

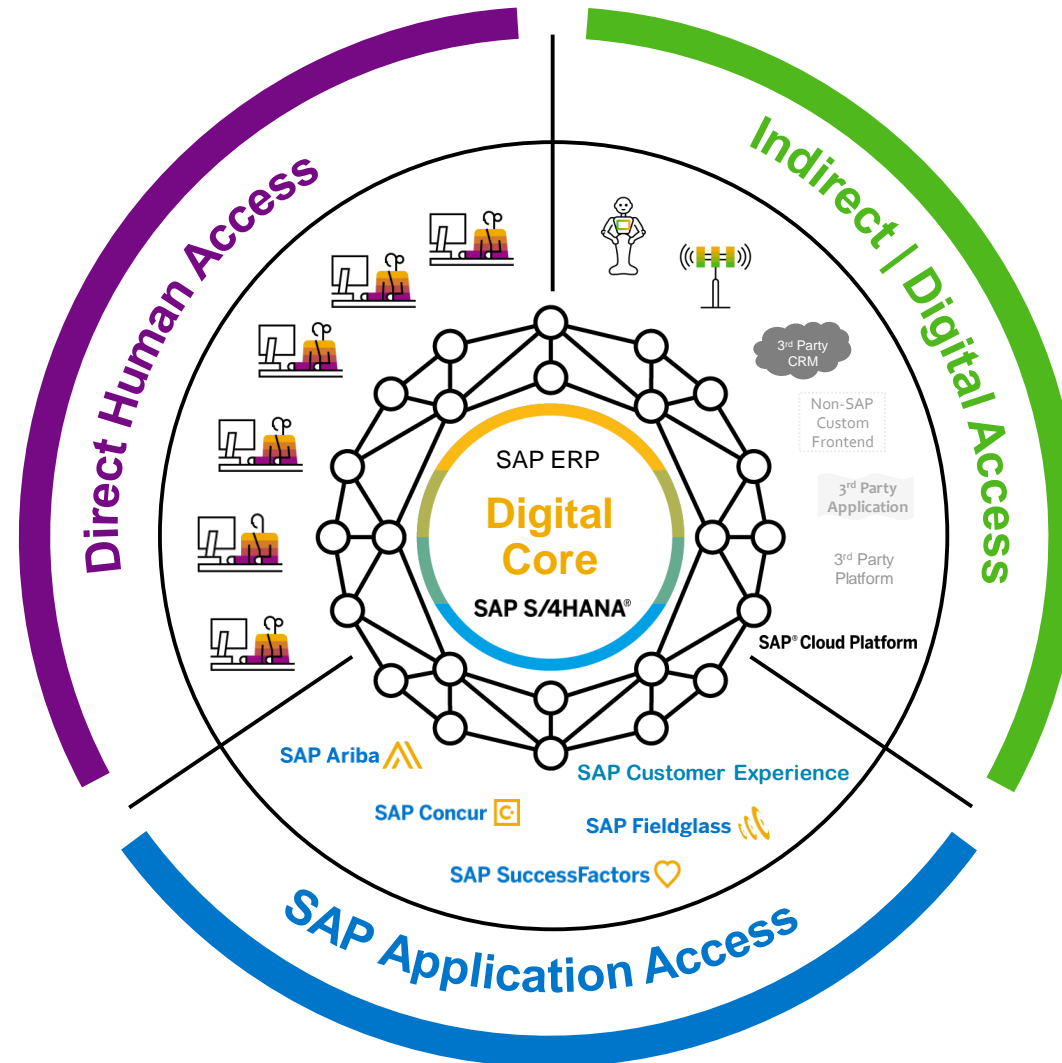
# Mitos y Realidades de SAP Digital Access

Marzo 2020

PUBLIC

# Use of ERP and types of access

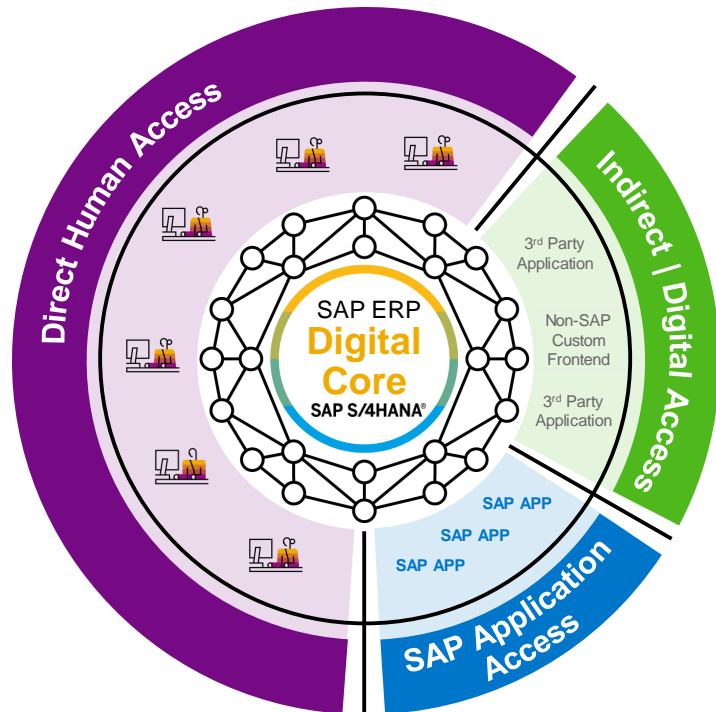
One definition of use and three types of access



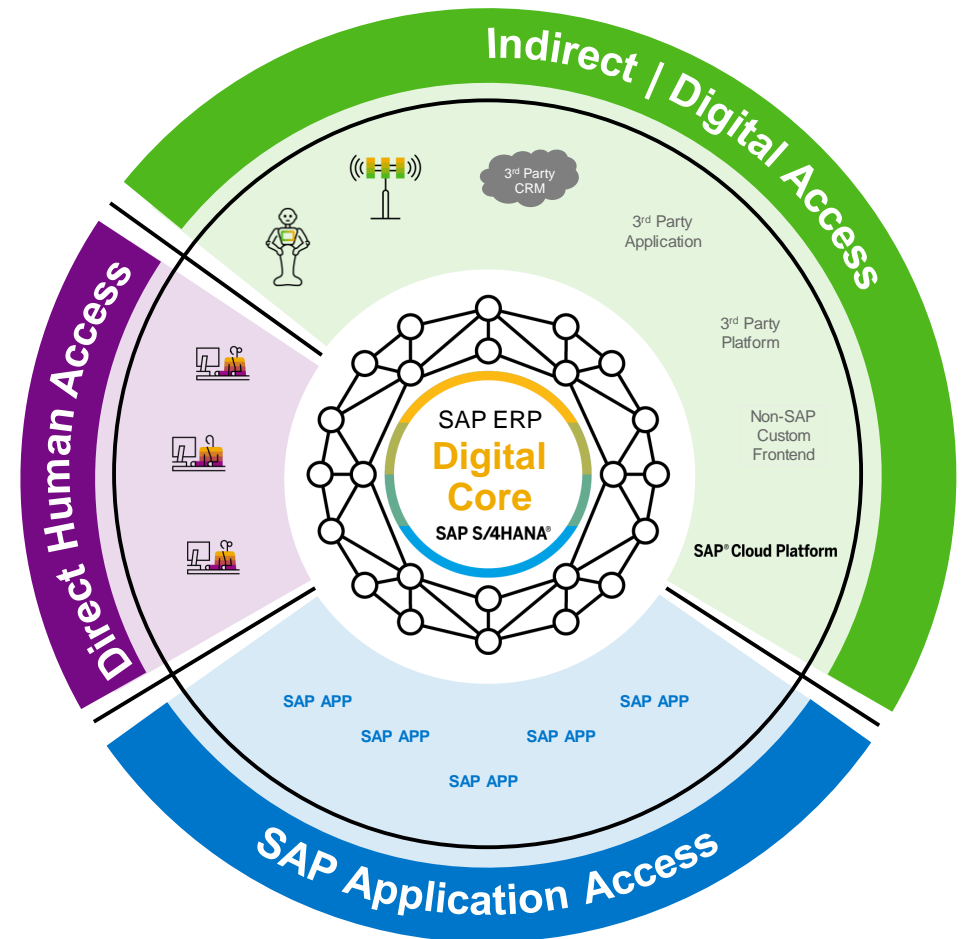
# Technology landscape is evolving and so is the way customers access ERP

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

ERP Use in 20<sup>th</sup> Century

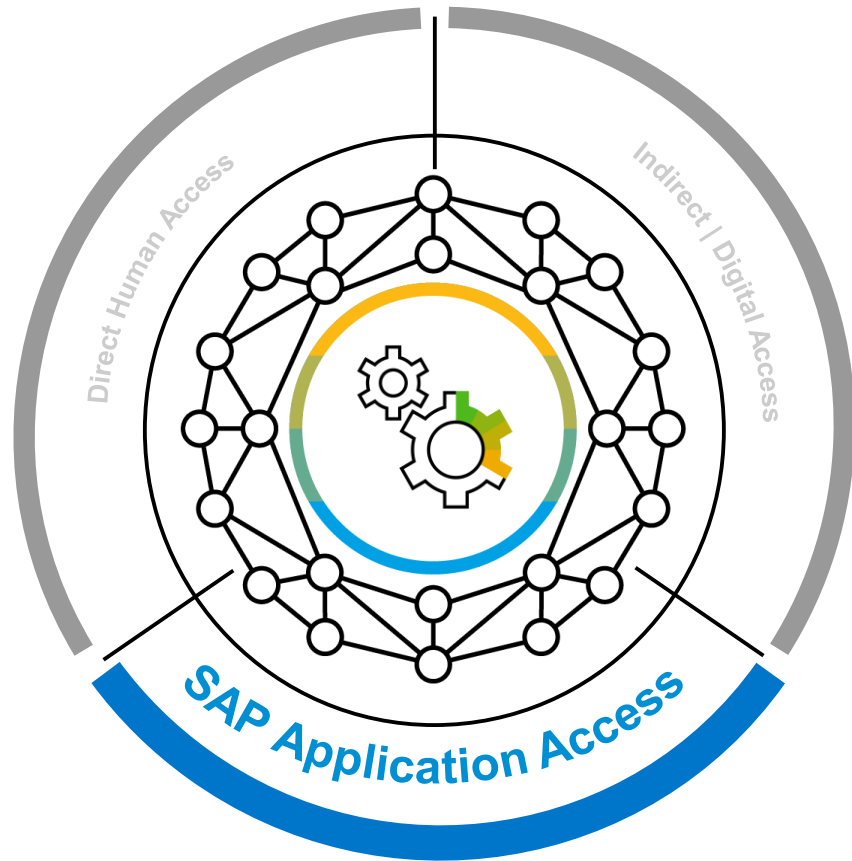


ERP Use in 21<sup>st</sup> Century



# 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.

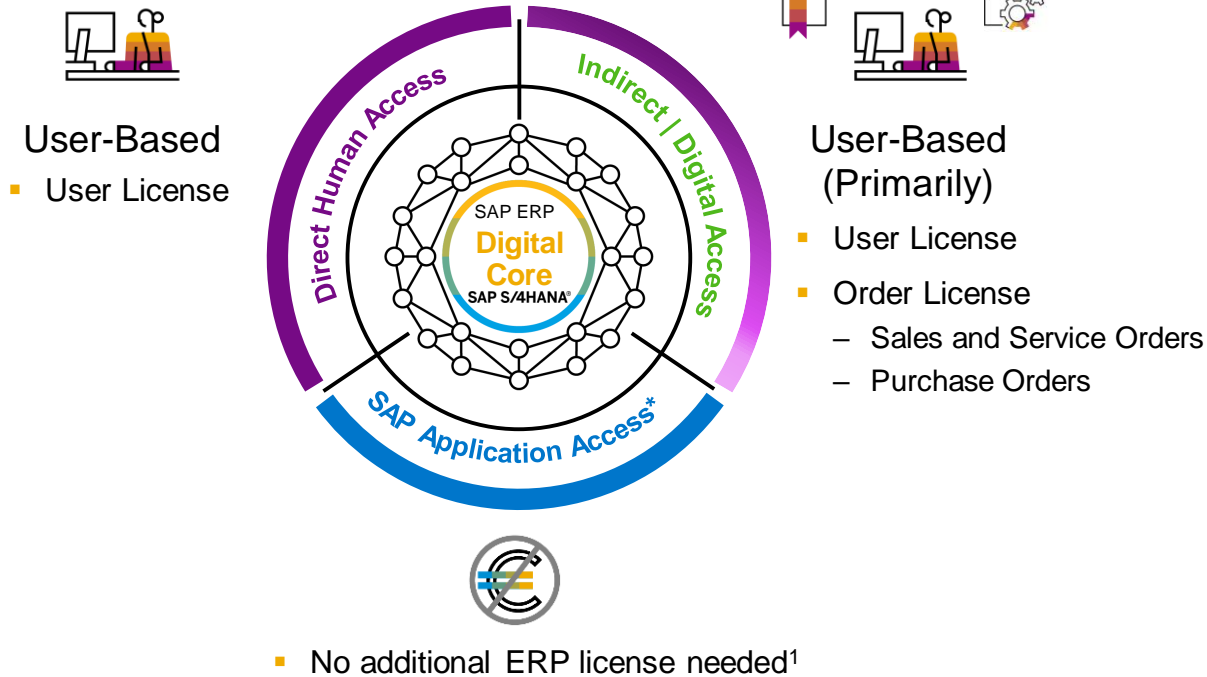
**SAP Application Access** does not require any additional ERP licenses provided (1) ERP is otherwise licensed, and (2) use of ERP results from access by properly licensed SAP applications.

“**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.

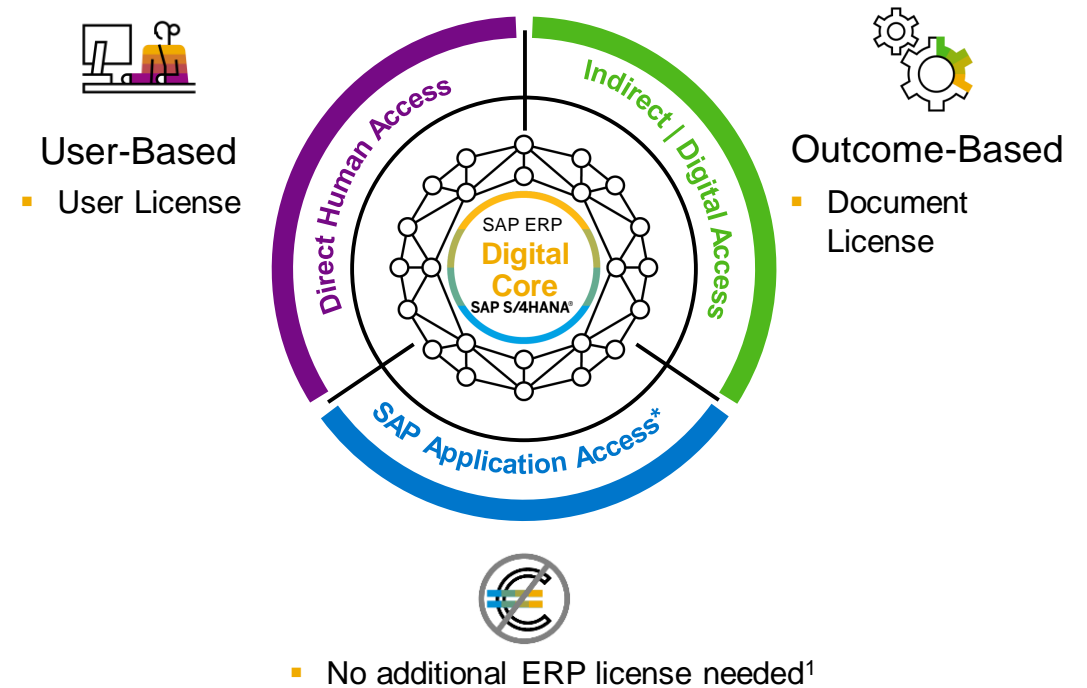
# SAP is modernizing ERP pricing

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

## Legacy Model



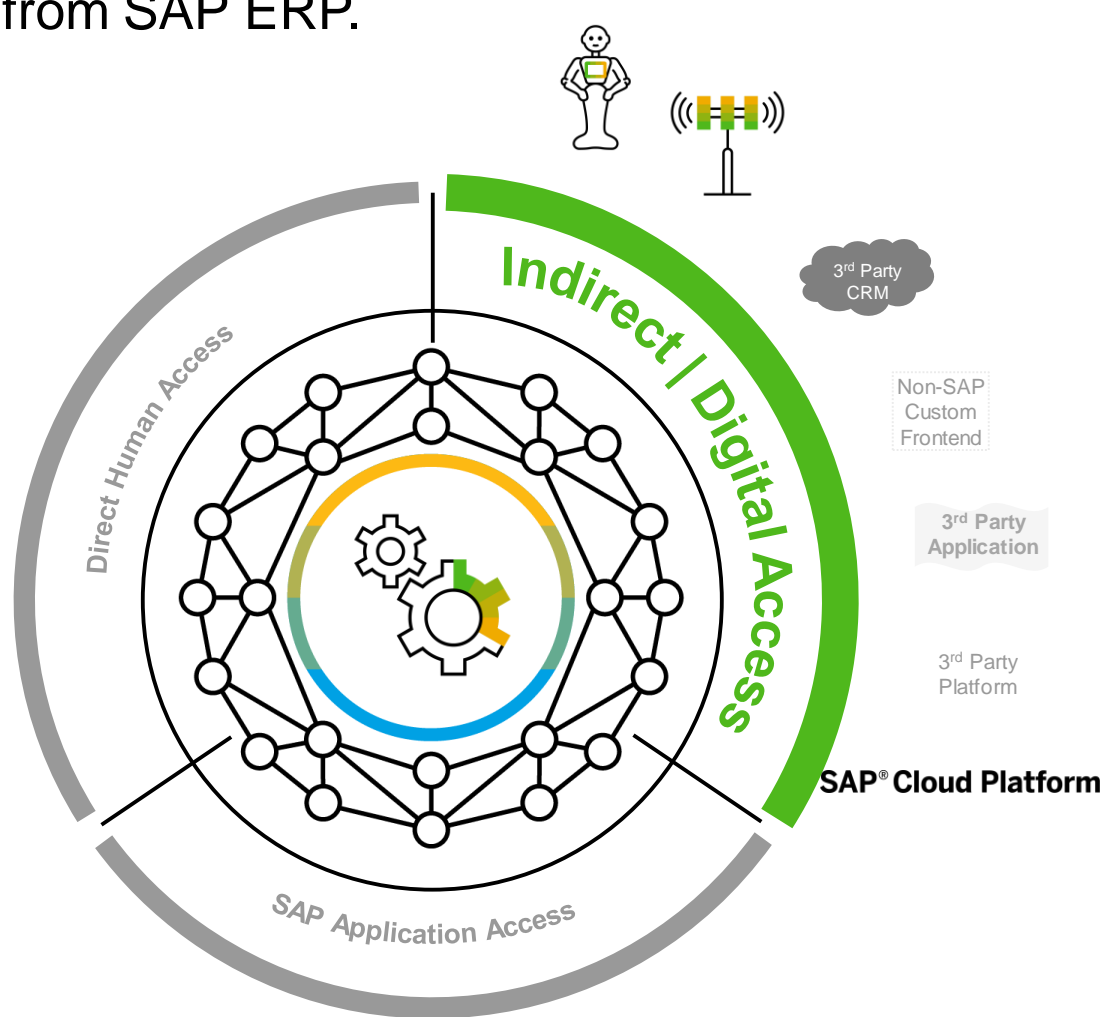
## New Model Available April 2018 Onwards



<sup>1</sup>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.

# 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

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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 Billing Document Request 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 Defect: 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: CATS; S/4HANA Cloud: Timesheet Remuneration, Absence, Attendance, Substitution On-Premise only (not in SAP S/4HANA Cloud)

# Escenario de Ejemplo

Modelo de Licenciamiento

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

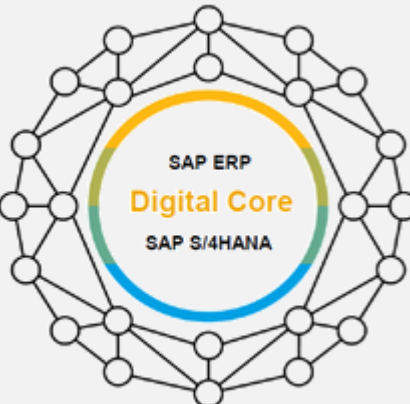
**License Calculation**


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*

Escenario del Cliente



Read pricing information →  3rd Party Sales App

Create sales order line item ←  3rd Party Producción System

FI and CO transactions ←  3rd Party Capture Time System

Time sheet record ←

Tipo	Doc Anuales	Line Items	Total	Multi-plier	DA
Lectura de Precios	1.000	1	1.000	0	0
Creación Orden de Venta	10.000	5	50.000	1.0	50.000
Creación Documentos FI	20.000	2	40.000	0.2	8.000
Creación Registros de Tiempo	100.000	N/A	100.000	1.0	100.000
					<b>158.000</b>

La lectura de documentos no se cuenta en Digital Access

Multiplicador 1.0 al tratarse de Sales Document

Multiplicador 0.2 al tratarse de Financial Document

Multiplicador 1.0 al tratarse de Time Management Document

**Total de Documentos a licenciar en Digital Access**



# SAP Digital Access Evaluation Service

## Process Flow



SAP Support Portal Home / My Support / Systems & Installations / System Measurement

Digital Access Evaluation Service

Overview Details Process Flow Request Form

**REQUEST**

- Customer issues a service request via request form

**PREPARE**

- SAP schedules a preparation call to align on the service delivery process:
  - timeline
  - delivery approach
  - service deliverables
- Customer implements the evaluation note

**EXECUTE**

- Customer runs the evaluation note and shares initial results with SAP
- SAP schedules a meeting to jointly verify the results based on the technical scenarios

**REPORT**

- SAP provides an evaluation report including all steps, parameters and approaches that were used to get to the results

# SAP Digital Access Evaluation Service

## Request Form

<https://support.sap.com/en/my-support/systems-installations/system-measurement/digital-access-evaluation-service.html>



### Request Form SAP Digital Access Evaluation Service

Company Name:

SAP Customer Number:

Requestor's Name:

Requestor's E-Mail Address:

Requestor's Phone Number:

#### Requestor's Role in the company:

- |   |  |
|---|--|
| <input type="checkbox"/> CIO                  | <input type="checkbox"/> IT / System Landscape Architect |
| <input type="checkbox"/> IT Department        | <input type="checkbox"/> Other <input type="text"/>      |
| <input type="checkbox"/> Financial Department | <input type="text"/>                                     |

#### What do you know about SAP Digital Access?

- I do not know anything about SAP Digital Access and whether it is applicable for our company
- I know about SAP Digital Access (basic knowledge) but want to know if it is applicable for our company
- I have basic knowledge but do not know how to implement, execute and analyze the SAP Digital Access estimation note
- I have implemented the SAP Digital Access estimation note(s) ([Note 2644139](#) - Digital Access: Tool for SAP ERP/ECC) & [Note 2644172](#) - Digital Access: Tool for SAP S/4HANA) and would like to understand the

**Gracias!**