



Virtual Customer COE Event

RISE with SAP S/4HANA Cloud: **Licensing Overview**

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October, 5th 2021



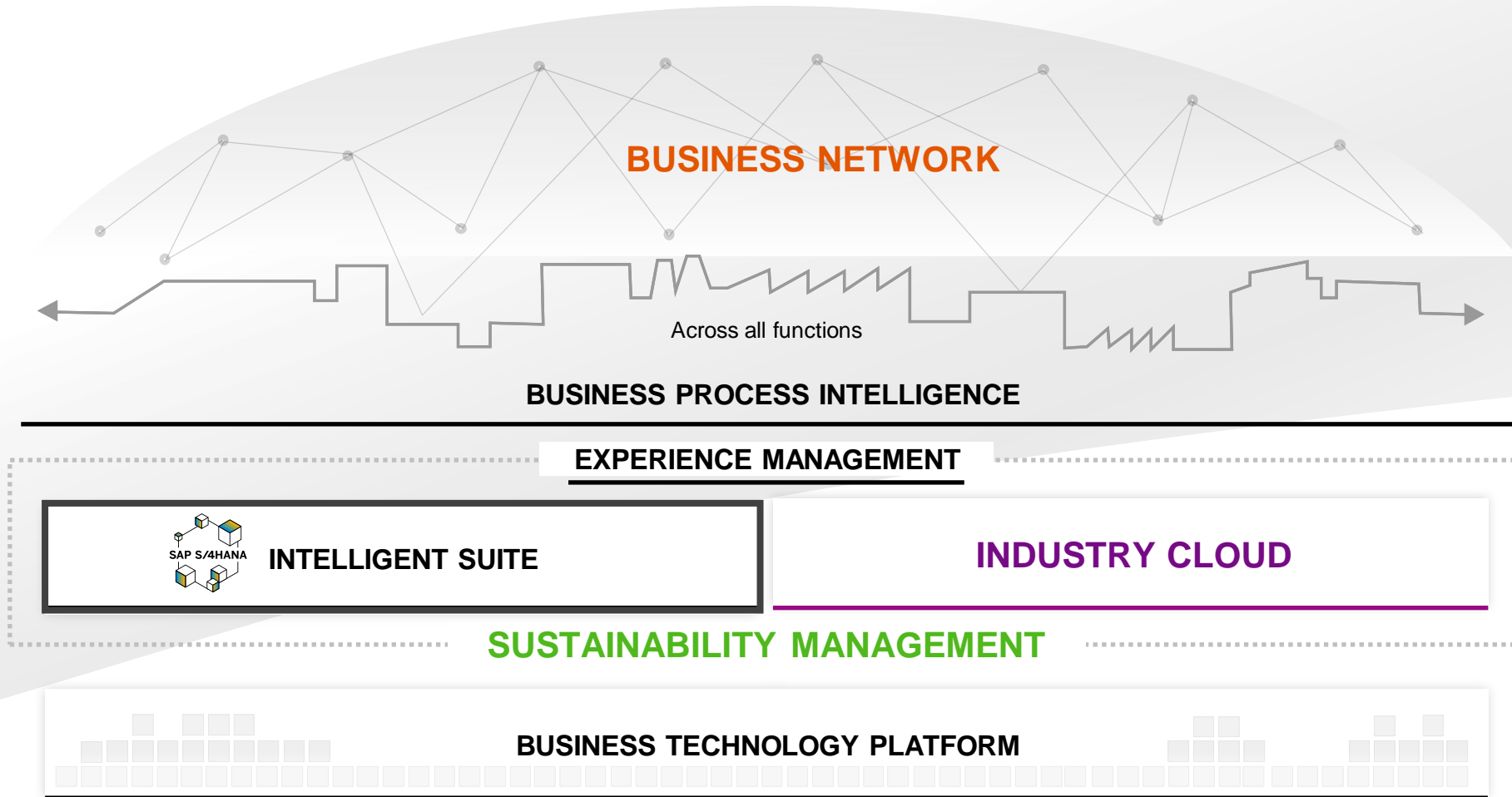
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SAP's Vision for Our Customers: Run as an Intelligent Enterprise









Building YOUR Intelligent Enterprise

**RISE
WITH
SAP**

Business
Transformation
as a Service

**Comprehensive, intelligent,
customer-specific offering**





Offering components

-  SAP Business Process Intelligence Discovery Reports
-  SAP Business Technology Platform CPEA Credits
-  SAP Business Network Starter Package
-  Custom Code Analyzer, Readiness Check, Learning Hub
-  SAP S/4 HANA with Deployment Model of Choice (Public or Private)
-  On Infrastructure Provider of Choice*

Optional components

Additional services provided by SAP Partners



-  Analyze how processes perform, get tailored recommendations, and benchmark against industry standards.
-  Complement, extend and integrate with SAP, partner, or third-party solutions using the same data model and business services as SAP applications.
-  Digitize collaboration with all of your trading partners.
-  Tools and services from SAP to support your whole journey that can be augmented by SAP's strong ecosystem

ONE Offer

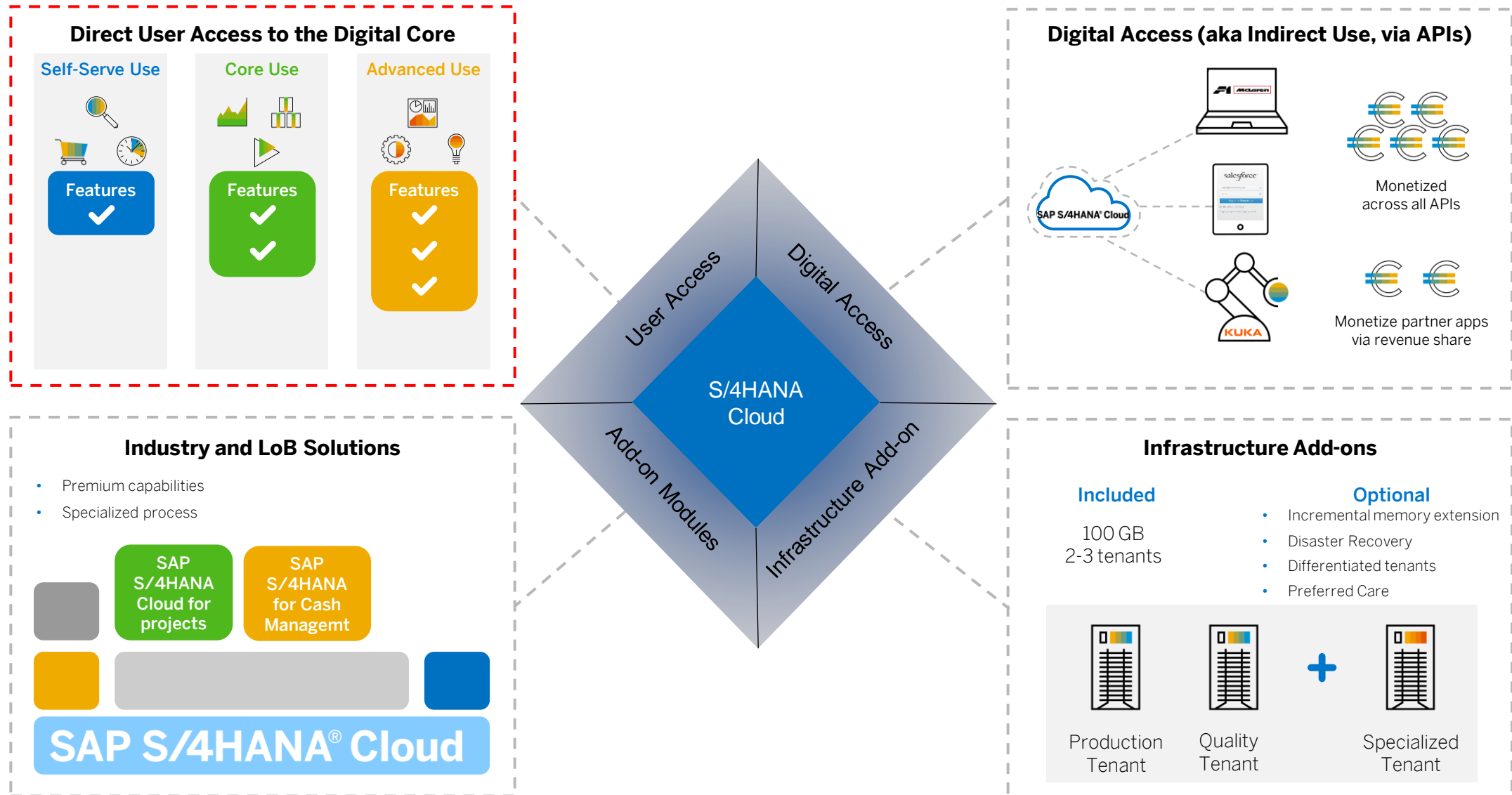
ONE Contract**

Unmatched TCO

*MS Embrace Terms Apply

** One Contract refers to RISE with SAP offer. Second Contract with Partner for Services or Add On Packages if applicable

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



Licensing user access to the digital core via full usage equivalents

Rise with SAP S/4HANA Cloud Licensing

Full Usage Equivalents

- All SAP S/4HANA Cloud use types can be purchased by one license material: **Rise with SAP S/4HANA Cloud**
- This license material has the metric Full Usage Equivalents (FUE)
- One unit of **Rise with SAP S/4HANA Cloud** i.e. one FUE can be allocated to different use types with a specific weighting factor
- Customer can re-allocate their users to avoid shelf-ware during their life-cycle



Rise with SAP S/4HANA Cloud use types

Weighting factor	Use Type
0,5	SAP S/4HANA Cloud, Developer Access
1	SAP S/4HANA Cloud for advanced use
5	SAP S/4HANA Cloud for core use
30	SAP S/4HANA Cloud for self-service use

Minimum Purchase

- RISE with SAP S/4HANA Cloud: **35 FUEs**
- RISE with SAP S/4HANA Cloud + Experience Management : **500 FUEs**
- RISE with SAP S/4HANA Cloud, private edition: **40 FUEs**
- SAP ERP, private cloud edition: **40 FUEs**

Example

How to allocate FUEs to different use types:

40 SAP S/4HANA Cloud for advanced use	= 40 FUE
75 SAP S/4HANA Cloud for core use	= 15 FUE
270 SAP S/4HANA Cloud for self-service use	= 9 FUE
<hr/>	
SUM	= 64 FUE

Capabilities per Use Type

Rise with SAP S/4HANA Cloud Licensing

Color Code

Minimum use type for capability in this LoB

The more expensive use type always **includes the capabilities of the cheaper use type**: the use type SAP S/4HANA Cloud for advanced use includes the capabilities SAP S/4HANA Cloud for core use; the use type license SAP S/4HANA Cloud for core use includes the capabilities of SAP S/4HANA Cloud for self-service use.

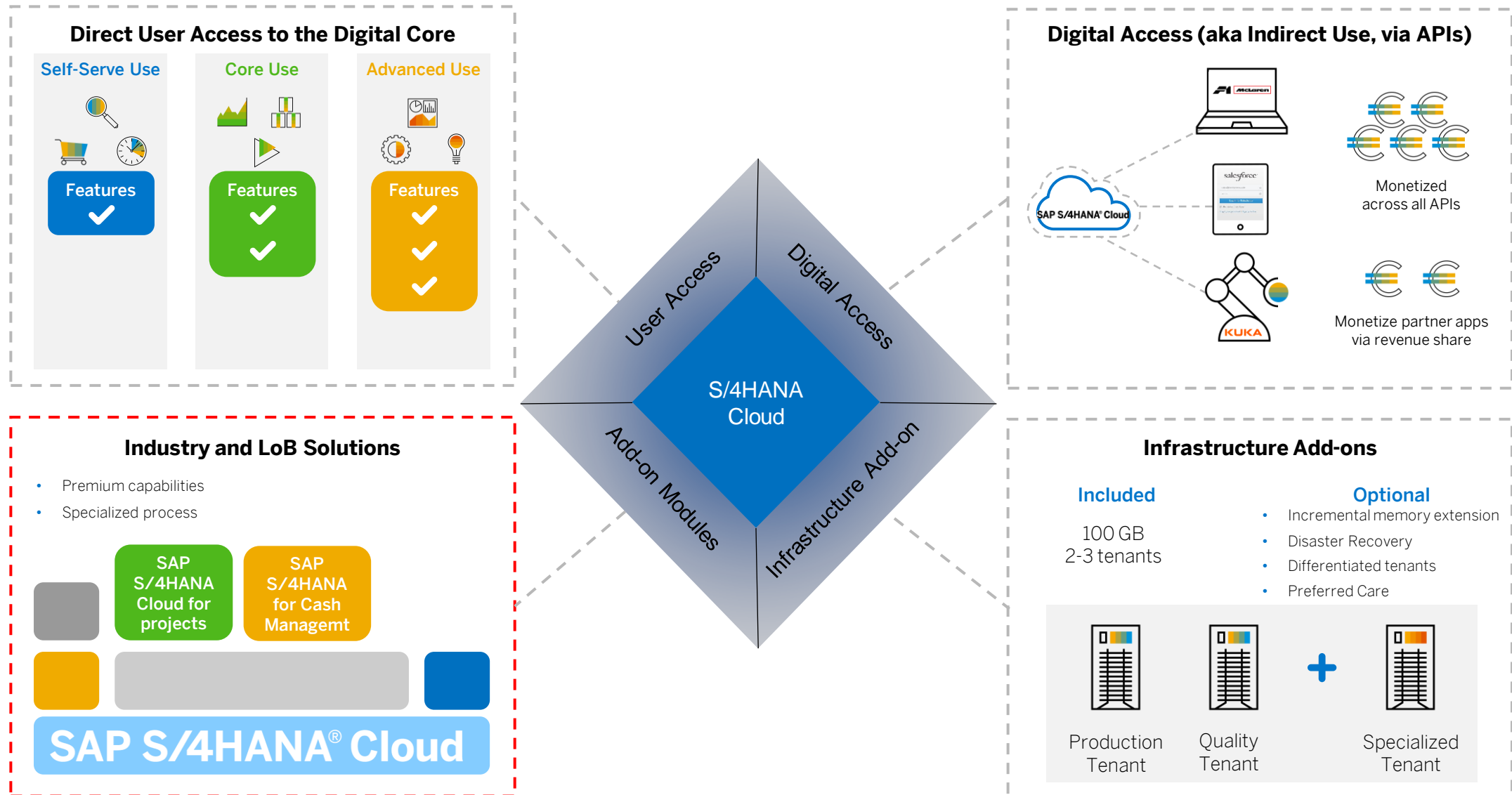
Each license includes **Display Rights** i.e. the right to display/view all transactional data and all master data in the S/4HANA system.

Master Data Maintenance for all areas is covered by **SAP S/4HANA Cloud for core use** and by SAP S/4HANA Cloud for advanced use.

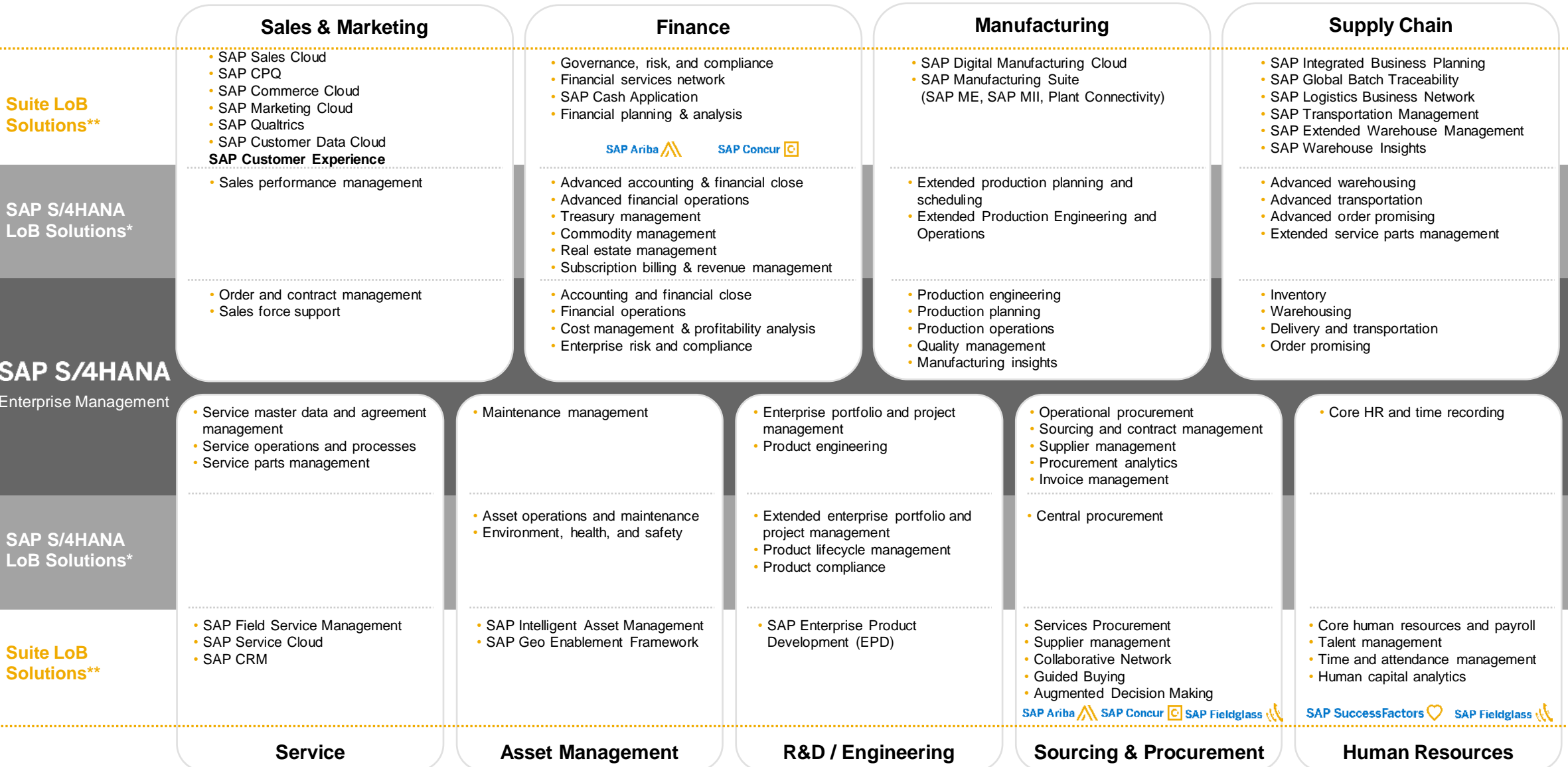
Legally binding use type definition in: [SAP S/4HANA Cloud Use Service Description](#)

	SAP S/4HANA Cloud for self-service use	SAP S/4HANA Cloud for core use	SAP S/4HANA Cloud for advanced use
Asset Management	Maintenance Execution	All	All
Finance	None	None	All
HR	Organizational Management* Time Sheet	Organizational Management* Time Sheet	All
Manufacturing	Material Requirements Planning Production Control Production Execution	All	All
R&D / Engineering	None	All	All
Sales	None	All	All
Service	None	All	All
Sourcing & Procurement	Self-Service Requisitioning	Self-Service Requisitioning	All
Supply Chain	Available to Promise Batch Management Delivery Management Goods Movements Handling Unit Management Physical Inventory Serial Number Management Transportation Management Warehouse Management Empties Management	All	All

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



Rise with SAP S/4HANA Cloud - Business Area Overview



Example: Installed Base ERP Customer Conversion

Customer Scenario

Material	Price List Item
7003012	SAP Professional User
7017377	SAP Project User
7017378	SAP Worker User
7003016	SAP Employee Self-Service User
ERP_PACKAGE	SAP ERP Foundation Starter
7016968	SAP Treasury and Risk Management
7018508	SAP Receivables Management
7019231	SAP Sales and Service Order Execution for B2B & B2C
XXX	3 party DB runtime (purchased from SAP)

SmartManu is a manufacturing company - highly specialized with customers in multiple countries with 8 b€ revenue and 9500 employees. Although the majority of the employees work in production SmartManu has a strong R&D unit. Their employees in finance ensure proper accounting and management of financial risks.




As a happy SAP customer they now want to prepare for the digital age by converting their classic ECC on any database system to S/4HANA. They plan to move to a hybrid landscape where their main S/4HANA system still runs on premise, but they plan to move several of their subsidiaries to the cloud.

Please see their current existing BoM on the left side of this slide.

On the next slide you see how a corresponding S/4HANA BoM will look with Rise with SAP S/4HANA Cloud.

Example: Cloud Extension into RISE with SAP S/4HANA Cloud

Example Bill of Materials*

Existing Bill of Materials			New Bill of Materials		Comment
7003012	SAP Professional User		8010836	Rise with SAP S/4HANA Cloud	Rise with S/4HANA Cloud licenses for core scope. Metric is Full Usage Equivalents. HANA Database use rights are included.
7017377	SAP Project User				
7017378	SAP Worker User				
7003015	SAP Employee User				
ERP_PACKAGE	SAP ERP Foundation Starter				
<hr/>					
7016968	SAP Treasury and Risk Management		8008181	SAP S/4HANA Cloud for treasury and risk management	S/4HANA Cloud licenses for Industry and LoB solutions.
7018508	SAP Receivables Management		8004951	SAP S/4HANA Finance Cloud for receivables management	
<hr/>					
7019231	SAP Sales and Service Order Execution for B2B & B2C		8008360	SAP S/4HANA Cloud, Digital Access	No Sales and Service Order Execution available for S/4HANA Cloud. Licenses need to be extended into Digital Access.
<hr/>					
xxx	3 rd party DB runtime				3rd party DB licensed from SAP cannot be terminated during technical transition. Usage of 3 rd party DB must not exceed licensed level during transition.**

* on-premise licenses will be terminated as per standard SAP Cloud Extension policy.

** In case the 3rd party database has been purchased directly from the vendor the specific terms and conditions of this vendor apply.

Your Questions?



Thank you!

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THE BEST RUN

