



# Digital Access – SAP's new model for indirect software usage

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# Indirect Use / Digital Access

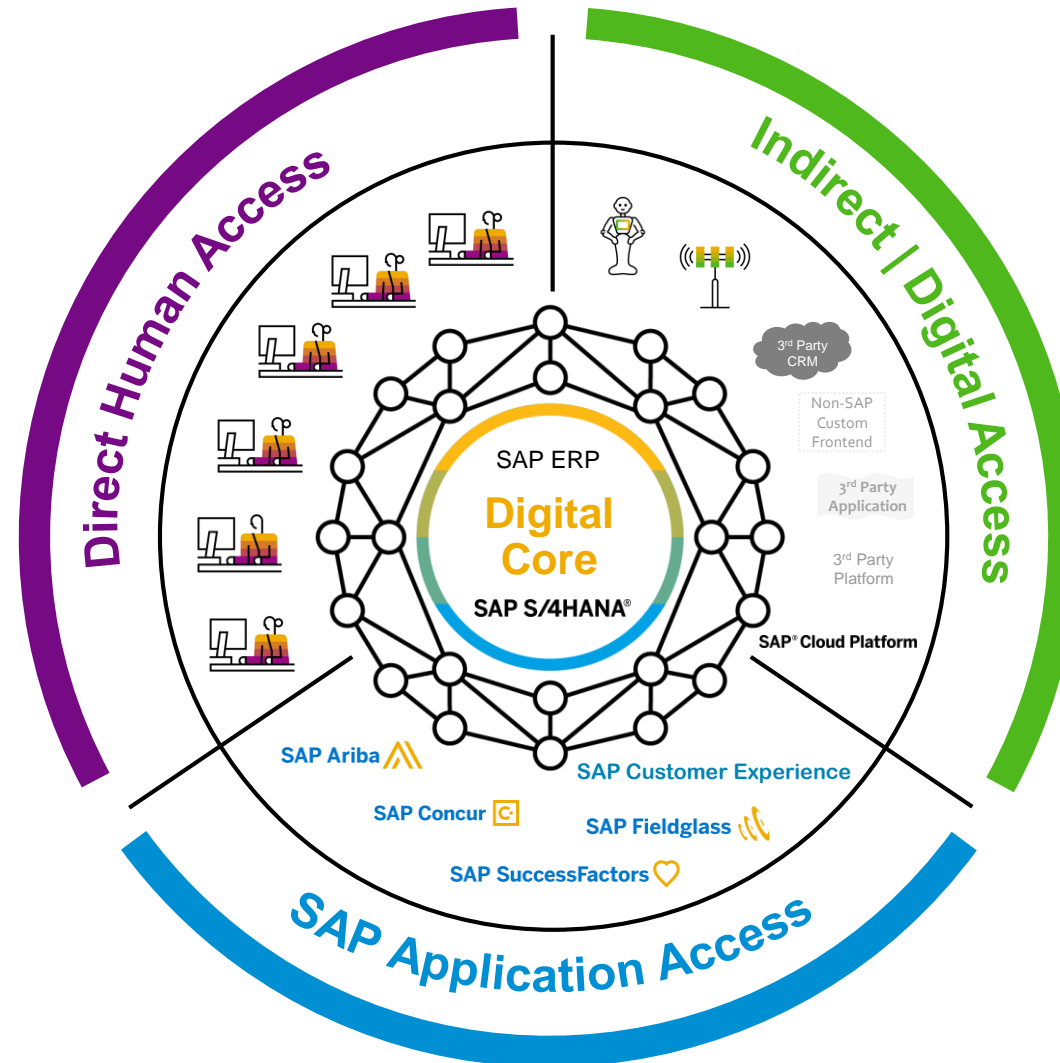
- Outcome based licensing model
- Measurability and Transparency
- Contractual Options
- SAP Digital Access Adoption Program
- SAP Digital Access Evaluation Service

# Safeguarding our customers' investments

- SAP S/4HANA Product Conversion
- SAP S/4HANA Contract Conversion
- Optional: BoM Examples
- Q&A

# Use of ERP and types of access

One definition of use and three types of access

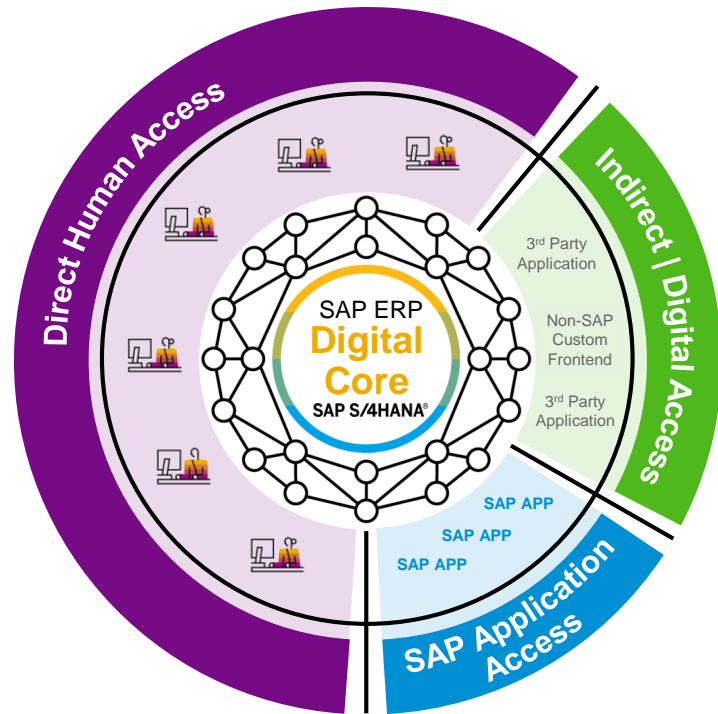




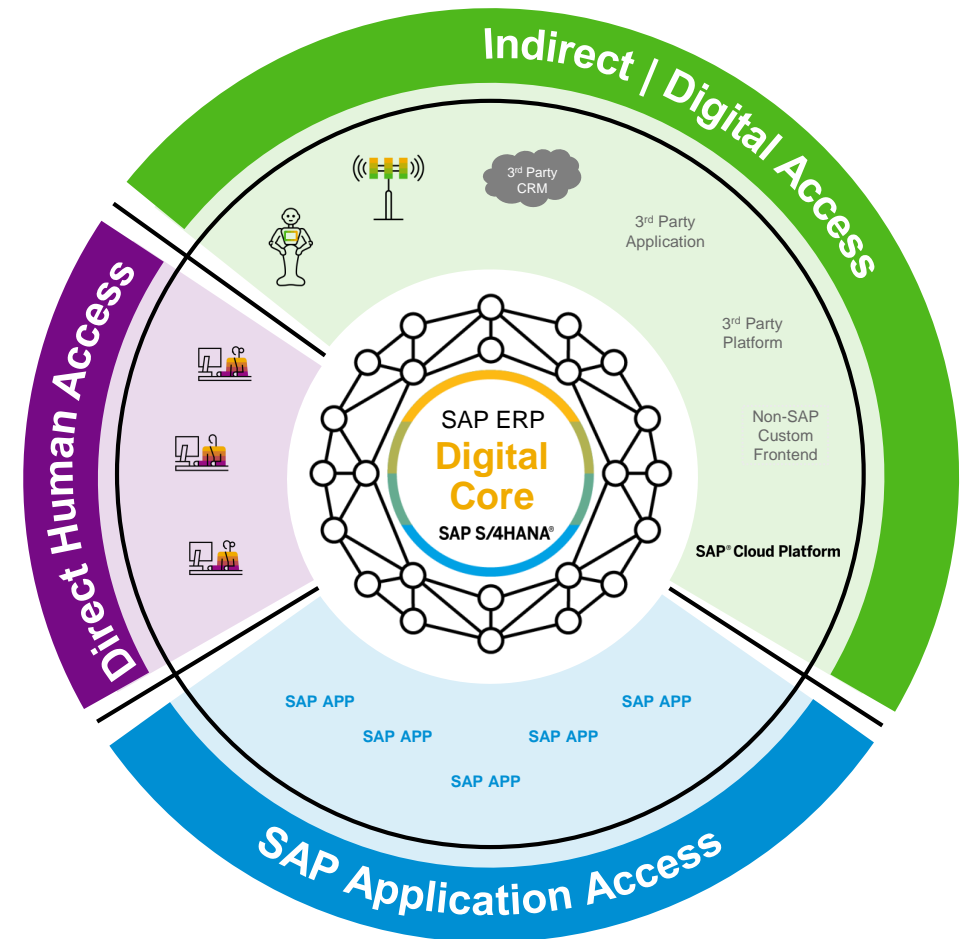
# Technology landscape is evolving and so is the way customers access ERP

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

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



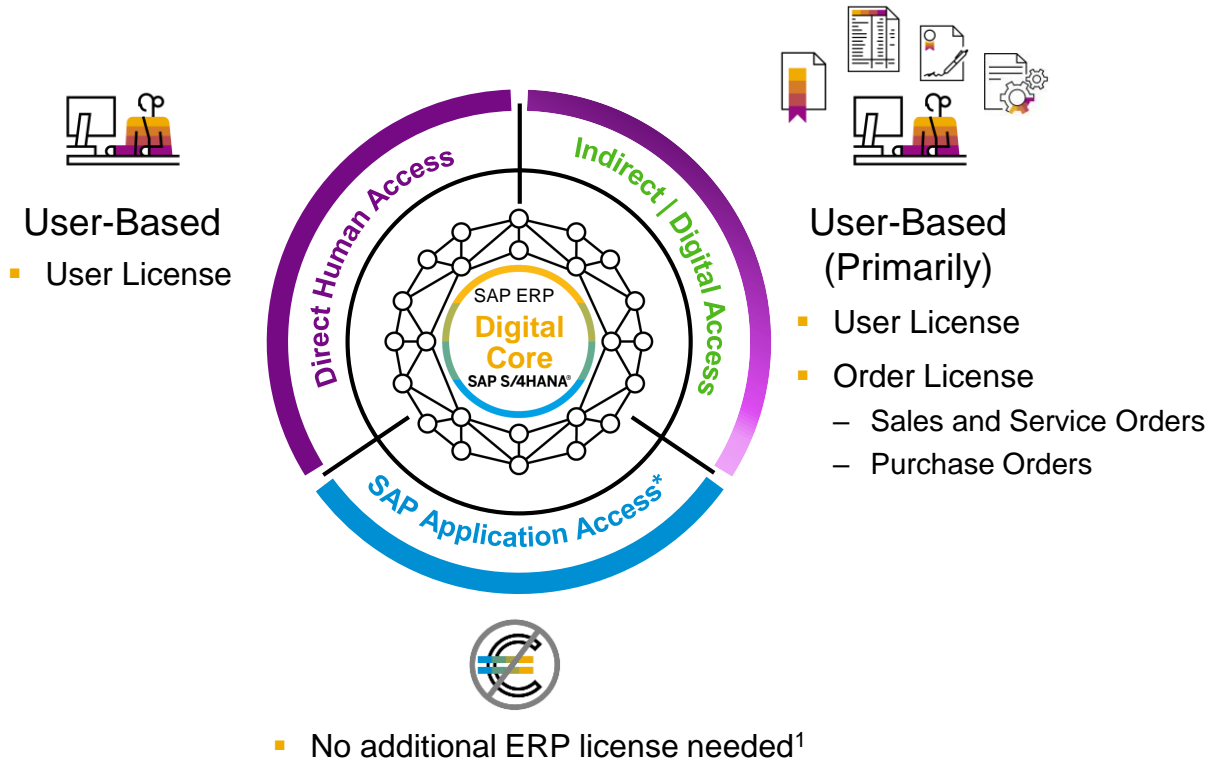
ERP Use in 21<sup>st</sup> Century



# SAP is modernizing ERP pricing

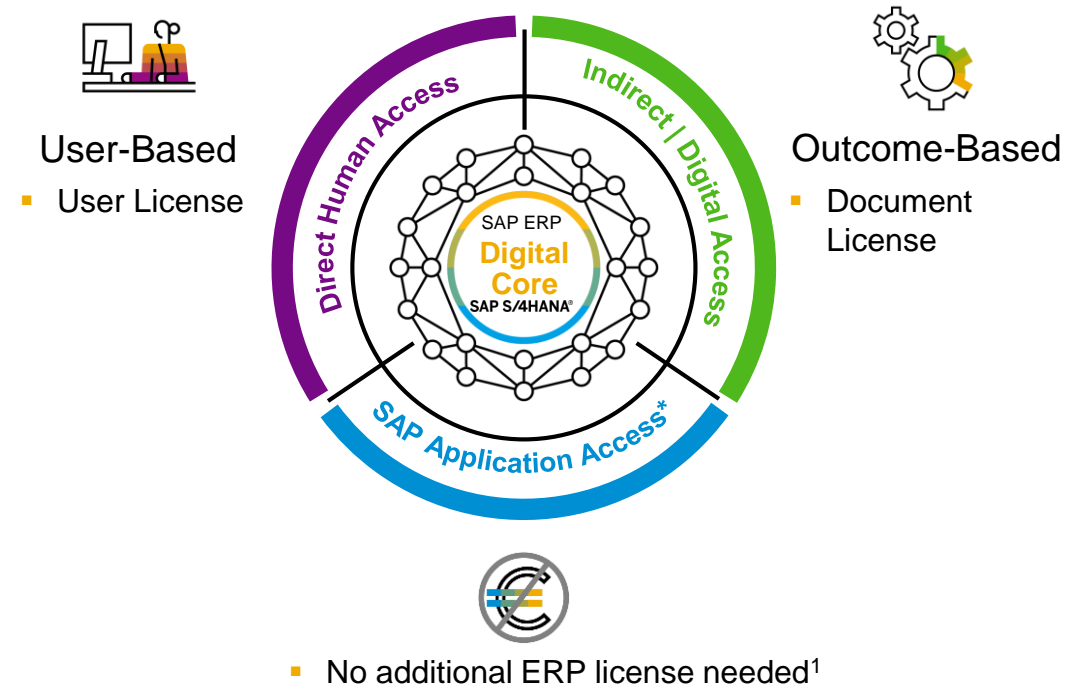
Direct and SAP Application Access remains unchanged, new pricing model for Indirect/Digital Access

## Legacy Model



## New Model

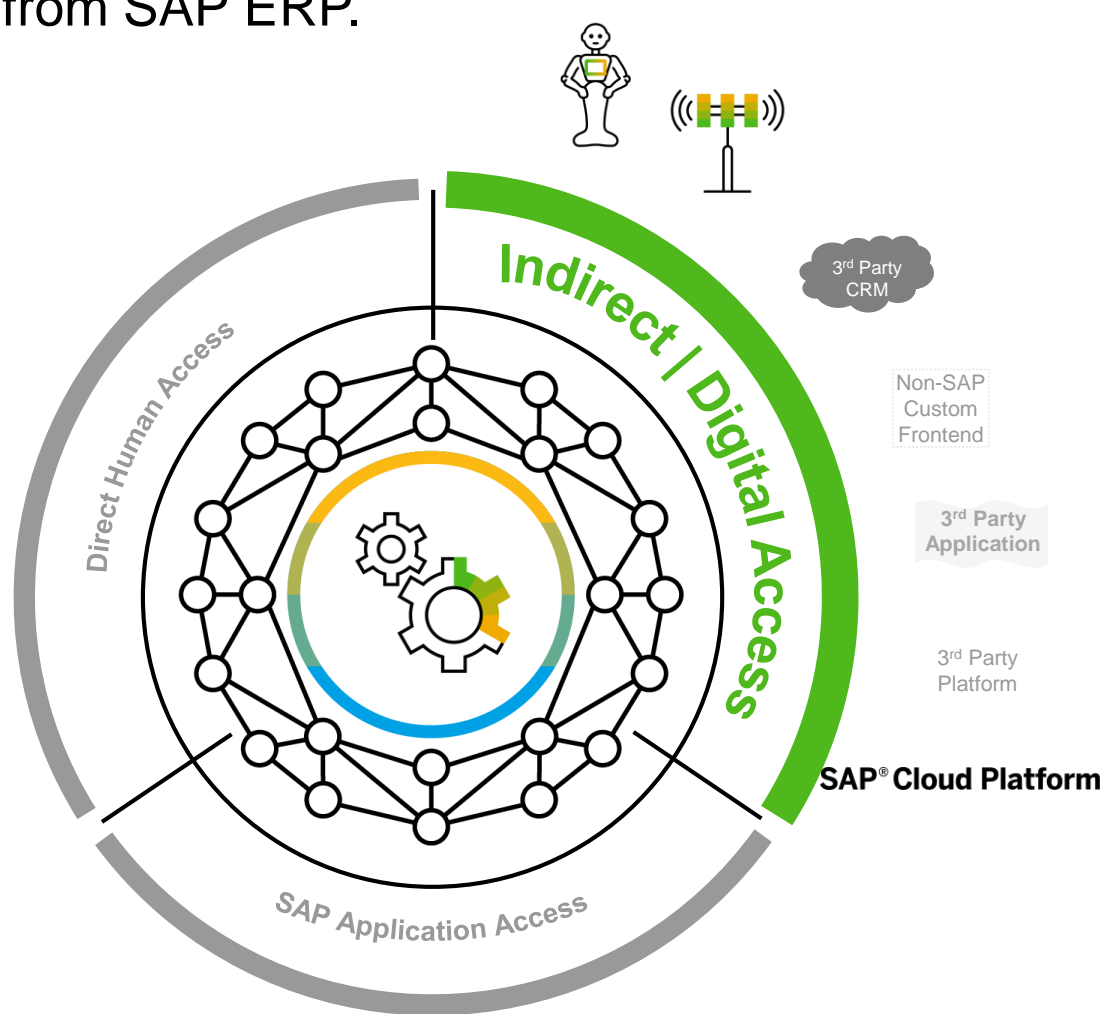
Available April 2018 Onwards



<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

0.2

## License Calculation

License calculation based on weighted numbers of **initial Documents 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

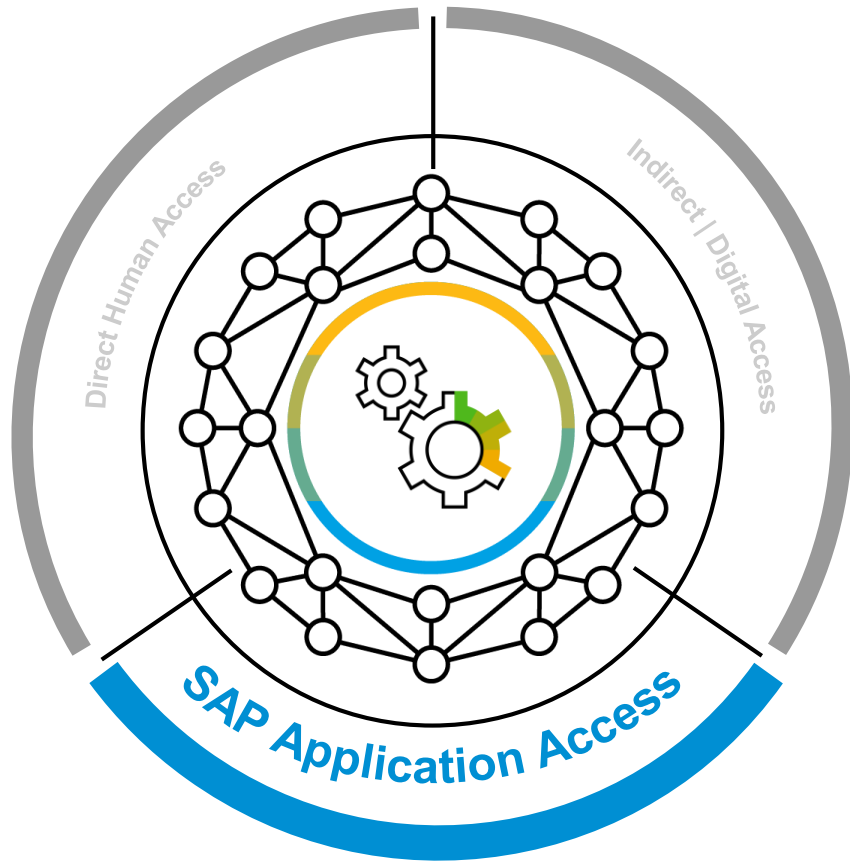
# Nine documents types cover most valued outcomes from SAP ERP

	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)



# SAP Application Access

## SAP Application Access: Summary of Key Points



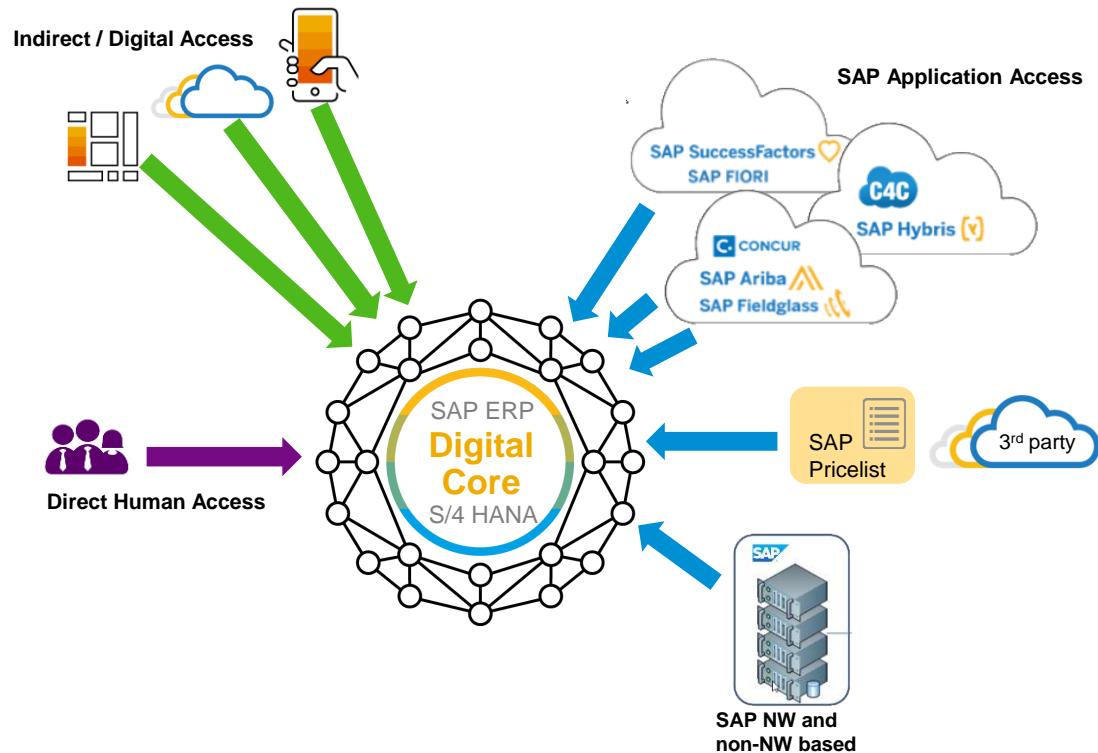
**SAP Application Access** occurs when humans, devices or RPA/bots use the Digital Core via another licensed SAP application.

**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.

# 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

## Estimation Note


[Note 2644139](#) - Digital Access: Tool for SAP ERP (ECC)


[Note 2644172](#) - Digital Access: Tool for SAP S/4HANA



**Count Document Type Items for ECC Systems**

**Selection Criteria**

Document Types 

Creation Date 01.01.2018 to 31.12.2018 

Technical Users  

**Display Options**

☒ Display technical Users

**Int Short Description**

1	Sales Document
2	Purchase Document
3	Invoice Document
4	Manufacturing Document
5	Material Document
6	Quality Management Document
7	Service & Maintenance Document
8	Financial Document
9	Time Management Document

**Select Single Values**

☐ O. Single Value

☐ WF-BATCH

☐ GSSA

Document Type	Document Item	WF-BATCH	GSSA
Financial Document	Journal Entry Item	0	443
Financial Document		0	443
Invoice Document	Billing Document Line Item	0	0
Invoice Document	Supplier Invoice Line Item	1	55
Invoice Document		1	55
Manufacturing Document	Production Order	0	0
Manufacturing Document	Process Order	0	0
Manufacturing Document	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 Document	Purchase Scheduling Agreement Releases	0	0
Purchase Document	Purchase Requisition Line Item	0	116
Purchase Document		0	395
Quality Management Document	Quality Notification	1	0
Quality Management Document	Inspection Result	0	0
Quality Management Document	Inspection Point Result	0	0
Quality Management Document		1	0
Sales Document	Sales Order Line Item	0	0
Sales Document	Sales Contract Line Item	0	0
Sales Document	Sales Scheduling Agreement Releases	0	0
Sales Document	Sales Quote Line Items	0	0
Sales Document		0	0
Service & Maintenance Document	Service Order	0	0
Service & Maintenance Document	Maintenance Order	0	2
Service & Maintenance Document	Service Notification	0	0
Service & Maintenance Document	Maintenance Notification	0	2
Service & Maintenance Document	Service Confirmation	0	0
Service & Maintenance Document	Maintenance Confirmation	0	0
Service & Maintenance Document	Warranty Claim	0	0
Service & Maintenance Document		0	4
Time Management Document	Time Sheet Record	0	0
Time Management Document	Remuneration	0	0
Time Management Document	Absence	0	0
Time Management Document	Attendance	0	0
Time Management Document	Substitution	0	0
Time Management Document		0	0
		6	1.067

# Digital Access – Measurability & Transparency

## Customer Dashboard for Cloud

License Compliance

Cumulative License Overview

Period	Entitlement	Usage	Delta
02.03.2018 - 01.03.2019	190000	37627	152373

LICENSES

DOCUMENTS

ID	Name	Period	Entitlement
8005687	S4HC Digital Access	02.03.2018 - 01.03.2019	120000
8005688	S4HC Digital Access Add Doc Cap	02.03.2018 - 01.03.2019	70000

Documents

Items (29)

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

Purchase Requisition Line Item

Creation Date Range

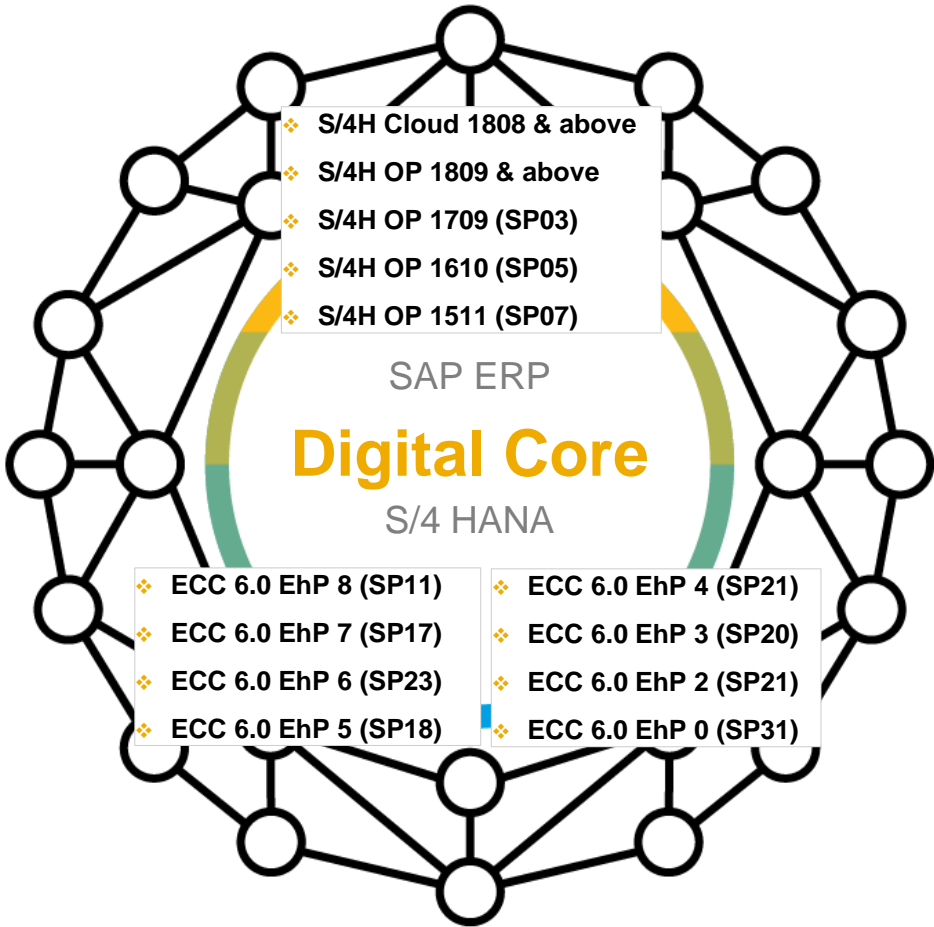
MM/dd/yyyy - MM/dd/yyyy

Items (2)

Creation Date	Instance Count
21.08.2018	4
22.08.2018	13

# Digital Access – Measurability

## Built-in Measurability Availability



Further technical requirements are summarized in  
Central Technical Guide Note [2738406](#)

2738406 - Digital Access: Central Technical Guidelines Version 2 from 14.02.2019 in English [Show Changes](#)

Component: CA-GTF-DA Category: FAQ Corrections: 0 SAP Note/KBA Number 60  
Manual Activities: 0  
Priority: Recommendations / Additional Info Release Status: Released for Customer Prerequisites: 0

Description Software Components Attributes Languages

### Symptom

**From User to Usage Based Pricing – SAP's New Pricing Approach for Digital and Indirect Access**

SAP's initial ERP pricing model was designed in the 20th century and counted customer employees logging directly into the SAP ERP to use it. Hence, the pricing model was based on users accessing the SAP ERP system and required identification and licensing of every individual using the software as a user.

During the past 20-plus years, the technology landscape and the methods how customers are using SAP software has changed dramatically. SAP ERP software (both legacy SAP ERP and SAP S/4HANA) has established itself as the Digital Core. Not only are our customers' employees using the Digital Core, but business partners, consumers, third-party applications, IoT devices, automated systems, and bots are also accessing the Digital Core.

With the Digital Access Licensing Model, SAP has created an answer to tackle aforementioned challenges.

This note summarizes the technical prerequisites for on-premise solutions to enable measurability for Digital Access. SAP's cloud solutions have been enabled via the regular cloud maintenance activities.

### Other Terms

Digital Access; DA; Indirect Use

### Solution

The following list summarizes the technical requirements for SAP's on-premise solutions:

On-premise Solution	Needed SP/FP/Note
S/4H OP 1809 and above	no additional SP
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

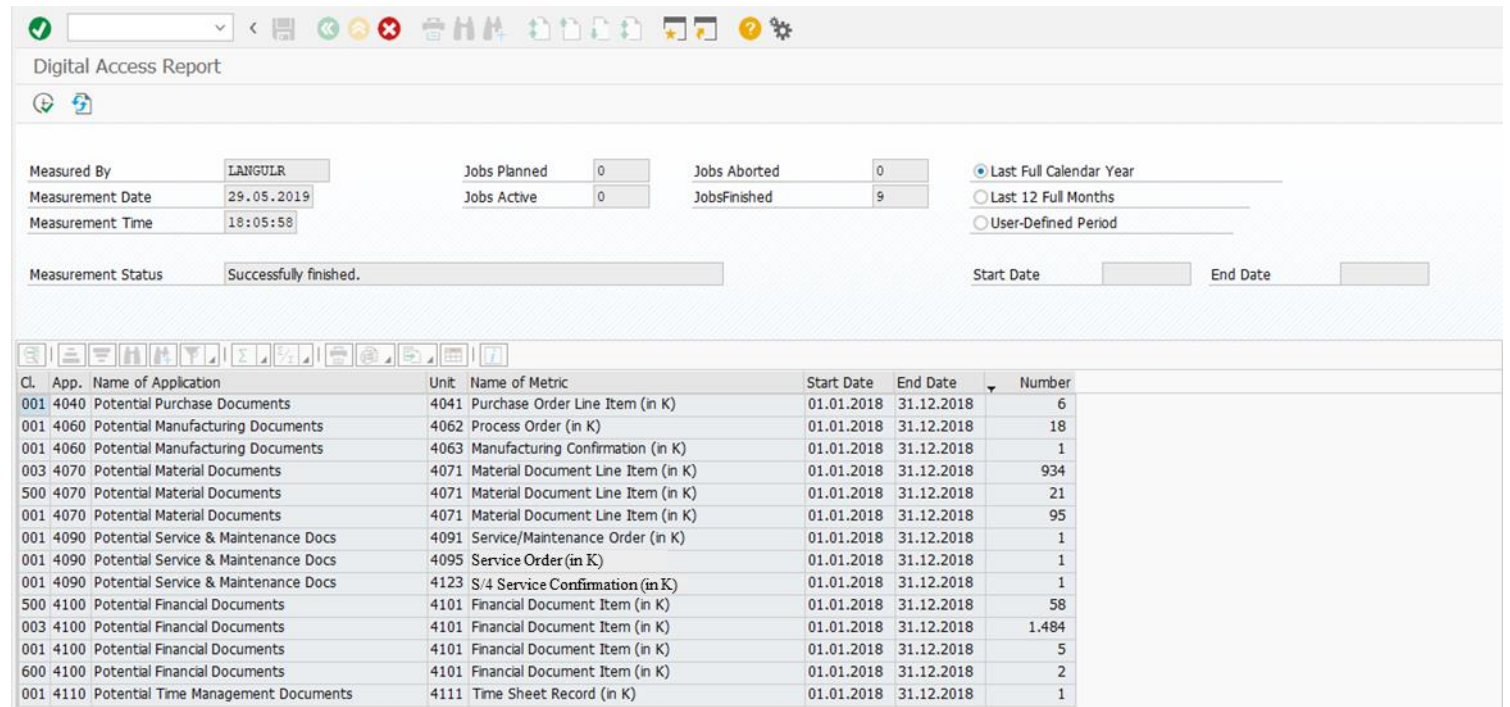
(...)



# 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
- 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



Digital Access Report

Measured By: LANGULR  
Measurement Date: 29.05.2019  
Measurement Time: 18:05:58

Jobs Planned: 0  
Jobs Active: 0  
Jobs Aborted: 0  
Jobs Finished: 9

Measurement Status: Successfully finished.

Start Date: End Date:

Measurement Period: ☒ Last Full Calendar Year ☐ Last 12 Full Months ☐ User-Defined Period

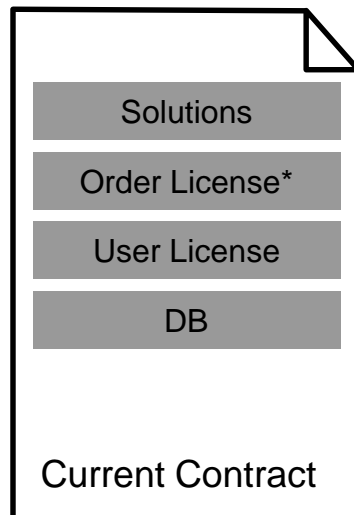
Cl.	App.	Name of Application	Unit	Name of Metric	Start Date	End Date	Number
001	4040	Potential Purchase Documents	4041	Purchase Order Line Item (in K)	01.01.2018	31.12.2018	6
001	4060	Potential Manufacturing Documents	4062	Process Order (in K)	01.01.2018	31.12.2018	18
001	4060	Potential Manufacturing Documents	4063	Manufacturing Confirmation (in K)	01.01.2018	31.12.2018	1
003	4070	Potential Material Documents	4071	Material Document Line Item (in K)	01.01.2018	31.12.2018	934
500	4070	Potential Material Documents	4071	Material Document Line Item (in K)	01.01.2018	31.12.2018	21
001	4070	Potential Material Documents	4071	Material Document Line Item (in K)	01.01.2018	31.12.2018	95
001	4090	Potential Service & Maintenance Docs	4091	Service/Maintenance Order (in K)	01.01.2018	31.12.2018	1
001	4090	Potential Service & Maintenance Docs	4095	Service Order (in K)	01.01.2018	31.12.2018	1
001	4090	Potential Service & Maintenance Docs	4123	S/4 Service Confirmation (in K)	01.01.2018	31.12.2018	1
500	4100	Potential Financial Documents	4101	Financial Document Item (in K)	01.01.2018	31.12.2018	58
003	4100	Potential Financial Documents	4101	Financial Document Item (in K)	01.01.2018	31.12.2018	1.484
001	4100	Potential Financial Documents	4101	Financial Document Item (in K)	01.01.2018	31.12.2018	5
600	4100	Potential Financial Documents	4101	Financial Document Item (in K)	01.01.2018	31.12.2018	2
001	4110	Potential Time Management Documents	4111	Time Sheet Record (in K)	01.01.2018	31.12.2018	1

# Contractual 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

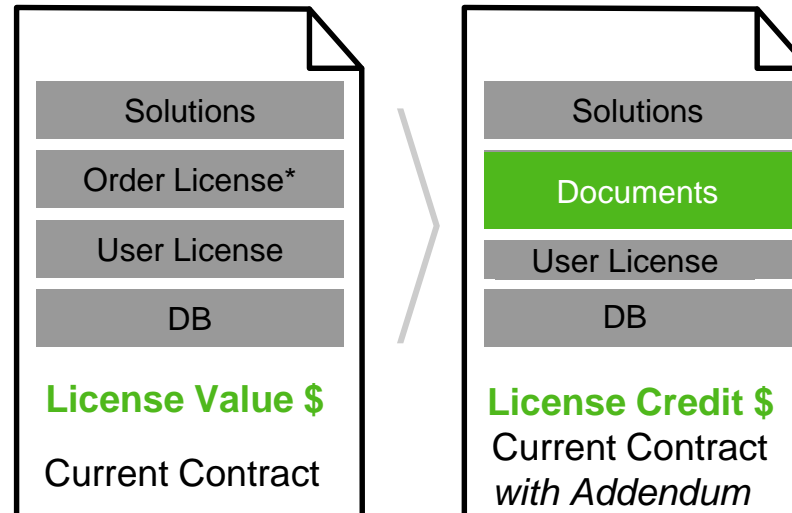


- Continue with current contract. No change.
- Continue to use User and Order\* Licenses for all types of use and access
- SAP will waive back-maintenance for indirect access to SAP software for customers who proactively engage with us in good faith

## License Exchange

For customers wanting improved transparency for Indirect/Digital access & remain in existing contract

### Option 2

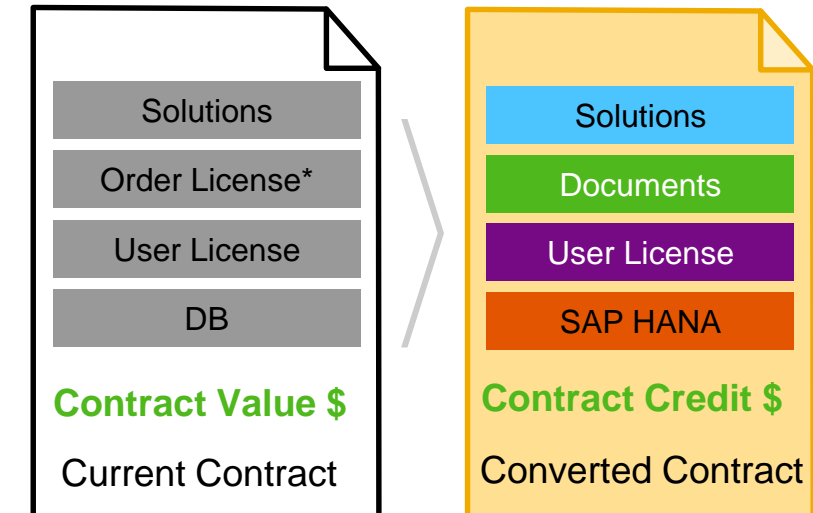


- Continue with current contract with addendum
- Up to 100% credit for User and/or Order license value\*\* applied to new Document license value
- 100% of the maintenance base of the converting licenses is carried forward.
- SAP will waive back-maintenance for indirect access to SAP software for customers 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

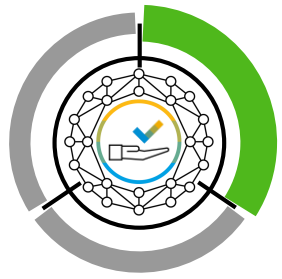


- Replace current BOM with new BOM that includes a simplified licensing structure
- Opportunity to reconfigure solution landscape (new bill of material)
- Up to 100% credit for old contract value\*\* applied to new S/4HANA contract value
- 100% of the maintenance base of the converting licenses is carried 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

# The SAP Digital Access Adoption Program (DAAP)

DAAP\* was introduced in 2019 and has been extended through **December 31, 2021**



# 1

## Step 1

### Customer Chooses Measurability Option

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

OR

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

# 2

## Step 2

### Customer Chooses Financial Incentive Option

(A) Customer licenses at least 115% (15% growth) of current estimated document use and the license fee charged for this transaction is only for such licensed growth\*\*

OR

(B) Customer licenses at least 100% of current estimated 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.

# SAP Digital Access Evaluation Service

## Transparency on the initial number of documents

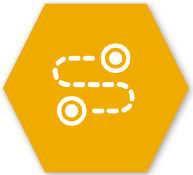
### Quick Links

- [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](mailto:Digital.Access.Service@sap.com)



### 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.

# Digital Access Help Portal

<https://help.sap.com/viewer/31ca07612b8b420189225ccb2125acea/1.0/en-US/2533866e35404182bdf7f3d6af59e76b.html>

**SAP** SAP Help Portal

SAP Digital Access Production ▾

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- Overview
- Benefits of the New SAP Digital Access License Model
- Conversion Options for Existing Licenses
- Measurability

## Introduction

[Send feedback](#)

This document describes the SAP Digital Access license model for the products SAP S/4HANA Cloud, SAP S/4HANA, and SAP ERP.

**Note**

Line of business (LoB) and industry solutions or applications are not included in the SAP Digital Access license model. From the point of view of this model, documents transferred to the digital core (that is, the core enterprise management functions) from LoB and industry solutions and/or applications are considered as *SAP application access* and are not counted. LoB and industry solutions and applications have their own license models and are not covered by this document.



## Further Information

Digital Access introduction and overview: [on help.sap.com](https://help.sap.com)

„Which cases are counted, which ones are not“: [Use case scenarios](#)

[SAP Digital Access Landing Page](#) on sap.com

[Digital Access Evaluation Service \(incl. Request Form\)](#)

– on support.sap.com, customer access only

[Detailed metrics descriptions including technical names of database tables](#)

– on support.sap.com, customer access only



# Safeguarding our customers' investments

- SAP S/4HANA Product Conversion
- SAP S/4HANA Contract Conversion

# The SAP S/4HANA family and transition paths

## Commercial View

### SAP Business Suite

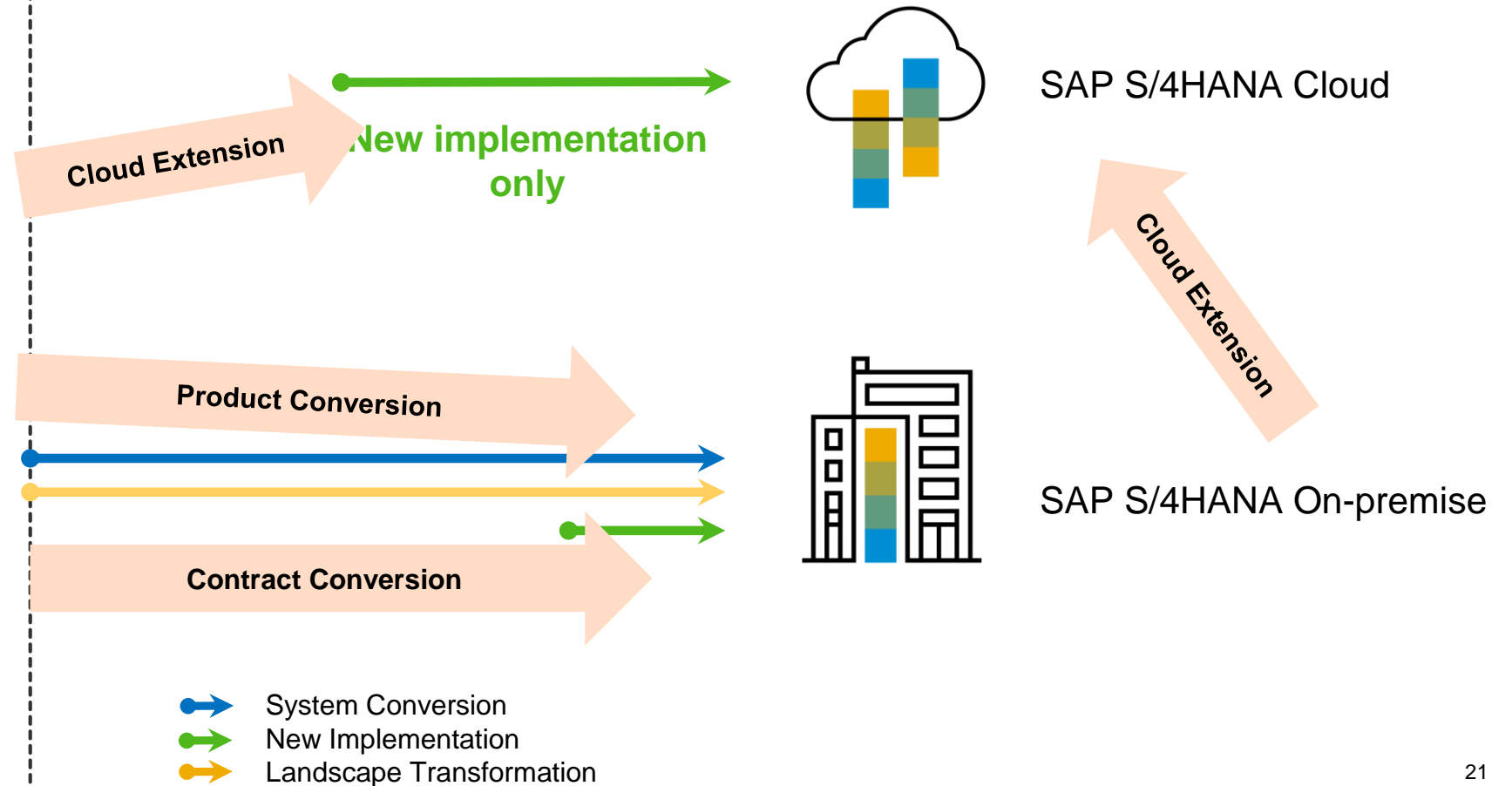


SAP ERP System  
(on AnyDB)



SAP ERP System  
(on SAP HANA)

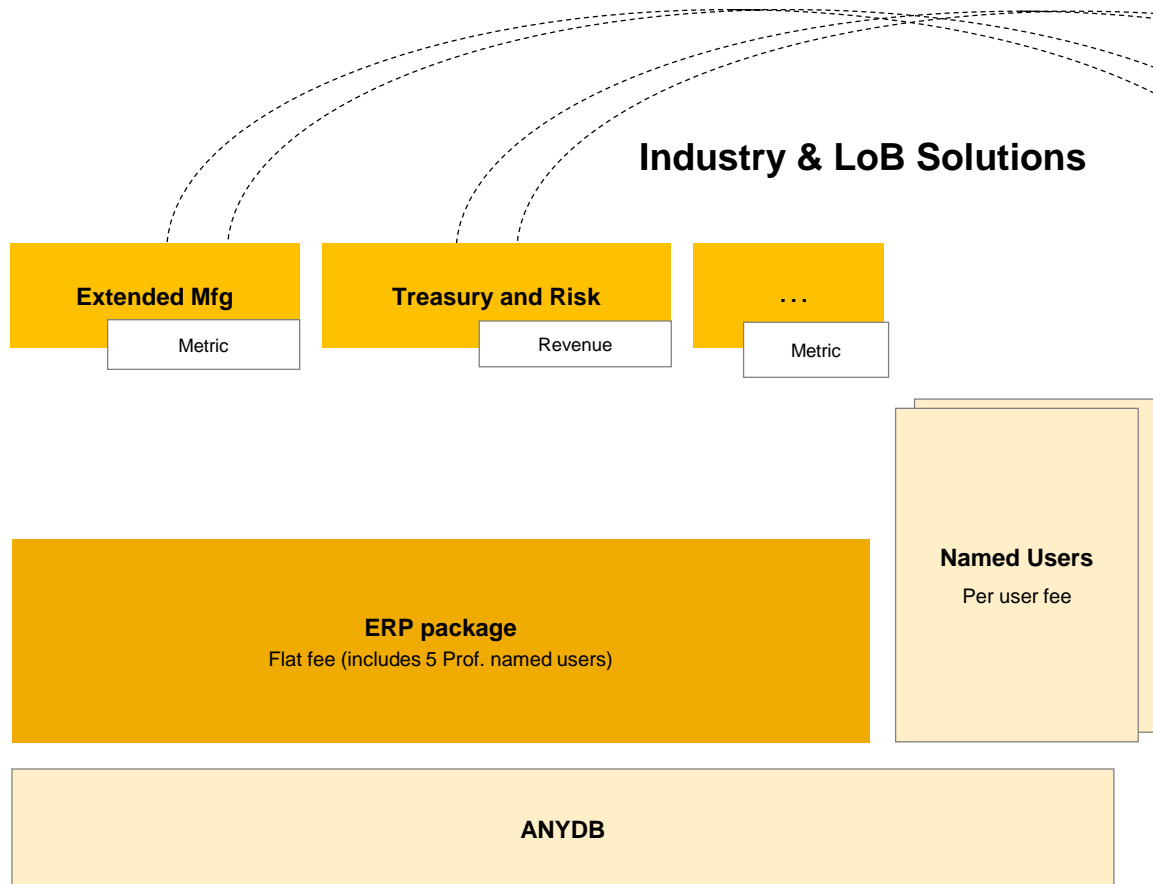
### SAP S/4HANA family



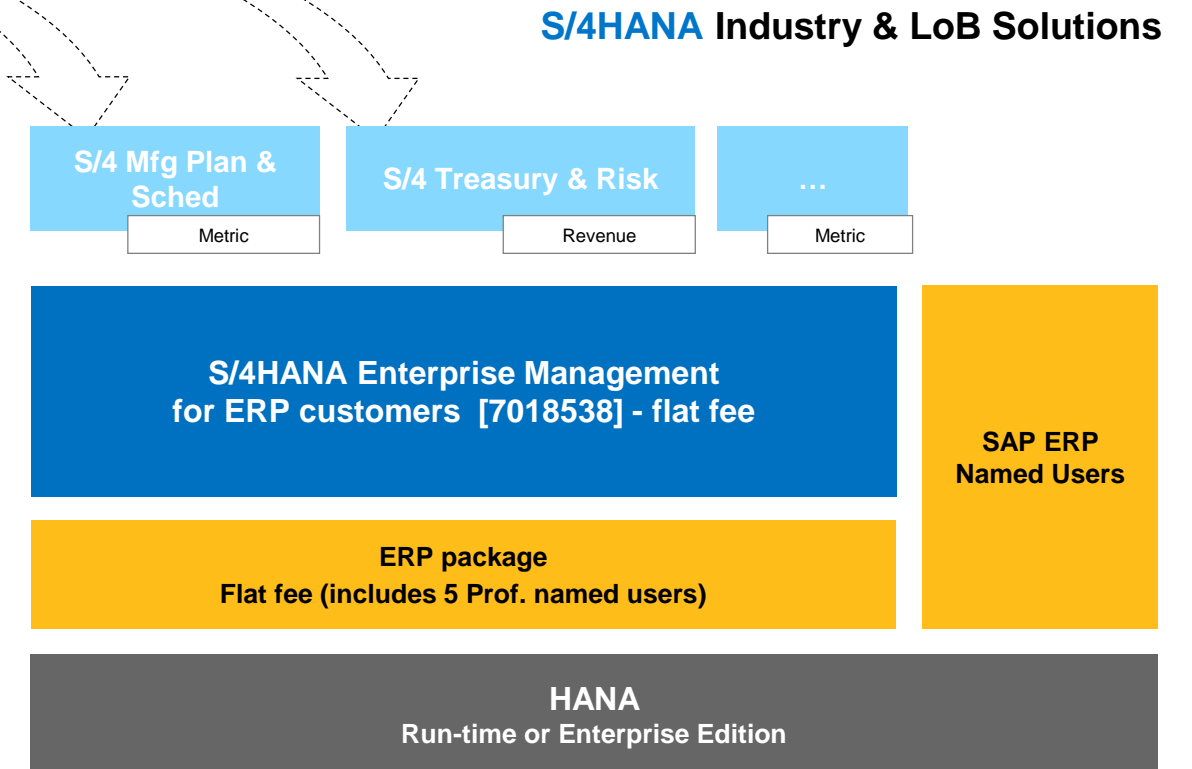
# SAP S/4HANA Product Conversion

1:1 Conversion of classic Industry & LoB Solutions into S/4HANA

## Before Conversion



## After Conversion



# S/4HANA Product Conversion

For customers moving to S/4HANA in a phased approach

## Boundary Conditions

- Customer keeps **same** contractual agreements / SUR
- Cannot convert into products they do NOT already own
- **Requires line-item mapping**
- Customer is entitled to **100% credit in 2020**, tbd in 2021
- Maintenance Base carries forward at 100%, it may never be reduce
- There are no partial conversions, conversions are always 100%
- Can be combined with Cloud Extension **AND** On Premise Extension Policy
- No conversion for SAP Named User – exception: Retail, Banking, Healthcare/Clinical and Industry Named Users convert when the engines convert.

## Customer Benefits

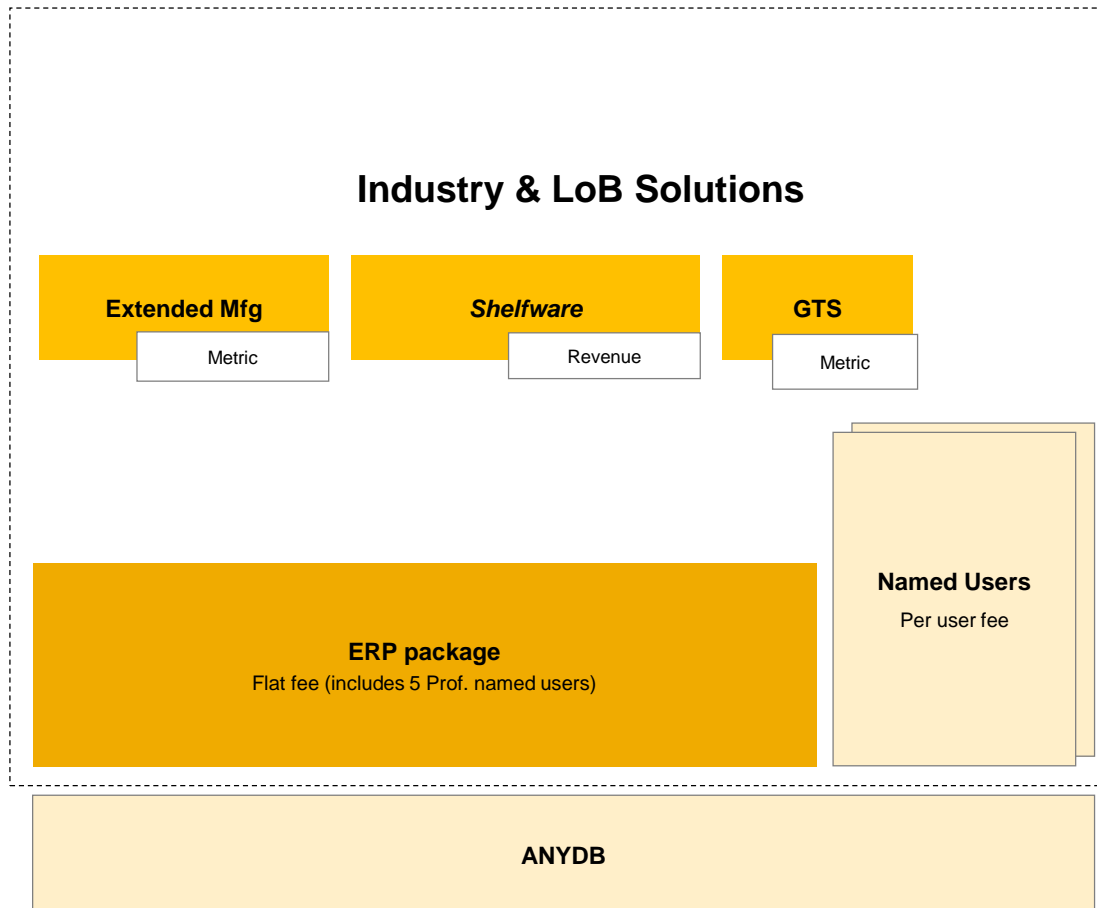
- Permits step-by step conversion
- **Focusses on engines with S/4 equivalent products only**. No need to re-license entire landscape
- **100% line-item credits**
- Customers can leverage their existing **“Classic” applications until the customer completes their transition to SAP S/4HANA.**



# SAP S/4HANA Contract Conversion

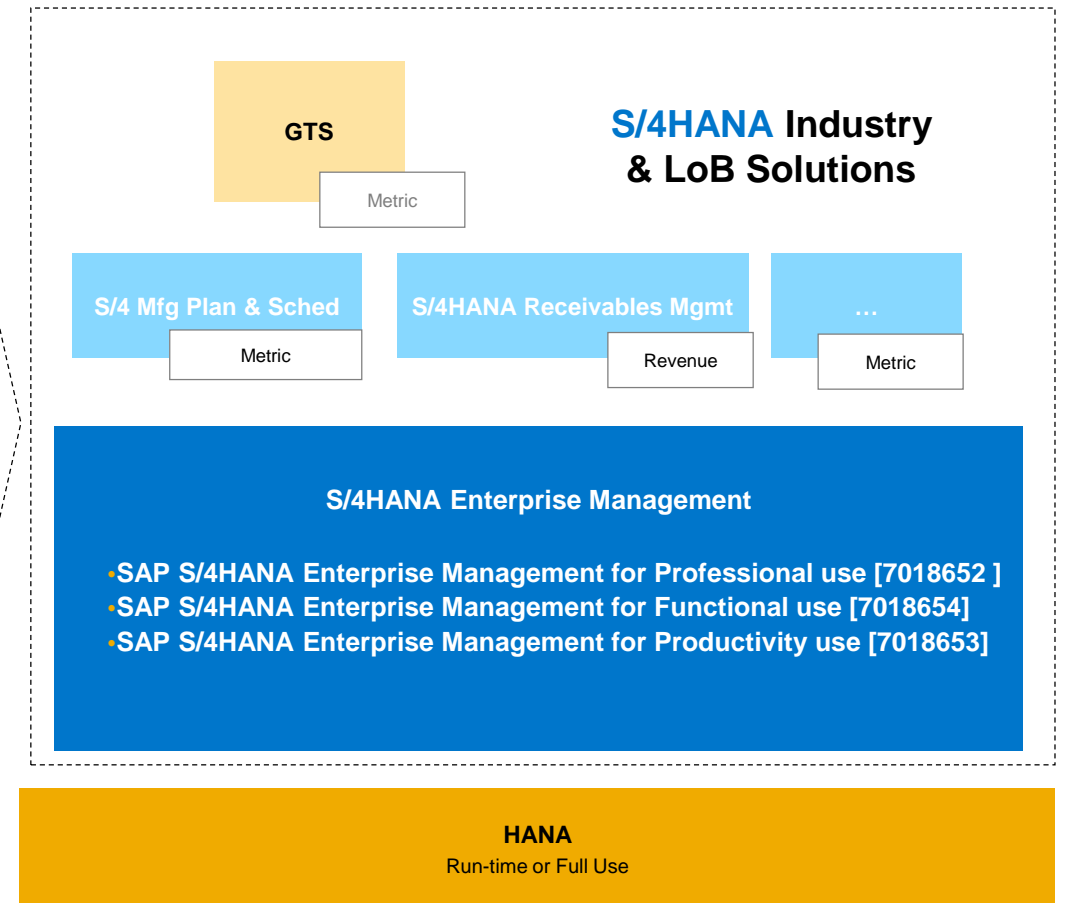
Convert many classic licenses into many S/4HANA licenses

## Before Conversion



S/4HANA  
Contract  
Conver-  
sion

## After Conversion



# S/4HANA Contract Conversion

Typically for customers fully committed to S/4HANA

## Boundary Conditions

- Intended for **full contract “wholesale”** conversions
- One-time Event
- Customer migrates to **new S/4HANA Software Use Rights**
- Does NOT require line-item-mapping
- Maximum credit is **lesser** of 100% current maintenance base or **90% of net NEW license fee eligible software\***
- Can be combined with Cloud Extension Policy

## Customer Benefits

- Move to next gen ERP and in-memory DB technology
- Represents a potential to **reconfigure their landscape & eliminate shelfware**: “Milkshake concept”
- **Simplify their SAP contract**, potentially re-negotiate commercial terms, adopt simple S4 pricing and SUR
- Customers can leverage their existing **“Classic” applications until the customer completes their transition to SAP S/4HANA.**

# SAP S/4HANA contract conversions – **conversion types**

SAP offers existing customers (who have a current support agreement) **two primary ways** to take advantage of their past investments to convert their SAP Business Suite 7 licenses to SAP S/4HANA Enterprise Management:



- Intended for piece-meal 1:1 conversions to SAP S/4HANA over time
- Customer is entitled to credit equal to 100% of prior maintenance base, limited to net payable of new SAP S/4HANA licenses



- Intended for full contract wholesale conversions
- Customer can reconfigure their landscape ('milkshake concept': re-allocate shelf ware and apply credit to new, unrelated software licenses)
- Conversion credit equal to the lesser of 100% of prior maintenance base or 90% of net payable of the new transaction

# BoM Examples (optional)

- S/4HANA on premise BoM after an S/4HANA product conversion
- S/4HANA on premise BoM after an S/4HANA contract conversion
- S/4HANA enterprise management licenses after an S/4HANA contract conversion

# Example: Existing ERP Customer

## Customer Scenario – with 3<sup>rd</sup> party DB

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.

In the subsequent slides we will show how a corresponding S/4HANA BoM will look in different scenarios:

1. S/4HANA on premise BoM after an S/4HANA product conversion
2. S/4HANA on premise BoM after an S/4HANA contract conversion
3. S/4HANA enterprise management licenses after an S/4HANA contract conversion

# SAP S/4HANA Product Conversion

## Example of an SAP S/4HANA on premise Bill of Materials

Existing Bill of Materials

Material	Price List Item
7003012	SAP Professional User
7017377	SAP Project User
7017378	SAP Worker User
7003015	SAP Employee User
ERP_PACKAGE	SAP ERP Foundation Starter



New Bill of Materials

Material	Price List Item
7003012	SAP Professional User
7017377	SAP Project User
7017378	SAP Worker User
7003015	SAP Employee User
ERP_PACKAGE	SAP ERP Foundation Starter
7018538	SAP S/4HANA Enterprise Management for ERP customers

Comment

In a product conversion customers can keep classic named user licenses for core scope (until contract conversion).

In this case customers need to license the flat fee license material 7018538 "S/4HANA enterprise management for ERP customers" to get use rights for core scope.

7016968	SAP Treasury and Risk Management
7018508	SAP Receivables Management



7020306	SAP S/4HANA Treasury and Risk Management
7018508	SAP Receivables Management

In order to get use rights for S/4HANA Industry and LoB solutions the corresponding classic licenses for Industry and LoB solutions need to be converted (i.e., there is no flat fee license material like the one that is used for the core).

Conversion only into corresponding S/4HANA license material possible.

Piece-meal conversions possible, i.e. not all Industry and LoB solutions need to be converted at the same time. In this example SAP Receivables Management will be converted later.

7019231	SAP Sales and Service Order Execution for B2B & B2C
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7020280	SAP S/4HANA Digital Access
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The new license model for Digital Access is highly recommended but not mandatory in a product conversion scenario.

xxx	3 <sup>rd</sup> party DB runtime
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xxx	3 party DB runtime (purchased from SAP)
7020046	SAP HANA, Runtime edition for Applications & SAP BW - Install Base

3rd party DB licensed from SAP cannot be terminated during technical transition. Usage of 3<sup>rd</sup> party DB must not exceed licensed level during transition.\*

HANA database runtime or full-use license needs to be purchased to run S/4HANA.

# SAP S/4HANA Contract Conversion

## Example of an SAP S/4HANA on premise Bill of Materials

### Existing Bill of Materials

Material	Price List Item
7003012	SAP Professional User
7017377	SAP Project User
7017378	SAP Worker User
7003015	SAP Employee User
ERP_PACKAGE	SAP ERP Foundation Starter

### New Bill of Materials

Material	Price List Item
7018652	SAP S/4HANA Enterprise Management for Professional use
7018654	SAP S/4HANA Enterprise Management for Functional use
7018653	SAP S/4HANA Enterprise Management for Productivity use

### Comment

In a contract conversion classic named user licenses must be converted into S/4HANA Enterprise Management licenses\*.

S/4HANA Enterprise Management has a single metric, User-based pricing model.



7016968	SAP Treasury and Risk Management
7018508	SAP Receivables Management

7020306	SAP S/4HANA Treasury and Risk Management
7020297	SAP S/4HANA Extended Warehouse Management

In order to get use rights for S/4HANA Industry and LoB solutions the corresponding classic licenses for Industry and LoB solutions need to be converted.

Re-allocation of shelf-ware possible. Flexible conversion into any S/4HANA license material possible. In this example SAP Receivables Management is terminated and SAP S/4HANA Extended Warehouse Management is licensed .

No piece-meal conversions possible. All Industry and LoB solution need to be converted at the same time.



7019231	SAP Sales and Service Order Execution for B2B & B2C
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7020280	SAP S/4HANA Digital Access
---------	----------------------------

The new license model for Digital Access is highly recommended but not mandatory in a contract conversion scenario.



xxx	3 <sup>rd</sup> party DB runtime
-----	----------------------------------

xxx	3 party DB runtime (purchased from SAP)
7020046	SAP HANA, Runtime edition for Applications & SAP BW - Install Base

3rd party DB licensed from SAP cannot be terminated during technical transition. Usage of 3<sup>rd</sup> party DB must not exceed licensed level during transition.\*\*

HANA database runtime or full-use license needs to be purchased to run S/4HANA.





# SAP S/4HANA Contract Conversion

Example of SAP S/4HANA on premise Enterprise Management licenses

LoB	Role	Capabilities	Classic named user license
Finance	Chief accountant	General ledger Financial close	7003012 SAP Professional User
Finance	Receivables accountant	Accounts receivables	7003012 SAP Professional User
Finance	Risk Manager	Liquidity management Finance Risk Management	7003012 SAP Professional User
Manufacturing	Production Worker	Production execution Production control	7017378 SAP Worker User
Manufacturing	Production Scheduler	Material Requirements Planning Repetitive Manufacturing Kanban	7003012 SAP Professional User
Sales	Sales representative	Sales Quotation Management Sales Contract Management	7003012 SAP Professional User
R&D	Designing engineer	Product structure management Engineering change management	7003012 SAP Professional User
R&D	R&D project manager	Project financial control Project logistics control	7017377 SAP Project User
Cross	Employee	Time sheet Self-service requisitioning	7003015 SAP Employee User



S/4HANA license	Comment
7018652 SAP S/4HANA Enterprise Management for Professional use	Users in LoB Finance typically need Professional use
7018652 SAP S/4HANA Enterprise Management for Professional use	Users in LoB Finance typically need Professional use
none	Users who solely use an LoB Solution do not need an Enterprise Management license
7018653 SAP S/4HANA Enterprise Management for Productivity use	Workers in Manufacturing typically need Productivity use
7018654 SAP S/4HANA Enterprise Management for Functional use	Planners in Manufacturing typically need Functional use
7018654 SAP S/4HANA Enterprise Management for Functional use	Users in LoB Sales typically need Functional use
7018654 SAP S/4HANA Enterprise Management for Functional use	Users in LoB R&D typically need Functional use
7018654 SAP S/4HANA Enterprise Management for Functional use	Users in LoB R&D typically need Functional use
7018653 SAP S/4HANA Enterprise Management for Productivity use	Employee role is typically covered by Productivity use

**Your Questions?**



# Thank you!

SAP folgen auf



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