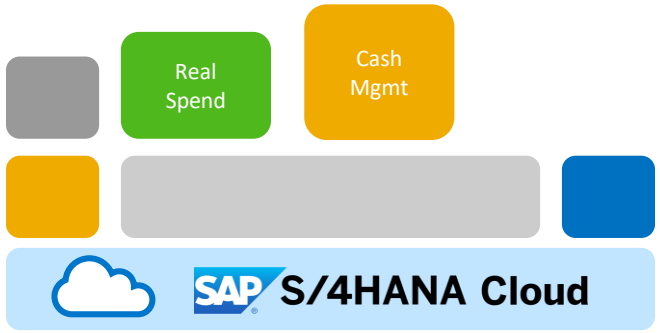


* *Product subscription gives customer access to S/4HANA Cloud API Enablement Package*
** *SAP to SAP integration included as part of core pricing*



Solution Add-Ons

- Premium capabilities
- Specialized process



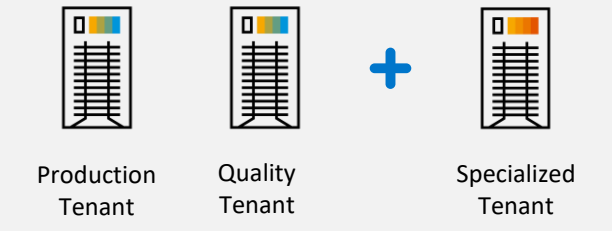
Infrastructure Services

Included

100 GB
2 tenants

Optional

- Incremental memory extension
- Disaster Recovery
- Differentiated tenants
- Preferred Care



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One SAP S/4HANA: the right solution for each customer cloud journey

*according to Gartner Cloud (SaaS) Definition

Cloud ERP*		ERP in the Cloud	ERP OP
SAP S/4HANA Cloud	**SAP S/4HANA Cloud, single tenant edition**	**SAP S/4HANA** (Private cloud managed by SAP)	**SAP S/4HANA** (On-premise managed by cloud providers or customers)
Highly standardized, multi-tenant cloud services covering selected LoB- and industry scenarios and a comprehensive ERP scope	Standardization, TCO and scalability of the cloud combined with the full functional scope, extensibility and reach of the S/4HANA solution	Individually sized infrastructure and application management services moving your system to the next generation	Standardized next generation ERP solution that can be run and extended according to customer preferences
Rapid innovation at the lowest TCO	***Cloud standardization at attractive TCO***	***Your SAP guided elevation to the public cloud***	***Next generation ERP system for on premise use***

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One SAP S/4HANA: the right solution for each customer cloud journey

	Cloud ERP*		ERP in the Cloud
	SAP S/4HANA Cloud	SAP S/4HANA Cloud, single tenant edition	SAP S/4HANA
Implementation	Greenfield with data migration	Greenfield with data and configuration migration	Greenfield or conversion of existing implementations
Functional Scope	Business configuration of standardized core ERP and select LOB processes	Full functional S/4HANA scope of core ERP and extended LOB and industry processes	Full functional S/4HANA scope of core ERP and extended LOB and industry processes
Industries Supported	In-depth support for professional services and component manufacturing; more industries on roadmap	All industries supported	All industries supported
Extensibility	S/4HANA Extensibility Framework and extensions via SCP, using whitelisted APIs	S/4HANA Extensibility Framework and extensions via SCP, with full extensibility option	Customization, modification, and extensibility possible
Innovation Cycle	Quarterly	Up to 2 upgrades a year	Annual; speed of adoption on customers' schedule
Deployment Benefits	Multi-tenant environment, Lowest TCO and fastest time to value	Single-tenant environment Low TCO and fast time to value	Customer controlled deployment and implementation efforts
Licensing	Subscription licensing	Subscription licensing	BYOL + infrastructure subscription
Infrastructure	Shared public cloud	Dedicated system landscape on cloud infrastructure	Customer specific system landscape Runs on SAP HANA Enterprise Cloud

*according to Gartner Cloud (SaaS) Definition

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SAP S/4HANA Cloud Licensing – Multi Tenant Edition

Details on Direct User Access to Digital Core

NEW as of January 2019

SAP S/4HANA Cloud for advanced use

This license allows performing all role required operations including self-service configuration tasks.

.

SAP S/4HANA Cloud for core use

- External Processing
- Inspection Planning
- Inventory Analytics and Control
- Just-in-time Inbound Processing
- Kanban
- Maintenance Planning & Scheduling
- Product Development Foundation
- Production Control
- Production Execution
- Project Financial Control
- Quality Engineering
- Quality Improvement
- Quality Inspection
- Sales Order Management and Processing
- Service Order Management
- Subcontracting

+ capabilities of S/4HANA Cloud for self-service use

SAP S/4HANA Cloud for self-service use

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

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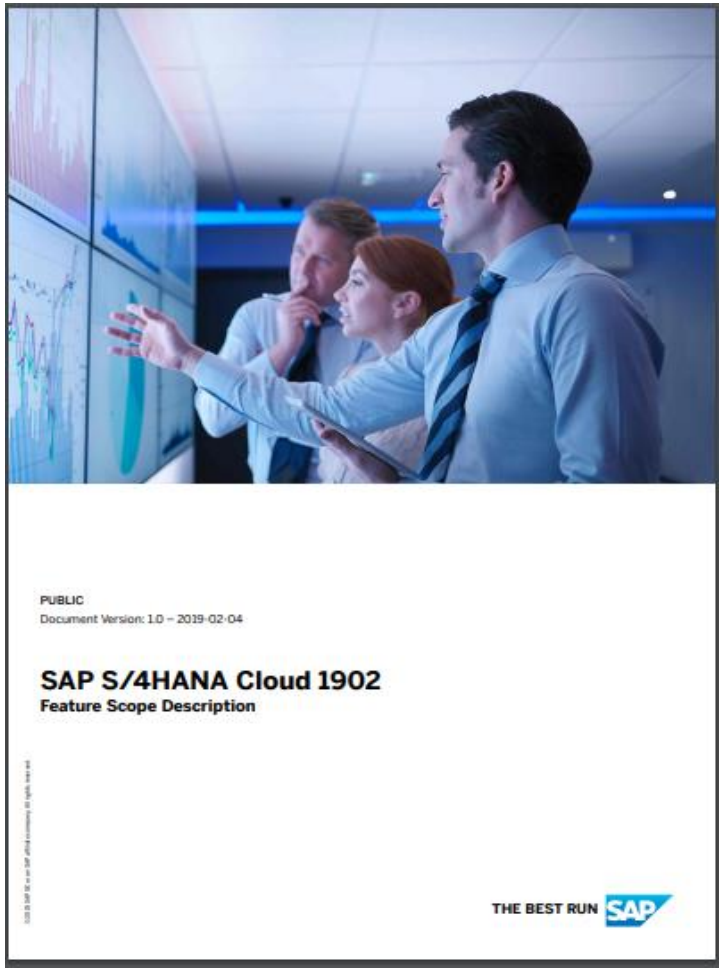
SAP S/4HANA Cloud 1902 – User Capabilities for Multi Tenant Edition

Feature Scope Description



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SAP S/4HANA Cloud 1902
Feature Scope Description

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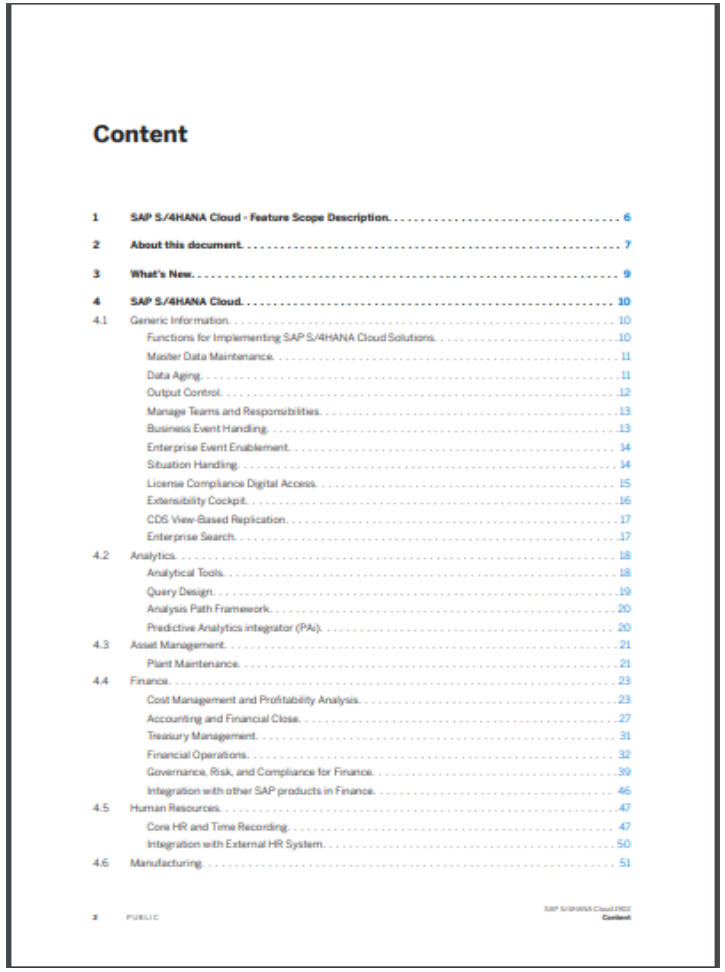

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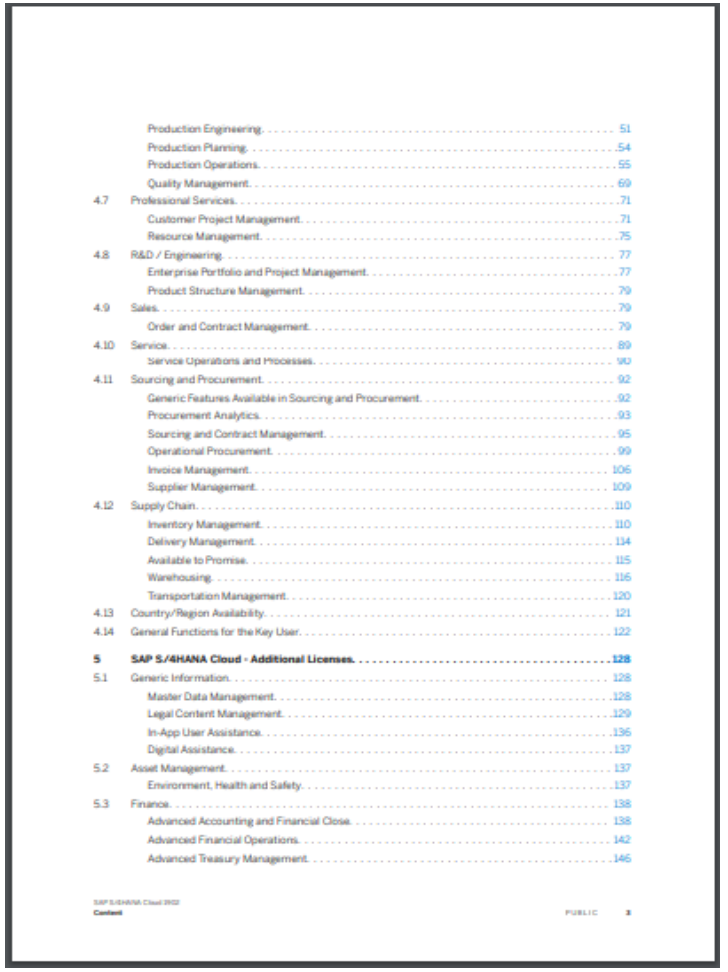
Chapter 4: scope of S/4HANA Cloud for Enterprise Management



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Chapter 5: scope of S/4HANA Cloud LoB- and Industry Solutions

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SAP S/4HANA Cloud Licensing – Single Tenant Edition

Details on Direct User Access to Digital Core

SAP S/4HANA Cloud for advanced use

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

SAP S/4HANA Cloud for core use

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

+ capabilities of S/4HANA Cloud for self-service use

SAP S/4HANA Cloud for self-serve use

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

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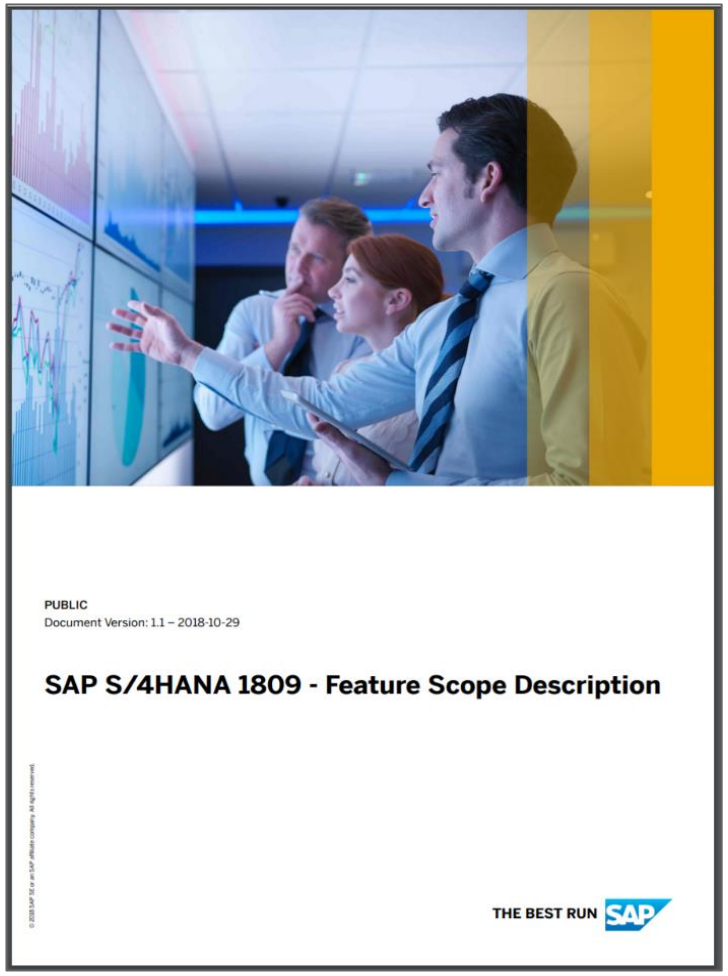
SAP S/4HANA 1809 – Solution Capabilities for Single Tenant Edition

Feature Scope Description



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SAP S/4HANA 1809 - Feature Scope Description

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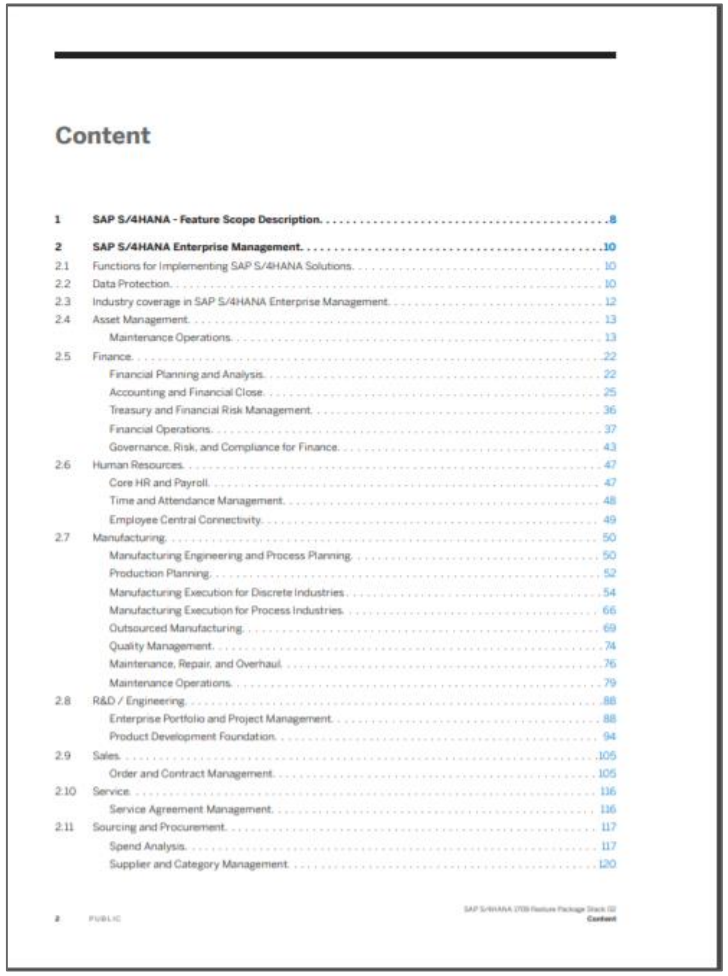

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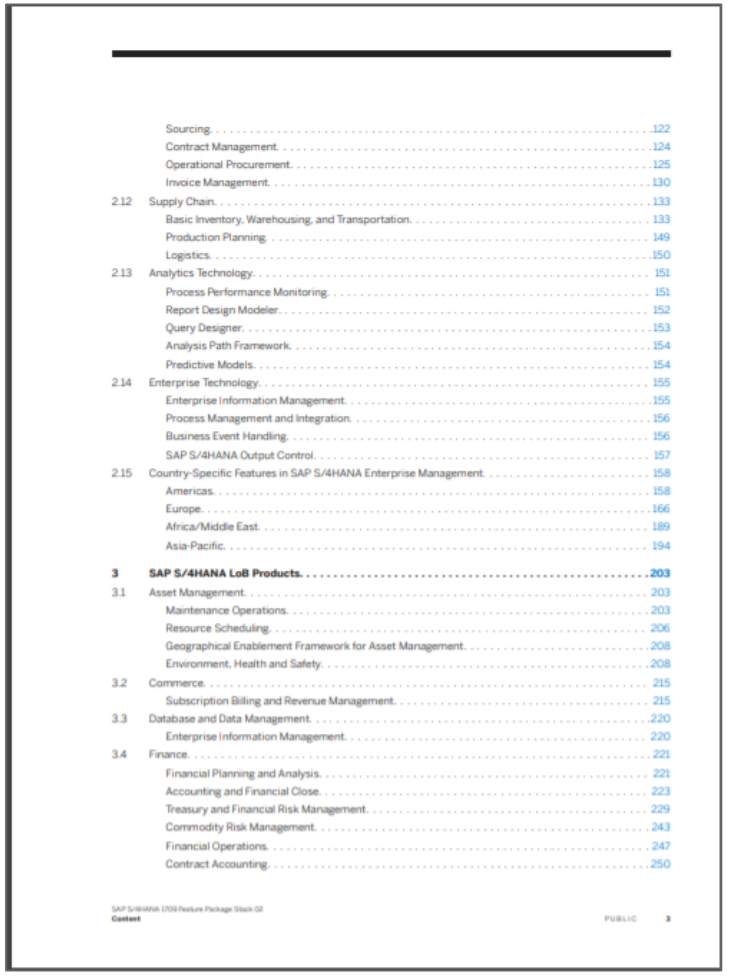

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Chapter 3, 4: scope of S/4HANA LoB- and Industry Solutions

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SAP S/4HANA Cloud Licensing

Licensing User Access to Digital Core via Full Usage Equivalents

NEW as of January 2019

Full Usage Equivalents

- Full Usage Equivalent is a kind of **flexible user** and can be **used for all type of users**
- Different user types can be **converted with specific ratio** in FUE

- Concept of Full Usage Equivalents currently available for S/4HANA Cloud, single tenant edition
- SAP plans to extend this concept also to S/4HANA Cloud

=

S/4HANA Cloud user types

0,5	SAP Developer User
1	S/4HANA for advanced use
3	S/4HANA for core use
30	S/4HANA for self-service use

Example – how to use the FUE for different user types

40 Prof Users	= 40 FUE
75 Functional Users	= 25 FUE
270 Productivity Users	= 9 FUE
---	---
SUM	= 74 FUE

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Customers benefit from the FUE model

FUE can be seen as flexible users

NEW as of January 2019

By adding up all user types customers can reach a higher tier and a better price

Example:

2018 Licensing Model

License Material	# users	FUE ratio	# FUEs	Tier
S/4HANA Cloud Advanced Use	70	1:1	70	1
S/4HANA Cloud Core Use	210	1:3	70	2
S/4HANA Cloud Self-Serve Use	600	1:30	20	2

2019 Licensing Model

License Material	# FUEs	Tier
S/4HANA Cloud for Enterprise Management	160	2

Customer can re-allocate their users to avoid shelf-ware during their lifecycle

Example:

Before re-allocation

User type	# users	FUE ratio	# FUEs	Swap FUEs	Swap Users
Advanced Use	70	1:1	70	-10	-10
Core Use	210	1:3	70	+10	+30
Self-Serve Use	600	1:30	20		

After re-allocation

User type	# users	FUE ratio	# FUEs
Advanced Use	60	1:1	60
Core Use	240	1:3	80
Self-Serve Use	600	1:30	20

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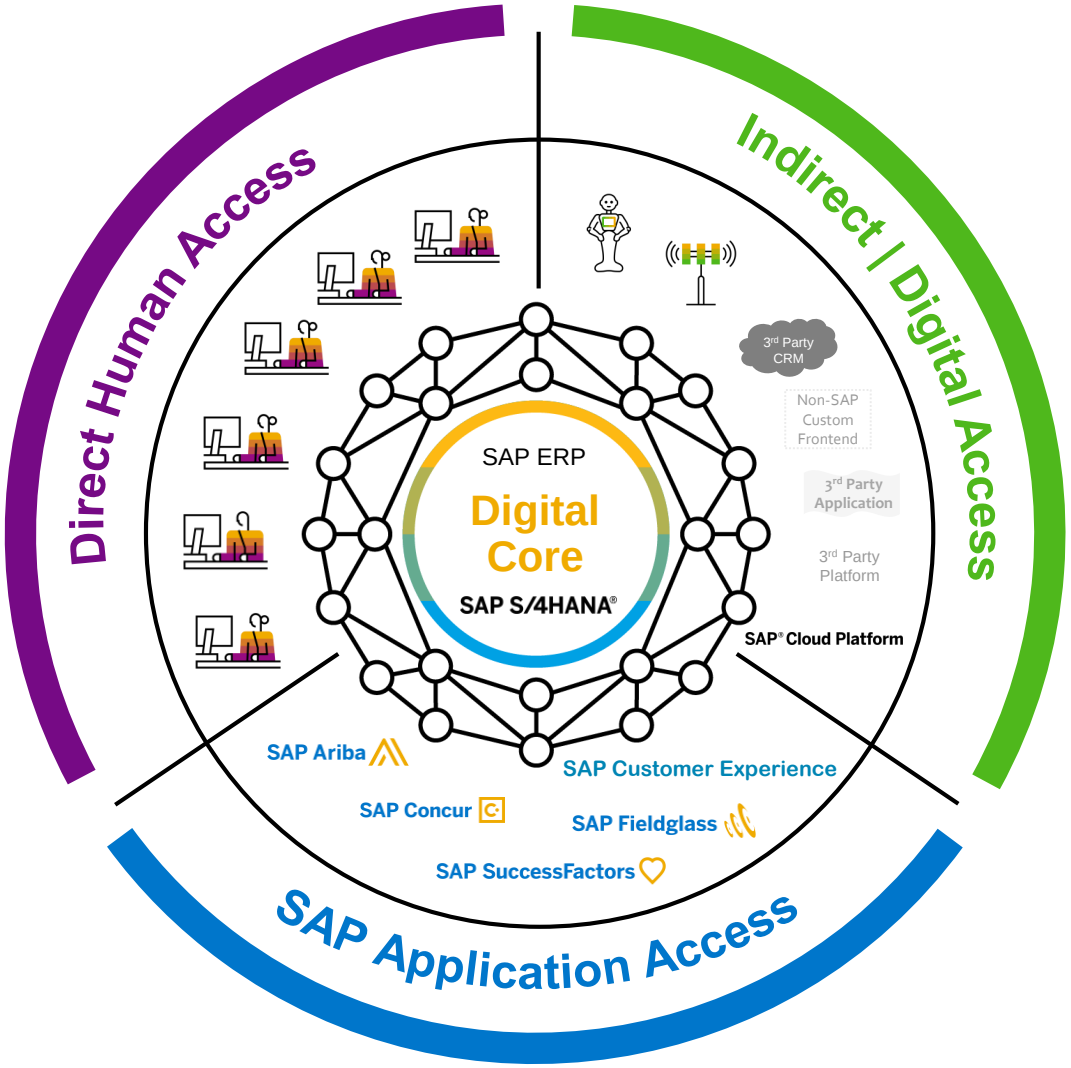
Indirect Use / Digital Access

Use of ERP and types of access

One definition of use and three types of access



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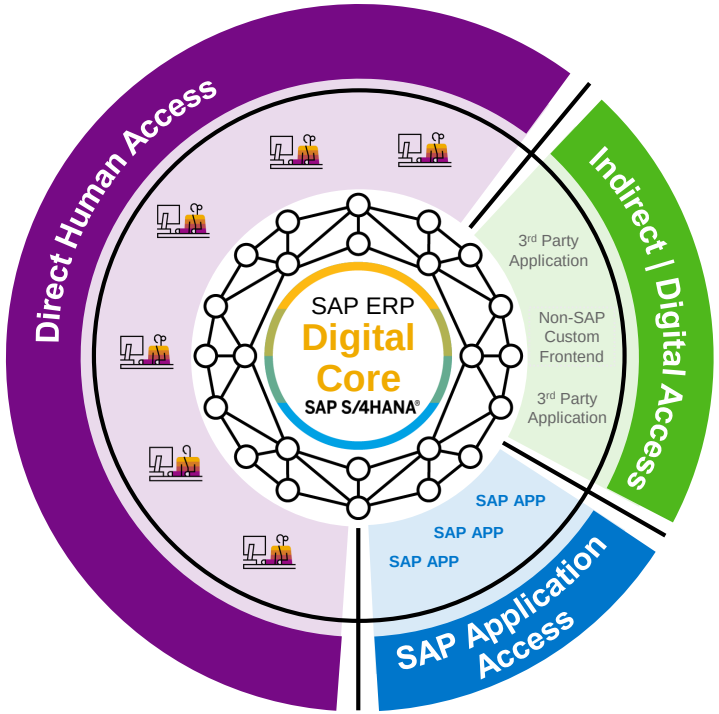
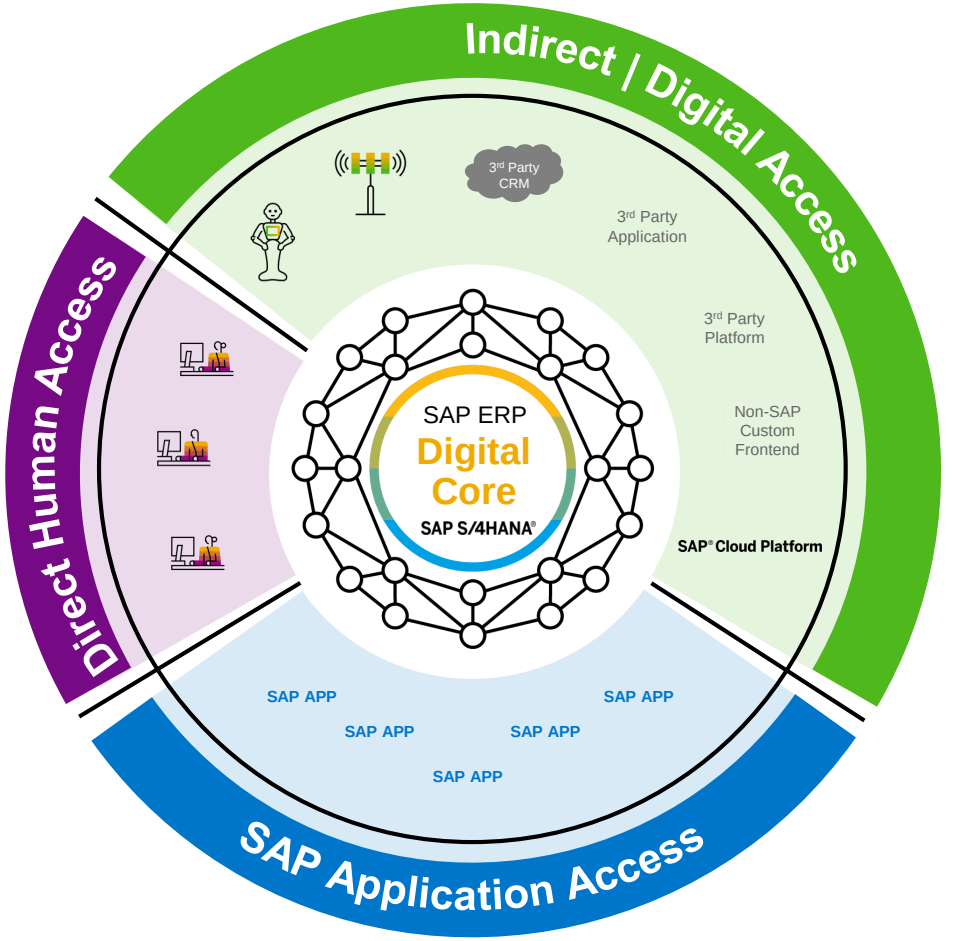
Technology landscape is evolving and so is the way customers access ERP

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

ERP Use in 20th Century



ERP Use in 21st Century



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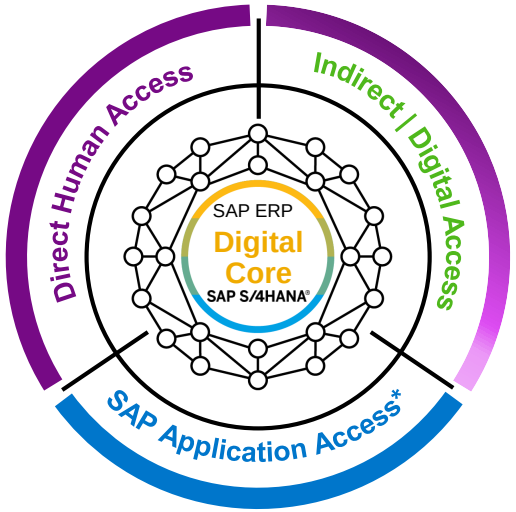
SAP is modernizing ERP pricing

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

Legacy Model



User-Based

- User License

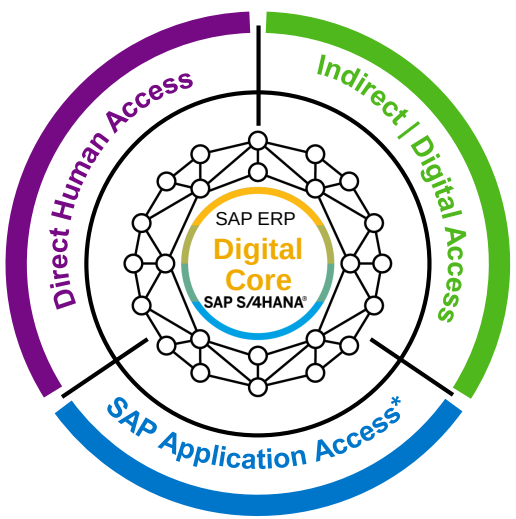
User-Based (Primarily)

- User License
- Order License
  - Sales and Service Orders
  - Purchase Orders

- No additional ERP license needed[1]

New Model

Available April 2018 Onwards



User-Based

- User License

Outcome-Based

- Document License

- No additional ERP license needed[1]

[1]SAP 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.

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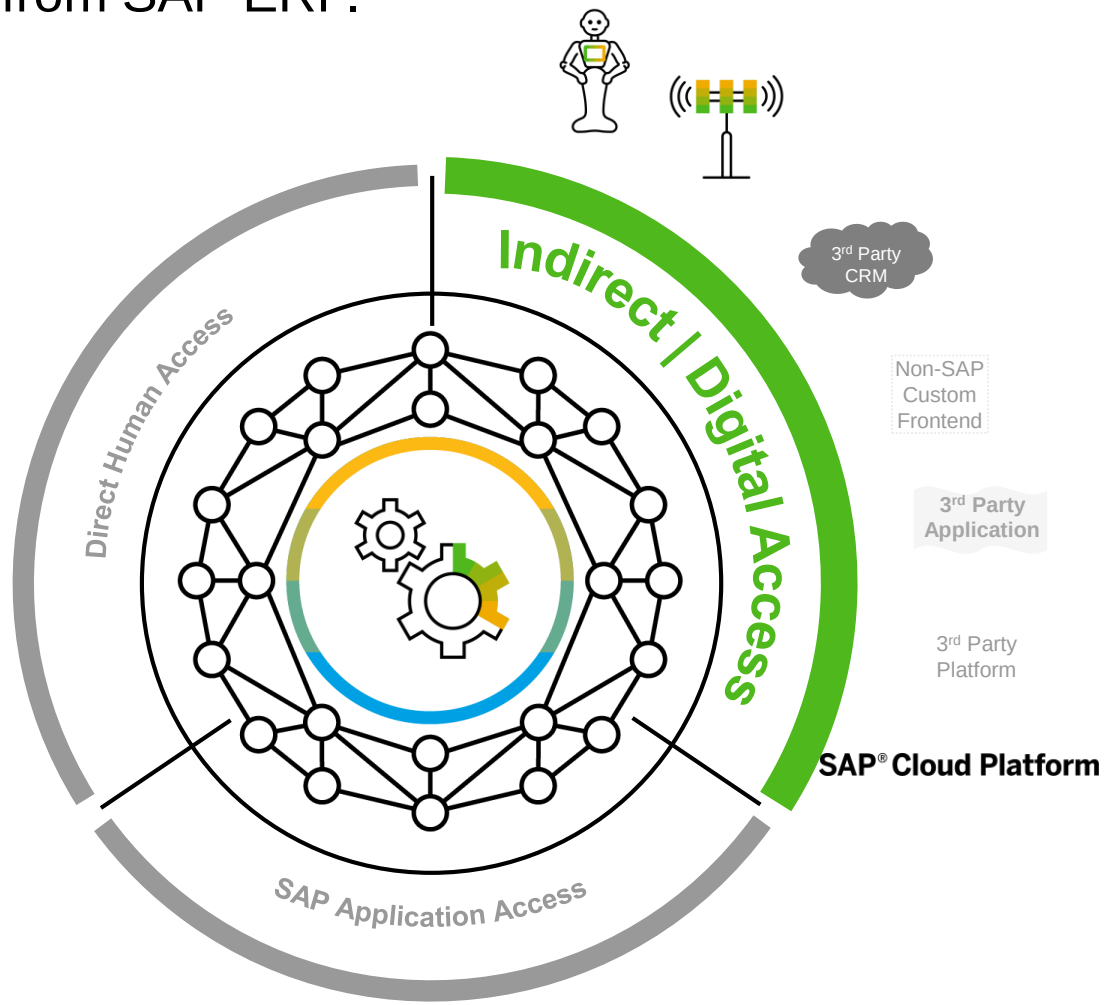
NEW Indirect | Digital Access Licensed Using Documents

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



Document Types	Multiplier
▪ 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	1.0
▪ Financial Document (counted at line item level) ▪ Material Document (counted at line item level)	0.2

License Calculation

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

(Document (#) * Multiplier) + … + (Document (#) * Multiplier)

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

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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

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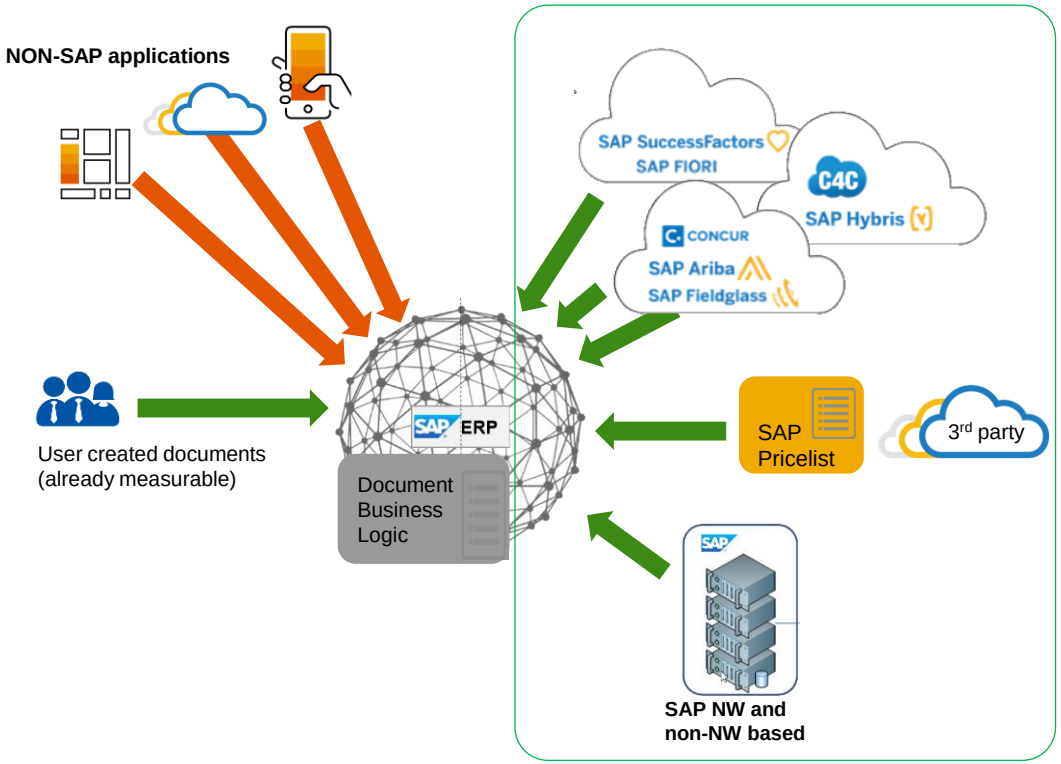
Digital Access – Measurability and Audit

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

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Readiness Status for Built-in Functionality

Measurability Functionality Available

Receiver

- S/4H Cloud 1808
- S/4H OP 1809
- 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)
- ECC 6.0 EhP 6 (SP23)
- ECC 6.0 EhP 5 (SP18)
- ECC 6.0 EhP 4 (SP21)
- ECC 6.0 EhP 3 (SP20)
- ECC 6.0 EhP 2 (SP21)
- ECC 6.0 EhP 0 (SP31)

Sender

- Ariba
- Fieldglass
- Concur
- SFSF
- Hybris
- SAP MII
- SAP Co-Pilot
- IoT Bridge
- Banking Services from SAP
- S/4H Cust. Paym.
- SAP Customer Checkout
- Business One

Technical Components

- CPI
- API Management
- SCP OData Service
- Gateway
- ABAP Core
- ABAP Foundation
- Application Interface Framework
- NW AS Java
- PI (ABAP and Java)
- NW AS Java
- PI (ABAP and Java)

Measurability Functionality planned for **Q1/2019**

- SolEx Partner Products*

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

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

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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 | Manual Activities: 0 | SAP Note/KBA Number

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

(…)

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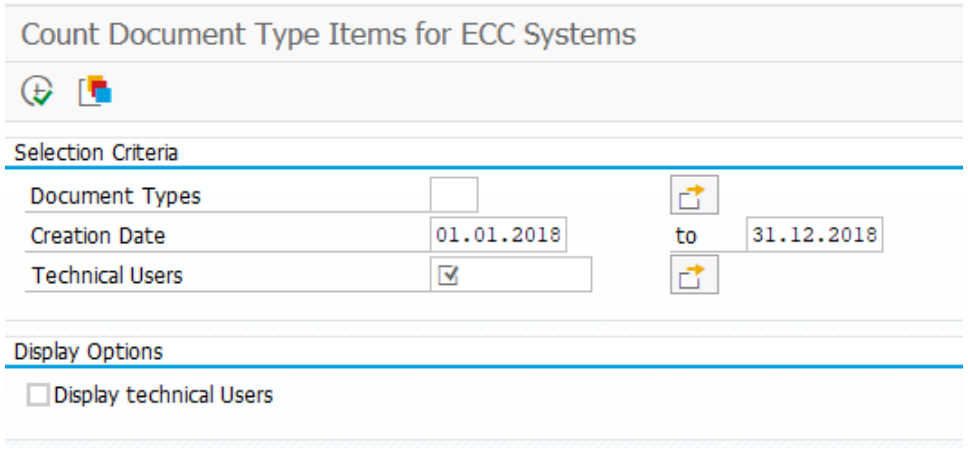
Estimation Notes

Estimation Notes

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



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 Docume...		**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 Docume...	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 Docu...		**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**

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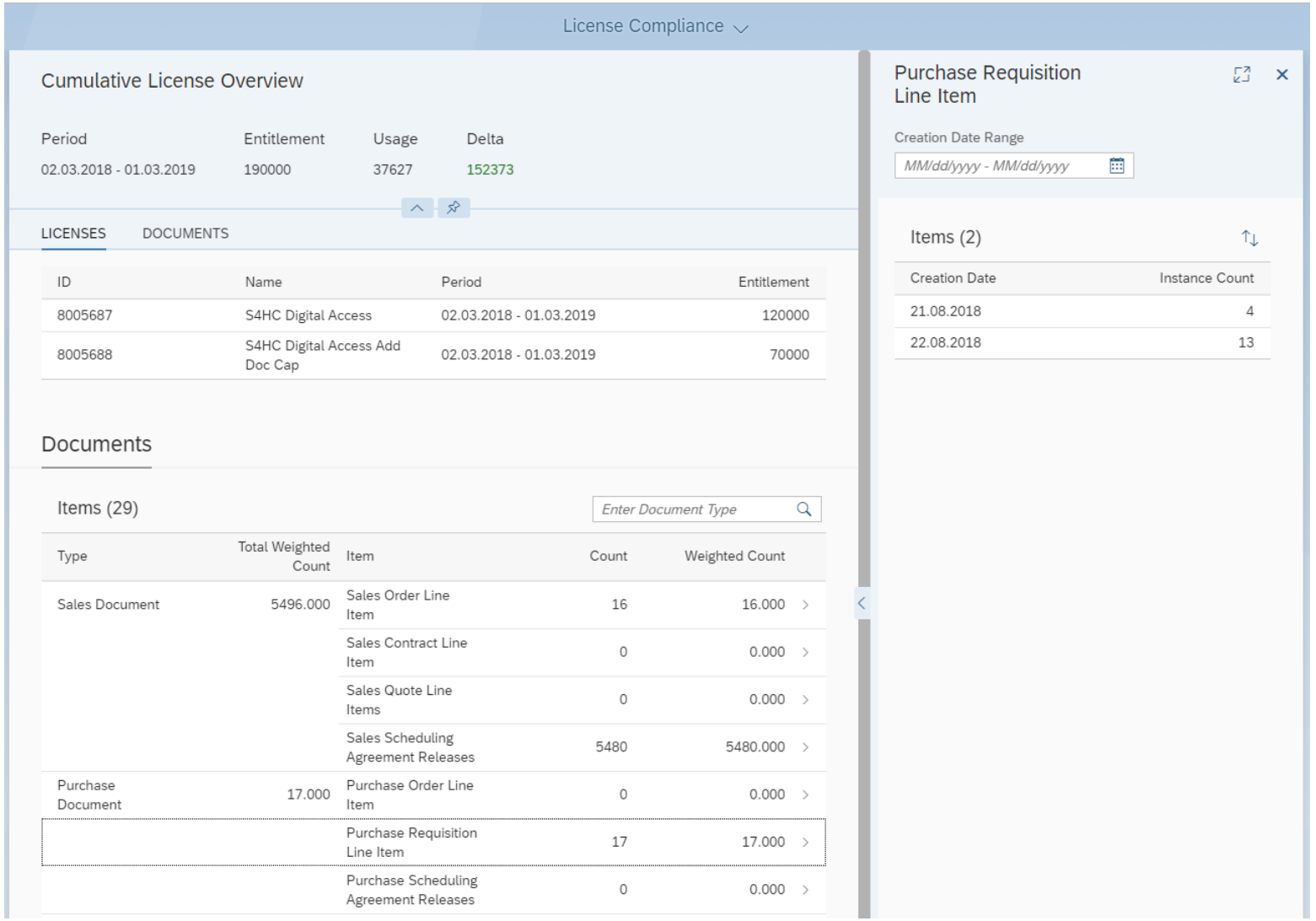
Customer Dashboard for Cloud



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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

Vermessen von	LANGULR	Jobs geplant	0	Jobs abgebrochen	0
Verm. Datum	06.12.2018	Jobs aktiv	0	Jobs beendet	9
Vermessungszeit	15:47:19				

Status Vermessung: Erfolgreich Beendet

Appl	Name der Applikation	Einh..	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. Agreemt 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

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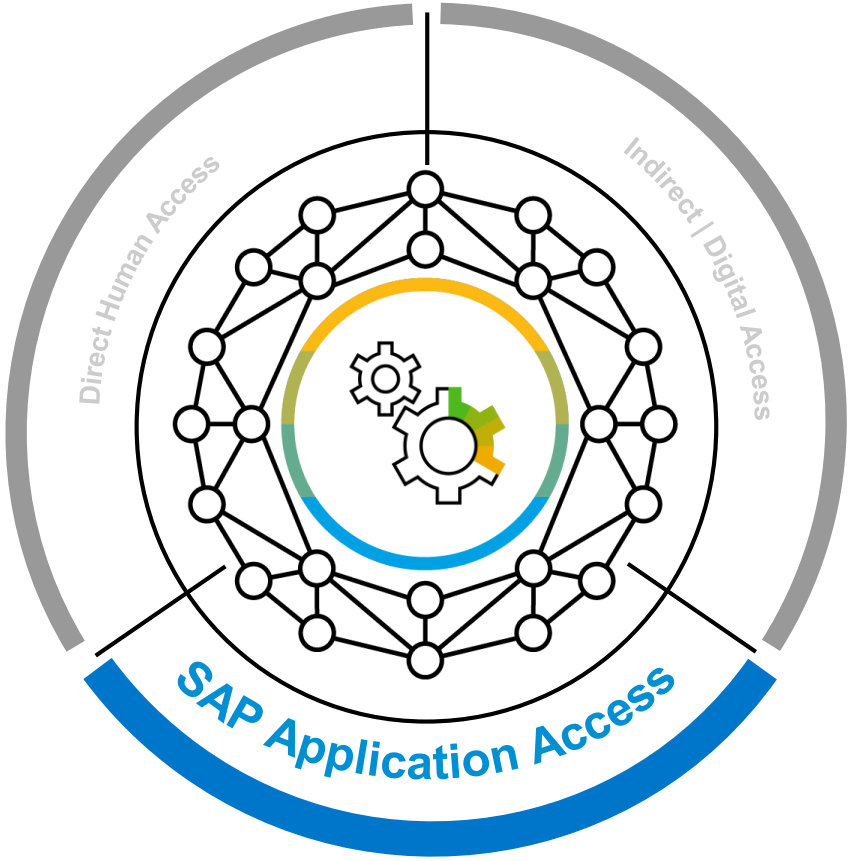
SAP Application Access

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.

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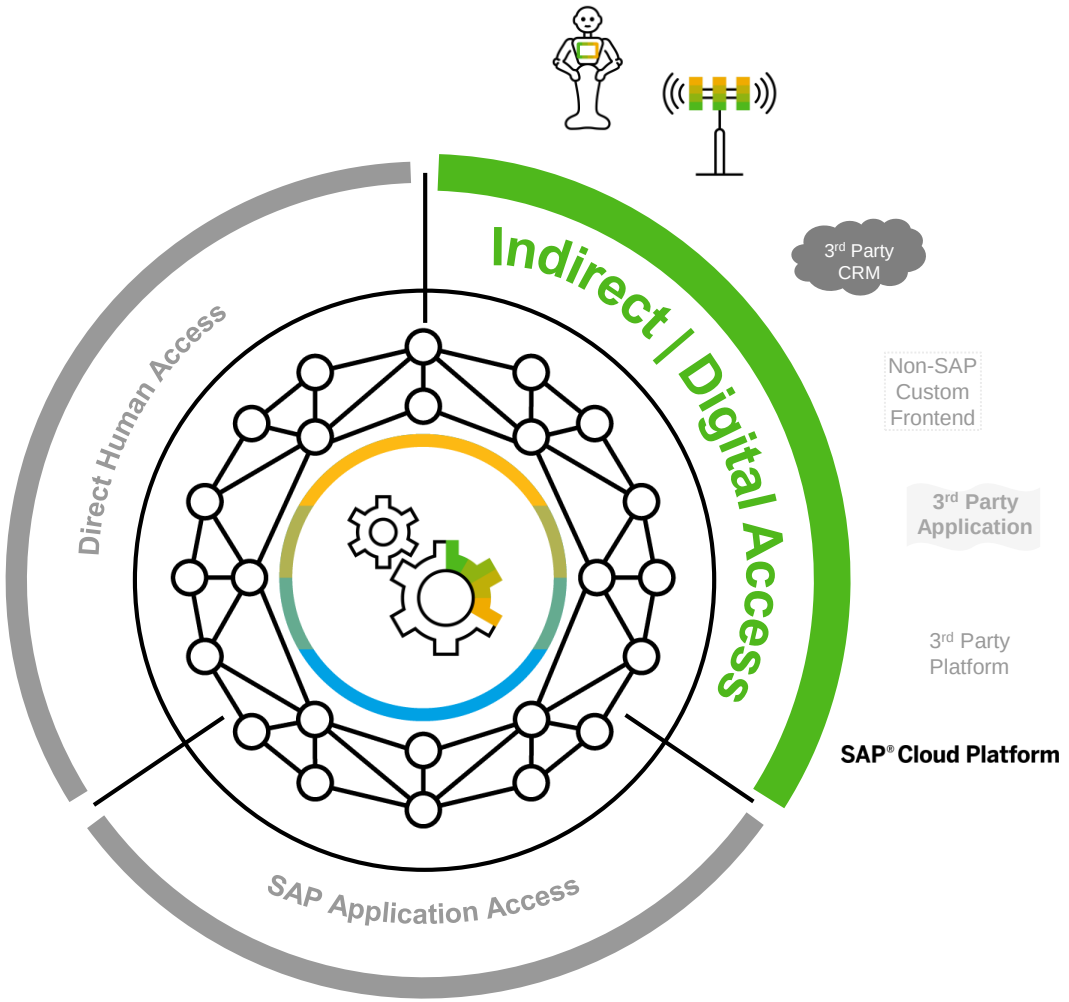
Value of SAP Indirect / Digital Access Outcome Based Pricing



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

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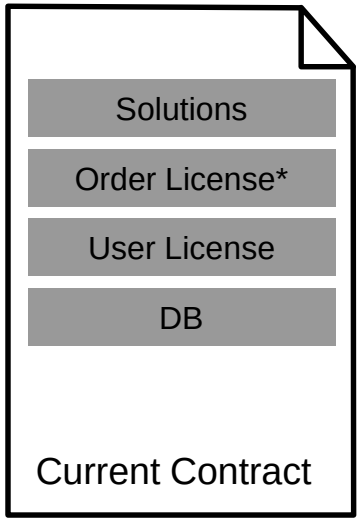
Options for existing SAP ERP customers

Status Quo – Do Nothing

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

Option 1

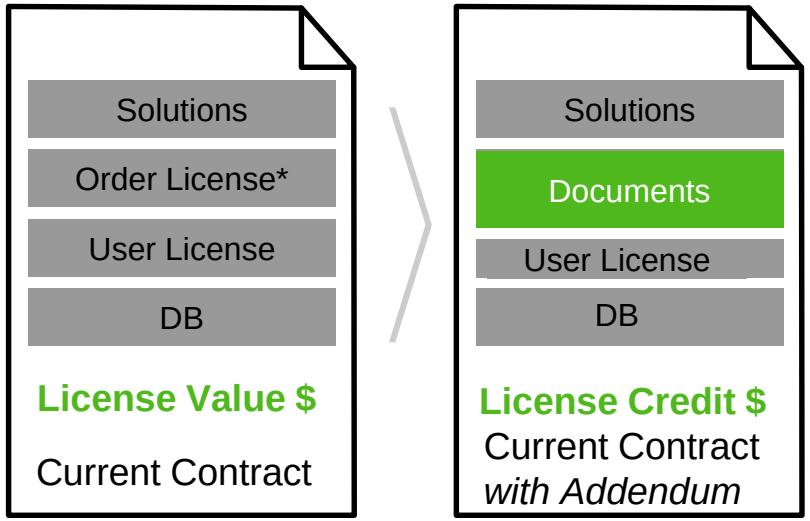


- Continue with current contract. No change.
- Continue to use User and Order* Licenses for all types of use and access
- SAP will waive back-maintenance for indirect access to SAP software for customers who proactively engage with us in good faith

License Exchange

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

Option 2

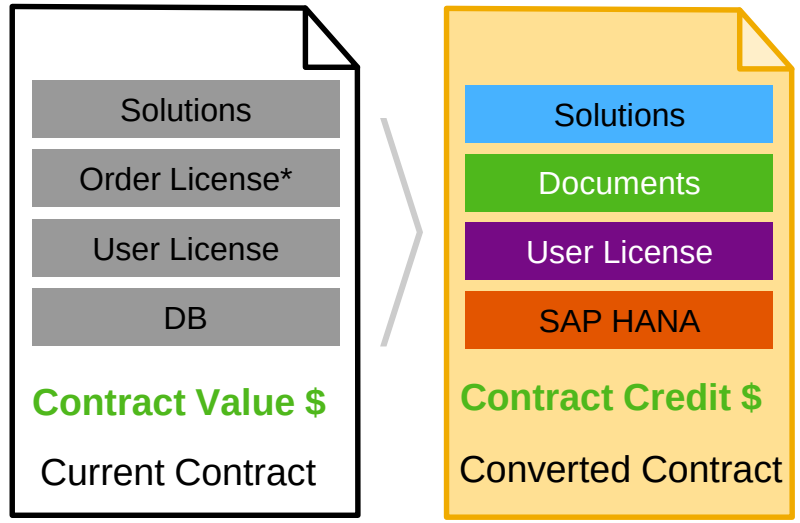


- Continue with current contract with addendum
- Up to 100% credit for User and/or Order license value** applied to new Document license value
- 100% of the maintenance base of the converting licenses is carried forward.
- SAP will waive back-maintenance for indirect access to SAP software for customers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

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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).

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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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