

Indirect Access Guide for SAP Installed Base

This document describes Indirect Access for existing ERP customers following the legacy pricing model.

Licensing 'Use' of SAP ERP systems and Types of Access

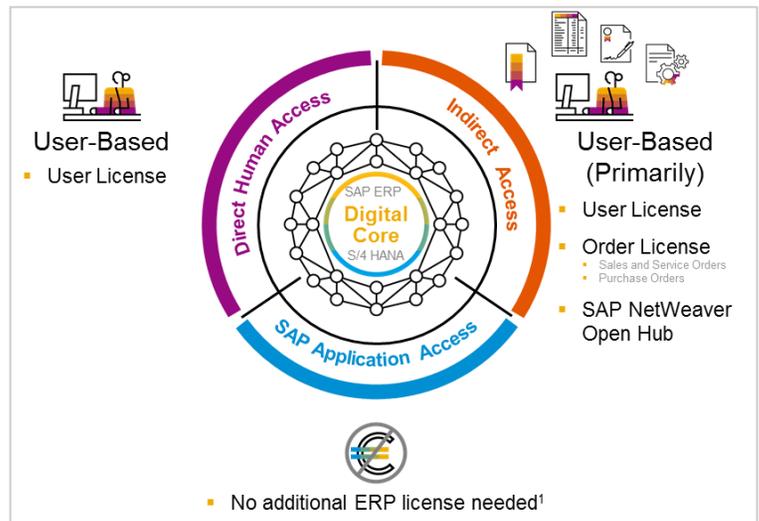
All use² of SAP software, regardless of the method of access, requires an appropriate license. From a licensing perspective, any access to an SAP system is considered use.

SAP has identified **three types of access** to use SAP's enterprise resource management systems (i.e., classic SAP ERP or SAP S/4HANA).

1. **Direct Human Access** occurs when humans log on to use the ERP system by way of an interface delivered with or as a part of the ERP system. Direct Human Access is **licensed based on Users**.

2. **Indirect Access** occurs when humans, or any device or systems indirectly use the ERP system via a non-SAP intermediary software between the users and the SAP ERP system, such as a non-SAP front-end, a custom-solution, or a third-party application. Indirect Access is primarily **licensed based on Users**. Indirect order-to-cash and procure-to-pay scenarios are licensed based on number of **Sales Orders and Purchase Orders** respectively. Some indirect access scenarios do not require licenses such as Indirect Static Read³

3. **SAP Application Access** occurs when humans, or any device or systems indirectly use the SAP ERP system via another licensed SAP application.¹ Provided ERP is otherwise licensed, no additional ERP User license is needed for use resulting from access by properly licensed SAP applications. SAP applications refer to line of business and industry applications (on premise and cloud); it also refers to SAP Solution Extensions. This does not include technology solutions (e.g. database, middleware integration, etc.)



Indirect Access Licensing Misconceptions

There are many misconceptions with respect to the licensing required for indirect access. The proper way to address the most common misconceptions are listed below: (all scenarios listed below require a license)

- **One-way or two-way** – Regardless if a user performs read-only², write-only or read-and-write transactions, all these transactions are considered use and the user must be licensed as named user.
- **Synchronous or asynchronous** – real time or batch transactions that activate processing in the SAP ERP systems are use and must be licensed.
- **More than one intermediate system** - users accessing the SAP ERP system through one or more intermediary systems must be licensed.
- **Access via other technical interface** - use of the SAP ERP system is independent of the technical set-up (e.g. SAP Enterprise Services, SAP Web Services, BAPIs, RFC, Idocs, ABAP code, User Exits, Database link, File interface). It doesn't matter which interface the user uses to activate processes in the SAP ERP, the user needs to be properly licensed.
- **Access via non-SAP application** – If a user is accessing via a third-party application (e.g. Salesforce, Workday, etc.) or custom front end application that triggers SAP ERP processing, the user must be properly licensed.

Common Indirect Access Scenarios & Respective Required Licenses

Following are some business examples that cover common forms of Indirect Access and the type of license needed.

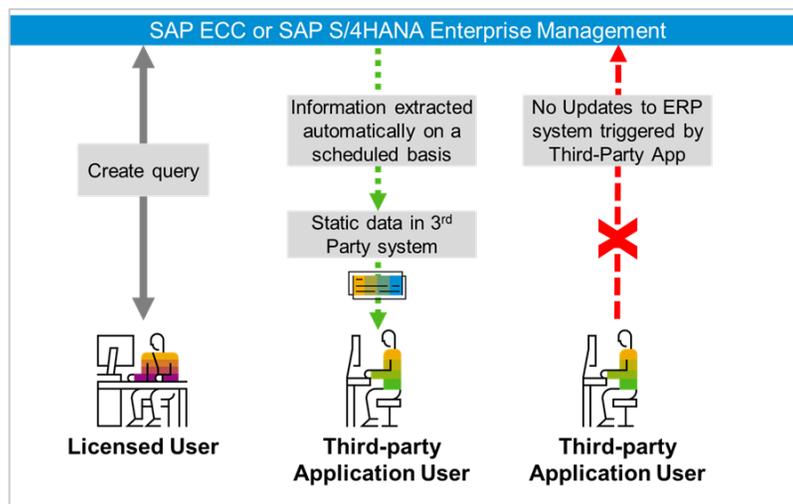
Examples of Indirect Access	Licensing Required
1. Consumer placing order in SAP ERP via a non-SAP online storefront	Sales and Service Order Processing Engine
2. Shop floor employee enters transactions into SAP ERP via a non-SAP warehouse management system	Employee to be licensed as Named User
3. IoT device places orders to SAP ERP	Sales and Service Order Processing Engine
4. Customer's employee views a report (e.g. financial statements, forecasts, etc.) in a non-SAP system, where such data was retrieved/transmitted from SAP BW.	Employee to be licensed as Named User <i>or</i> Customer can license SAP NetWeaver Open Hub
5. Customer's distributor sends orders to SAP ERP via EDI	Sales and Service Order Processing Engine
6. SAP ERP sends purchase order to customer's vendor system for processing	Purchase Order Processing Engine <i>or</i> Vendor's employee to be licensed as Named Users
7. Customer uses XI, PI or PO to integrate a non-SAP CRM to their SAP ERP system to process orders and/or perform other business transactions	Customer must license XI, PI or PO <i>and</i> Employee to be licensed as Named Users
8. Customer uses XI, PI or PO to integrate the SAP ERP system to a non-SAP online storefront which sends orders to SAP ERP	Customer must license XI, PI or PO <i>and</i> Sales and Service Order Processing Engine

¹**SAP Application Access** - no additional license needed provided ERP is otherwise licensed, no additional ERP license is needed for use resulting from access by properly licensed SAP applications

²**SAP's On Premise Contractual Definition of Use** - 'Use' is defined as to activate the processing capabilities of the Software, load, execute, access, employ the Software, or display information resulting from such capabilities. *Use* may occur by way of an interface delivered with or as a part of the Software, a Licensee or third-party interface, or another intermediary system.

³**Indirect Static Read** is a scenario in which information has been exported from an SAP system (excluding SAP Business Warehouse or any third-party runtime database) to a non-SAP system pursuant to a predefined query that meets the criteria listed below. SAP's policy is that the use of such exported data in third-party non-SAP systems does not need to be licensed, as long as all of the criteria listed below for Indirect Static Read are met.

- Was created by an individual licensed to use the SAP ERP system from which the information is being exported
- Runs automatically on a scheduled basis, *and*
- The use of such exported information by the non-SAP systems and/or their users does NOT result in any updates to and/or trigger any processing capabilities of the SAP ERP system



The below table illustrates license scenarios examples to provide general guidance on Indirect Static Read based on the Legacy Pricing Model

Licensee Scenarios	Indirect Static Read?
1. An employee of SAP's customer views reports (e.g. financial statements, forecasts, etc.) in a non-SAP system, where such data was retrieved/transmitted from the SAP ERP system, prior to the employee accessing it.	Yes*
2. A licensed employee of SAP's customer downloads information from SAP ERP to a third-party software system, so others can view this information in the 3rd party software.	Yes*
3. An individual (not licensed to access SAP ERP) adds information to a predefined query, specifying a particular attribute to be included in such query, which was created by an individual licensed to access SAP ERP, which was set-up to run on an automated, regular basis.	No
4. Customers of SAP's customer view a product catalog on a portal built on and operating on the SAP Cloud Platform, where product and pricing information originating from an SAP ERP and/or SAP S/4HANA system was transmitted to the portal prior to the individual accessing the portal.	Yes*
5. An employee of SAP's customer views his customer's master data in a table within a third-party application, where such information originated in SAP ERP and was downloaded to third-party application prior to the employee accessing it.	Yes*
6. An employee of SAP's customer views his customer's order status via third-party application, where such information originated in SAP ERP and was loaded from SAP in direct response to the employee's inquiry.	No
7. A sales associate of SAP's customer checks inventory status in a custom-built inventory system, where such information originated in SAP ERP and was downloaded from SAP ERP in direct response to the inquiry.	No
8. An employee of SAP's customer accesses a third-party data analysis tool to sort, filter and analyze data that was transmitted from an SAP application prior to the employee accessing the third-party tool.	Yes*
9. An employee of SAP's customer accesses a third-party application to sort data that was transferred from an SAP application prior to the employee accessing the third-party tool and this employee subsequently initiates a transaction within the third-party application, which in turn triggers the updating of information in an SAP Application.	No
10. Customers of SAP's customer or a sales associate of SAP's customer accesses a custom portal which is built on and operating on the SAP Cloud Platform where information such as product inventory or customer data which originated in an SAP ERP system was transmitted from SAP in direct response to the inquiry from such individual.	No
11. An employee of SAP's customer accesses a third-party application to view a report which has been downloaded from SAP Business Warehouse.	No
12. Data stored in the SAP system is transferred to a third-party planning and consolidation application prior to an employee viewing and processing the data in the third-party application.	Yes*
13. Data is aggregated and calculated in the SAP ERP system (e.g. creation of a P&L, summary records per account), transferred to a third-party planning and consolidation application prior to an employee viewing and processing the data in the third-party application.	Yes*
14. Data stored in the SAP ERP is transferred to a third-party planning and consolidation application, then it is viewed and processed in that application by employees. Subsequently, the results are transferred back to the SAP application (e.g. planning results are entered, correction postings based on consolidation are booked).	No

*Note: Scenario is Indirect Static Read as long as all of the conditions outlined above are met.

This document is general guidance for existing SAP ERP customers (ECC and SAP S/4HANA) with contracts based on SAP pricing policies prior to April 10, 2018.

On April 10, 2018, SAP introduced new outcome based ERP pricing for the digital age. This new pricing model accounts for all forms of Indirect | Digital access including access from IoT devices and bots.

For additional information please refer to the ERP Pricing for the Digital Age collateral, or contact your SAP Account Executive.

This document is for informational purposes only, and provides general guidelines regarding SAP's pricing models and policies as of April 2018. It is provided without representation or warranty of any kind, and SAP or its affiliated companies shall not be liable for errors or omissions with respect to the materials. This document shall not be incorporated into any contract and does not constitute a contract, an agreement or commitment to any specific terms, or an amendment or supplement to a customer's contract. Policies and this document are subject to change without notice. Should a customer have questions, they should engage their SAP Account Executive. Pricing models and policies, and changes thereto, and any referenced contract terms are intended to provide a consistent, globally-applied filter to the licensing discussion. However, a customer's situation or contract terms may be different, and must be evaluated under their specific SAP contract. SAP reserves the right to revise its policies from time to time.

This document may not be reproduced in any manner without the express written permission of SAP SE. All Rights Reserved.

www.sap.com/contactsap

© 2018 SAP SE or an SAP affiliate company. All rights reserved.

No part of this publication may be reproduced or transmitted in any form or for any purpose without the express permission of SAP SE or an SAP affiliate company.

The information contained herein may be changed without prior notice. Some software products marketed by SAP SE and its distributors contain proprietary software components of other software vendors. National product specifications may vary.

These materials are provided by SAP SE or an SAP affiliate company for informational purposes only, without representation or warranty of any kind, and SAP or its affiliated companies shall not be liable for errors or omissions with respect to the materials. The only warranties for SAP or SAP affiliate company products and services are those that are set forth in the express warranty statements accompanying such products and services, if any. Nothing herein should be construed as constituting an additional warranty.

In particular, SAP SE or its affiliated companies have no obligation to pursue any course of business outlined in this document or any related presentation, or to develop or release any functionality mentioned therein. This document, or any related presentation, and SAP SE's or its affiliated companies' strategy and possible future developments, products, and/or platform directions and functionality are all subject to change and may be changed by SAP SE or its affiliated companies at any time for any reason without notice. The information in this document is not a commitment, promise, or legal obligation to deliver any material, code, or functionality. All forward-looking statements are subject to various risks and uncertainties that could cause actual results to differ materially from expectations. Readers are cautioned not to place undue reliance on these forward-looking statements, and they should not be relied upon in making purchasing decisions.

SAP and other SAP products and services mentioned herein as well as their respective logos are trademarks or registered trademarks of SAP SE (or an SAP affiliate company) in Germany and other countries. All other product and service names mentioned are the trademarks of their respective companies. See <http://www.sap.com/corporate-en/legal/copyright/index.epx> for additional trademark information and notices.