



# Digital Access Adoption Program

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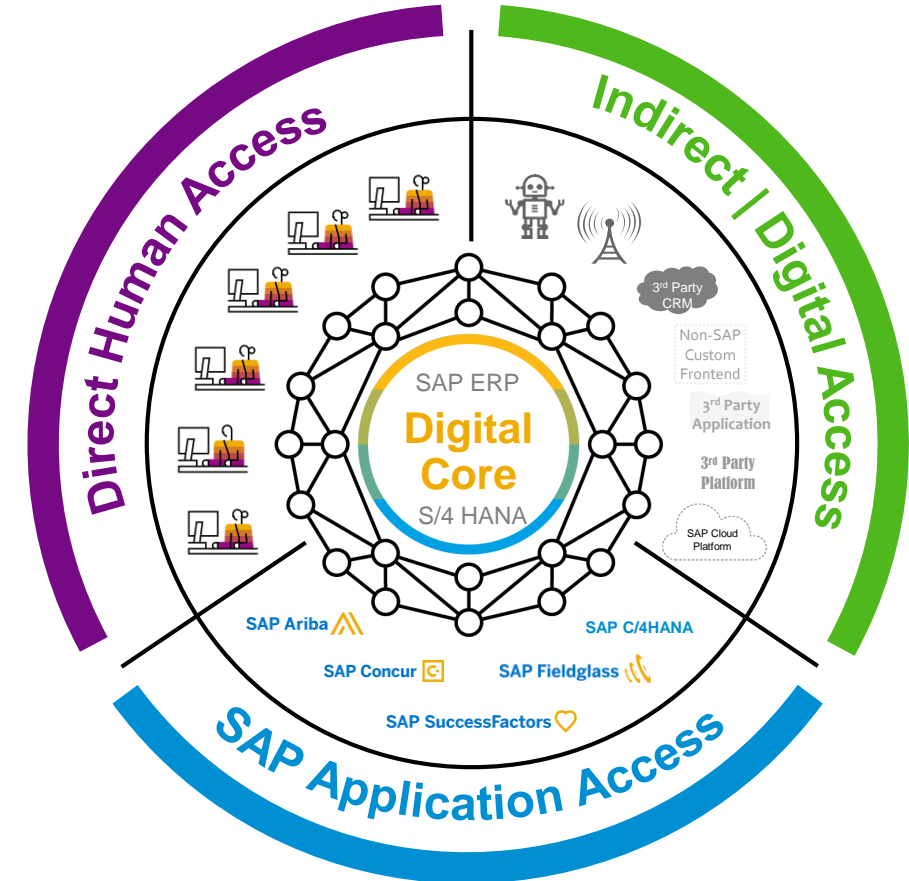


**Indirect Access**  
**Is it relevant for my Company?**

# What is „indirect access“ / „digital access“ all about?

Typically the “use” of SAP products requires a license

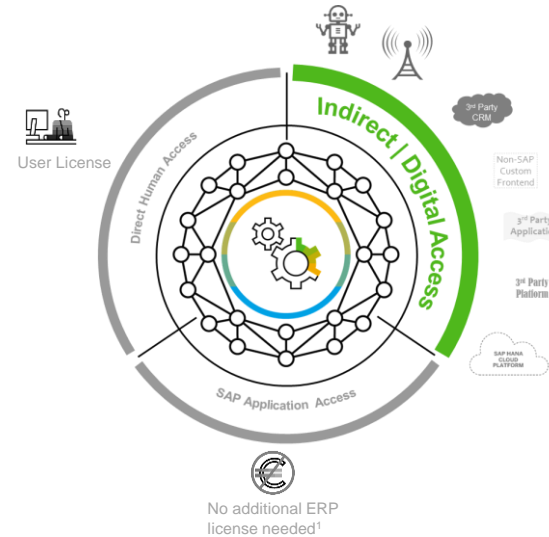
Different types of access can result in use







# Alternatives for Licensing Indirect | Digital Access



## User Based License Model:

- Based on the existing license model all use of SAP is relevant for licensing: Create, Read, Update, Delete
- Many IoT devices connected to SAP might require a Named User license

## Digital Access License Model

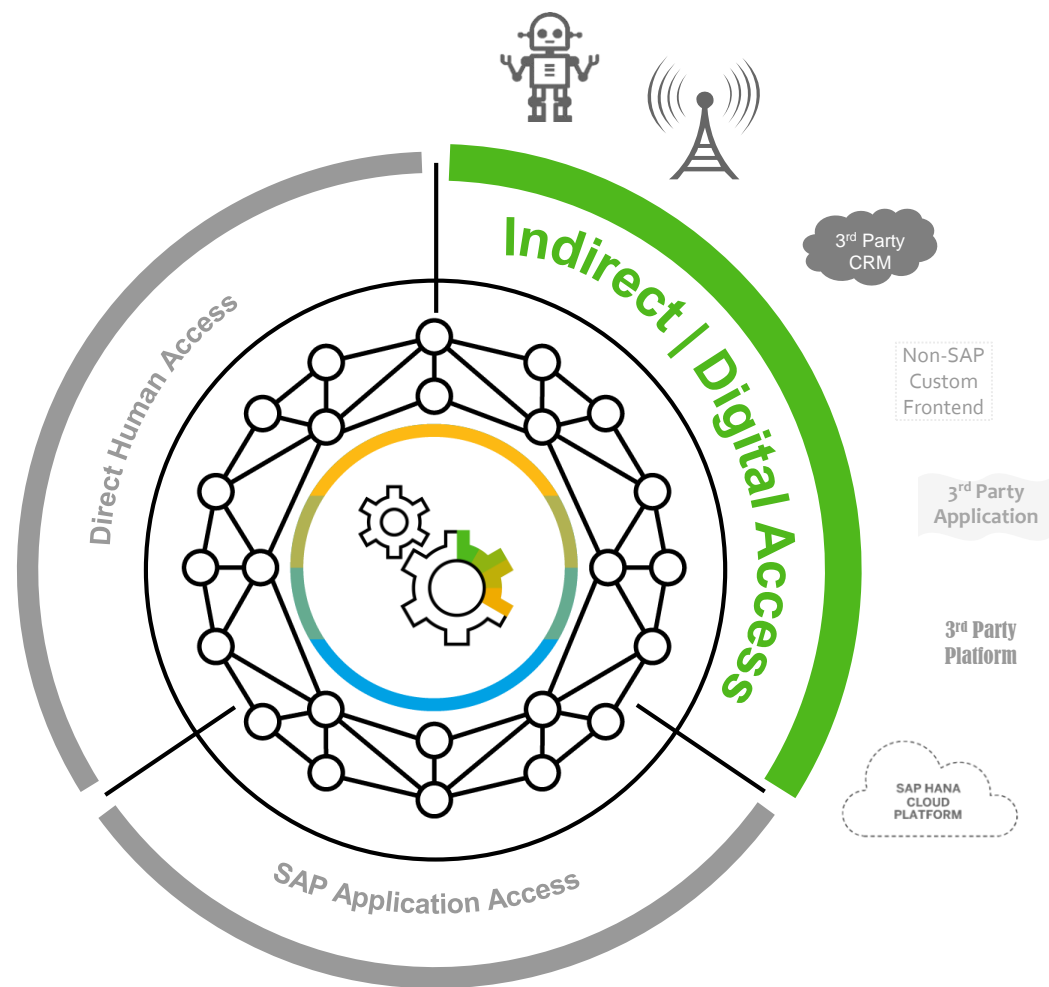
- “Create documents” is the only chargeable use type
  - Limited to “Create” operations
  - Limited to a defined set of “Document Types\*” that get created
- No named user required for IoT devices as their use is covered by the licensed “Documents”


\* 9 Document Types:

Sales Document, Invoice Document, Purchase Document, Service & Maintenance Document, Manufacturing Document, Quality Management Document, Time Management Document, Financial Document, Material Document

# The Digital Access model is outcome-focused

Counts nine system-generated Document Types that address the most valuable business outcomes from ERP



Document Types 	Multiplier
<ul style="list-style-type: none"><li>• Sales Document (counted at line item level)</li><li>• Invoice Document (counted at line item level)</li><li>• Purchase Document (counted at line item level)</li><li>• Service &amp; Maintenance Document</li><li>• Manufacturing Document</li><li>• Quality Management Document</li><li>• Time Management Document</li></ul>	1.0x
<ul style="list-style-type: none"><li>• Financial Document (counted at line item level)</li><li>• Material Document (counted at line item level)</li></ul>	0.2x

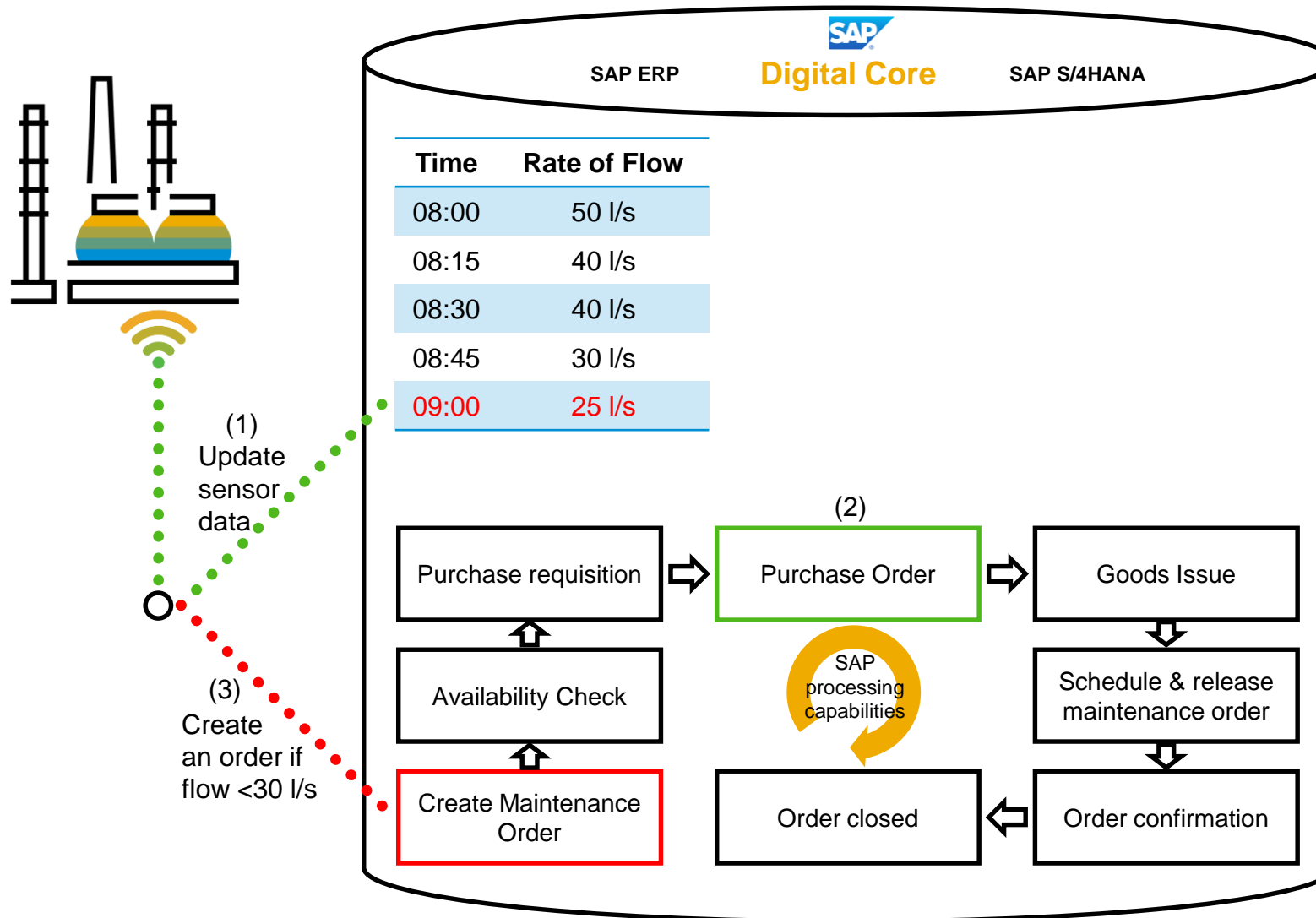
## License Calculation

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

# Digital Access with an IoT Scenario Example



Counted as Digital Access Documents

- CREATED “document” (3)  
(e.g. created maintenance order)

NOT counted as Digital Access Documents

- (1) Sensor updates data
- (2) “Documents” created subsequently within SAP



Digital Access sounds interesting  
How do I find out how many “documents” I create?





# Alternatives to Identify the Required Number of Documents

Documents				
Items (29) <input type="text" value="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 >

## 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
- Requires a minimum Support Package level for sending and receiving SAP systems
- The counting functionality for yourself is shipped earlier than the audit functionality for your annual Basic License Audit.

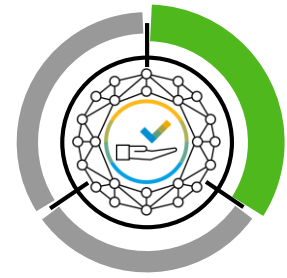
Document Type	Document Item	Σ WF-BATCH	Σ GSSA
Financial Document	Journal Entry Item	0	443
Financial Document		0	443
Invoice Document	Billing Document Line Item	0	0
	Supplier Invoice Line Item	1	55
Invoice Document		1	55
Manufacturing Document	Production Order	0	0
	Process Order	0	0
	Repetitive Manufacturing 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

## Estimation Note (workaround)

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

# The SAP Digital Access Adoption Program (DAAP)

## Step 1 – Measurability\*



### Customer Chooses Measurability Option

\* Customer must have a maintenance agreement to be eligible for Step 1 – Measurement

**(A) Customer & GLAC identify approximate # of documents created by current use**

- OR -

**(B) Customer implements Support Packages containing SAP Passport tool with support (see [next slide](#)) to identify # of documents created by current use**

- Digital Core customers can leverage an Evaluation Note which allows them to identify the approximate # of documents created by current use.
- GLAC, as trusted advisor, will guide customer through complete process of document estimation.
- This digital access evaluation service is not required, but is optional at customer request.

- Digital Core customers can leverage a functionality called “SAP Passport.”
- SAP Passport is available for all SAP Applications. In some cases customers will need to implement Support Packages to activate this functionality.
- SAP will provide support to assist with the implementation of the Support Packages.



Digital Access sounds interesting  
Is it financially attractive for me?



# The Digital Access model is transformative

Document-based licensing is an important innovation for SAP's customers

## Market Momentum

### ■ Solid Customer Adoption

- >800 customers have adopted Digital Access
- Wide adoption amongst both new and existing
- Customers in all regions

### ■ Third Party Validation

- “Digital Access shows good fit by addressing customer requirements.”

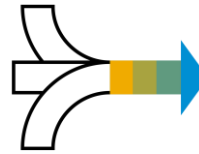
– Simon Kucher &

Partners

- “SAP has chosen to take the lead in a way that challenges the industry and sets SAP on a course to change the game for customer success across the enterprise software industry. “

– Josh Greenbaum,

EAC



## Additional Opportunity for Customer Success

*Digital Access Adoption Program Available May 2019*

### ■ More Clarity Needed

- How do I measure the potential impact of document-based licensing?
- Can I leverage the value of licenses I have purchased in the past to move to the Digital Access model?
- How much will Digital Access cost my organization?

**SUGEN**  
SAP User-Group Executive Network

**ASUG**  
Americas' SAP Users' Group

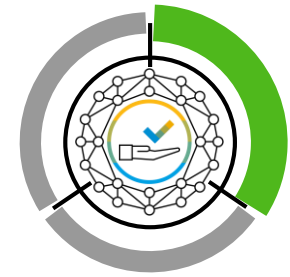
**DSAG** Deutschsprachige  
SAP® Anwendergruppe

**Endorsed by our User Groups, the Digital Access Adoption Program provides greater clarity to our Customers**



# The SAP Digital Access Adoption Program (DAAP)

## Step 2 – Financial Incentive



### Customer Chooses a Financial Incentive Option

**(A) Customer licenses at least 115% of current document use and is charged only for the amount of growth licensed**

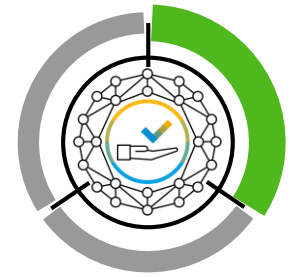
- OR -

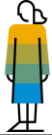


**(B) Customer licenses at least 100% of current document use and receives a 90% discount on Digital Access**

- Customer does **NOT** pay for current document use
  - Customer can choose to license **>15%** growth
  - Customer benefits from the per unit price and standard volume discount based upon the **entire 115% document volume**
  - Standard Volume Discount is **NOT** negotiable, and this offer is ineligible for Special Discounts
  - Digital Access must be license under a **standalone** order form
- 
- Customer must license at least **100%** of current document volume
  - Customer can **combine** purchase of other solutions with Digital Access under the same order form
  - The 90% discount will **ONLY** apply to Digital Access

# The Digital Access model is optional for all customers scenarios

Customers should evaluate options according to their specific needs



Step		 Customer A	 Customer B	 Customer C
1	Customer assess Indirect Access Starting Position	All indirect use already covered by existing licenses	Customer unsure of Indirect Access licensing position >> Consider Digital Access Model	
2	Customer chooses their measurability option	No Action Required	Determine current document use	
3	Customer chooses their Digital Access Adoption Program option		Determine cost of adopting Digital Access Model	
4	Customer identifies any licenses purchased for Indirect use + any eligible shelfware*		Customer works with SAP AE to calculate conversion credit, if applicable	
5	Customer assess the Costs vs Benefits of adopting the Digital Access Model		Zero net cost to adopt Digital Access Model	Reasonable Cost to adopt Digital Access Model
Recommended Customer Action			Adopt Digital Access Model	Adopt Digital Access Model





**With Digital Access**  
**It is easier for me to manage my SAP Software Assets**

# The SAP Digital Access Adoption Program (DAAP)

DAAP\* will be place for one year and is designed to cover “current use”



# 1

## Step 1

**Customer Chooses  
Measurability Option**

(A) Customer & SAP’s Global License Audit and Compliance (GLAC) identify approximate # of documents created by current use

OR

(B) Customer implements Support Packages containing SAP Passport tool with support to identify # of documents created by current use

# 2

## Step 2

**Customer Chooses  
Financial Incentive Option**

(A) Customer licenses at least 115% of current document use and is charged only for the amount of growth\*\*

OR

(B) Customer licenses at least 100% of current document use and receives a 90% discount on Digital Access

**SAP provides programs  
to help protect past  
investments in  
perpetual licenses when  
transitioning to Digital  
Access**

SAP Product  
Level  
Conversions

SAP  
S/4HANA  
Contract  
Conversion

SAP On-Premise  
Extension  
Policy

SAP Cloud  
Extension  
Policy

\*The DAAP is applicable to SAP ERP and SAP S/4HANA, but it is **Not applicable** to SAP S/4HANA Cloud

\*\* Only eligible for Standard Volume Discount. Special Discounts may not be applied.





## With all that SAP wants to...

- ... Enable you achieving and maintaining license compliance
- ... Make it easier for you to get „peace of mind“ on SAP Software Assets
- ... Act in a fair, transparent, and predictable way – be a trusted partner for you