SAP User Groups Webinar
SAP Digital Access and Digital Access Adoption Program

September, 09 2019
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Indirect Use / Digital Access
Use of SAP’s Digital Core (ECC & S/4HANA EM) and types of access

One definition of use and three types of access

“Use” means 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.”
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.
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**

**New Model**
*Available April 2018 Onwards*
- **User-Based**
  - User License

- **Outcome-Based**
  - Document License

- **No additional ERP license needed**

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1SAP 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)  ▪ Multiplier: 1.0
- Invoice Document (counted at line item level) ▪ Multiplier: 1.0
- Purchase Document (counted at line item level) ▪ Multiplier: 1.0
- Service & Maintenance Document ▪ Multiplier: 1.0
- Manufacturing Document ▪ Multiplier: 1.0
- Quality Management Document ▪ Multiplier: 1.0
- Time Management Document ▪ Multiplier: 1.0
- Financial Document (counted at line item level) ▪ Multiplier: 0.2
- Material Document (counted at line item level) ▪ Multiplier: 0.2

**License Calculation**

License calculation based on *initial Document created*

Read, Update, or Delete Documents are not counted

\[(\text{Document (###)} \times \text{Multiplier}) + \ldots + (\text{Document (###)} \times \text{Multiplier})\]

*Where (###) is the Document Type from 1-9*
## Nine document types cover most valued outcomes from SAP ERP

<table>
<thead>
<tr>
<th>Document Type</th>
<th>Description</th>
<th>Document item</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Sales Document</strong></td>
<td>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).</td>
<td>Sales Order Line Item&lt;br&gt;Sales Contract Line Item&lt;br&gt;Sales Quote Line Item&lt;br&gt;Sales Scheduling Agreement Releases</td>
</tr>
<tr>
<td>(counted at Line Item level)</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Invoice Document</strong></td>
<td>A record that represents the material or service being billed (e.g., billing document line item or supplier invoice line item).</td>
<td>Billing Document Line Item&lt;br&gt;Billing Document Request Line Item&lt;br&gt;Supplier Invoice Line Item</td>
</tr>
<tr>
<td>(counted at Line Item level)</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Purchase Document</strong></td>
<td>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).</td>
<td>Purchase Order Line Item&lt;br&gt;Purchase Requisition Line Item&lt;br&gt;Purchase Scheduling Agreement Releases</td>
</tr>
<tr>
<td>(counted at Line Item level)</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Service &amp; Maintenance Document</strong></td>
<td>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).</td>
<td>Service/Maintenance Order&lt;br&gt;Service/Maintenance Notification&lt;br&gt;Service/Maintenance Confirmation&lt;br&gt;Warranty Claim</td>
</tr>
<tr>
<td><strong>Manufacturing Document</strong></td>
<td>A record which represents the production-related details associated with manufacturing (e.g., production or process order or a manufacturing confirmation).</td>
<td>Production Order&lt;br&gt;Process Order&lt;br&gt;Manufacturing Confirmation</td>
</tr>
<tr>
<td><strong>Quality Management Document</strong></td>
<td>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).</td>
<td>Defect&lt;br&gt;Quality Notification&lt;br&gt;Inspection Result&lt;br&gt;Inspection Point Result</td>
</tr>
<tr>
<td><strong>Time Management Document</strong></td>
<td>A record that represents an employee's time worked (e.g., time sheet record)</td>
<td>Time Sheet Record&lt;br&gt;Time Management Record</td>
</tr>
<tr>
<td><strong>Financial Document</strong></td>
<td>A record that represents accounting information in a financial journal (e.g., journal entry line item).</td>
<td>Financial Document Item</td>
</tr>
<tr>
<td>(counted at Line Item level)</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Material Document</strong></td>
<td>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).</td>
<td>Material Document Line Item</td>
</tr>
</tbody>
</table>
Digital Access – Measurability
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
- Results relevant for future audits

**Estimation Note**
- Only an 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
- Results not relevant for future audits
Digital Access – Measurability
Built-in Measurability Availability

Further technical requirements are summarized in Central Technical Guide Note 2738406

Digital Core
SAP ERP
S/4 HANA

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)

S/4H Cloud 1808 & above
S/4H OP 1809 & above
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)

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)

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)

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)
Digital Access – Measurability

Estimation Notes

<table>
<thead>
<tr>
<th>Document Type</th>
<th>Document Item</th>
<th>WF-BATCH</th>
<th>GSSA</th>
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<td>Invoice Document</td>
<td>Billing Document Line Item</td>
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<td>Supplier Invoice Line Item</td>
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<td>Invoice Document</td>
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<td>Production Order</td>
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<td></td>
<td>Process Order</td>
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<td>Repetitive Manufacturing Confirmations</td>
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<td>Purchase Scheduling Agreement Releases</td>
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<td>Purchase Document</td>
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<td>Quality Management Document</td>
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<td>Inspection Point Result</td>
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<td>Sales Contract Line Item</td>
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<td></td>
<td>Sales Scheduling Agreement Releases</td>
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<td>Sales Document</td>
<td>Sales Quote Line Item</td>
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<td>Service &amp; Maintenance Document</td>
<td>Service Order</td>
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<tr>
<td></td>
<td>Maintenance Order</td>
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<td>Service Notification</td>
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<td>Service Confirmation</td>
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<tr>
<td></td>
<td>Maintenance Confirmation</td>
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</tr>
<tr>
<td></td>
<td>Warranty Claim</td>
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<td>0</td>
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<tr>
<td>Service &amp; Maintenance Document</td>
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<td>Time Management Document</td>
<td>Time Sheet Record</td>
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<td>Remuneration</td>
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<td>Time Management Document</td>
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<tr>
<td></td>
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<td>5</td>
<td>1,067</td>
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</tbody>
</table>

Note 2644139 - Digital Access: Tool for SAP ERP (ECC)
Note 2644172 - Digital Access: Tool for SAP S/4HANA
Digital Access – Measurability & Transparency
Customer Dashboard for Cloud
Digital Access – Measurability & Transparency
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 SP16 - RTC Sep 2019
  - 7.51 SP09 - RTC Oct 2019
  - 7.52 SP05 - RTC Oct 2019
  - 7.53 SP03 - RTC Oct 2019
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.
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
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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Digital Access / Adoption Program
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?

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

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# The SAP Digital Access Adoption Program (DAAP)

DAAP* is planned to be in place for one year and is designed to cover estimated “current use” document activity. Customers have the flexibility to choose one of two options:

## Step 1: Customer Chooses Measurability Option

**(A) Customer licenses at least 115% of current estimated document use and the license fee charged for this transaction is only for such licensed growth**

**OR**

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

## Step 2: Customer Chooses Financial Incentive Option

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

**OR**

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

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*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.
Indirect Access Pricing for the Digital Age

SAP Digital Access Evaluation Service

Evaluation Support
SAP offers comprehensive and free-of-charge support to determine the initial number of Digital Access documents. Based on a detailed evaluation of the Digital Access documents for the specific business processes customers will have a basis for the decision whether SAP Digital Access is the suitable license model for the future. Additionally, the result can be used as a baseline for the Digital Access Adoption Program.

Phase Approach
In close cooperation with the customer SAP GLAC as trusted advisor will guide through the complete process of document estimation. This includes the initial information on the document determination approach, support of the estimation report implementation and sharing of best practices for the report execution.

Joint Result Evaluation
Jointly, the results will be reviewed, discussed and any obstacles clarified. A final summary of the service including used principles and results will be documented in a report and shared with all involved parties for further commercial discussions.

Flexible Scope
The service offering can be adjusted to the specific requirements and pre-knowledge of the customer. Examples can include pure verification support, knowledge transfer on the general license model, as well as the future measurement functionality.

Quick Links
- SAP Digital Access Landing Page
- Digital Access Evaluation Service (incl. Request Form) - customers only
- For questions in regards to the service please send a mail to Digital.Access.Service@sap.com
The Digital Access model is optional for all customers scenarios
Customers should evaluate options according to their specific needs

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

**Recommended Customer Action**
- Adopt Digital Access Model

* Refer to slide 12 for perpetual licenses that are eligible for conversion.
Thank You!

Jochen Mueller
License Expert EMEA & MEE, SAP DE