



Licensing Webcast für User Group

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

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Agenda

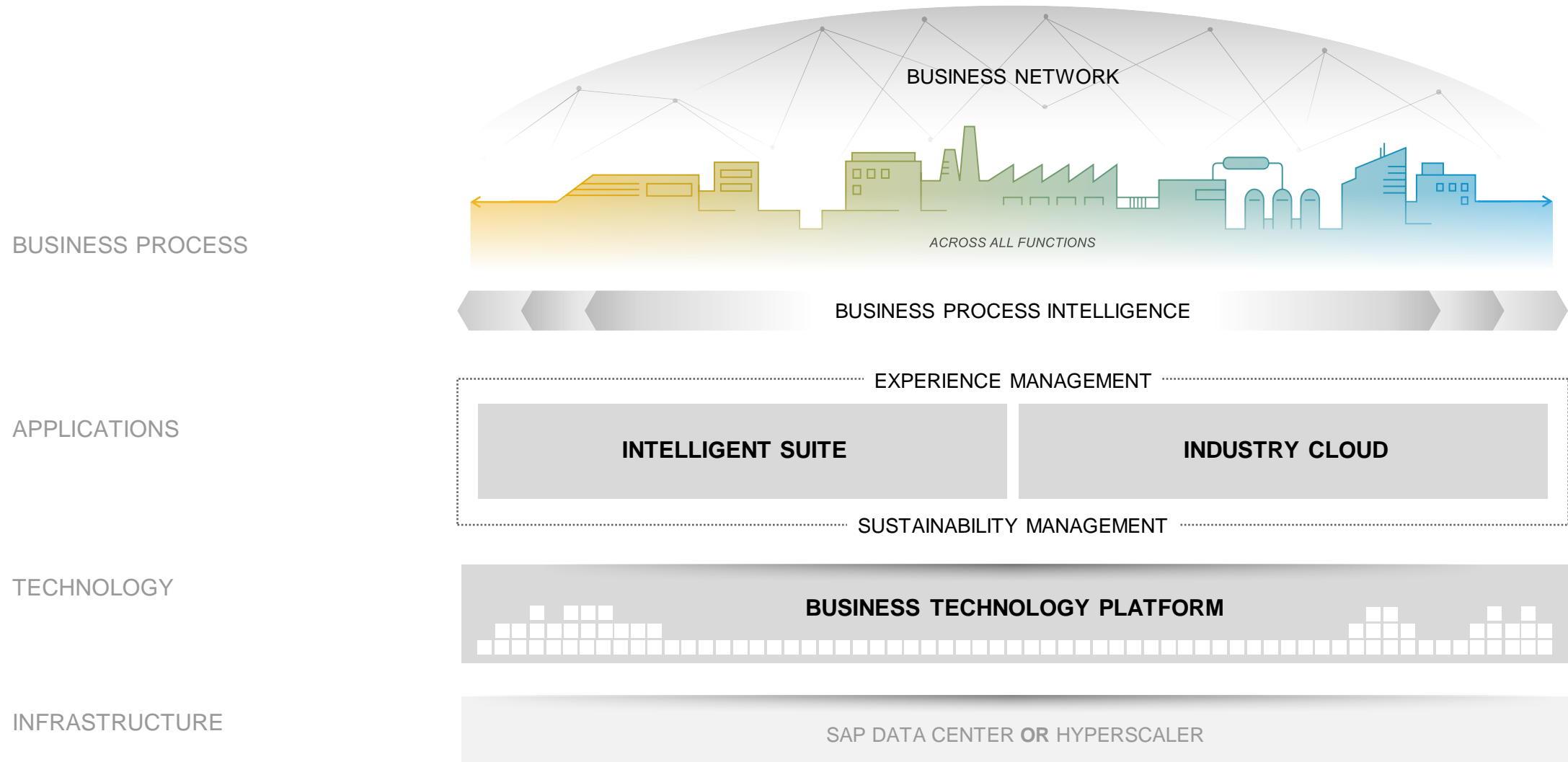
RISE with SAP S/4HANA Cloud

RISE License model

Example

Recommendations

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

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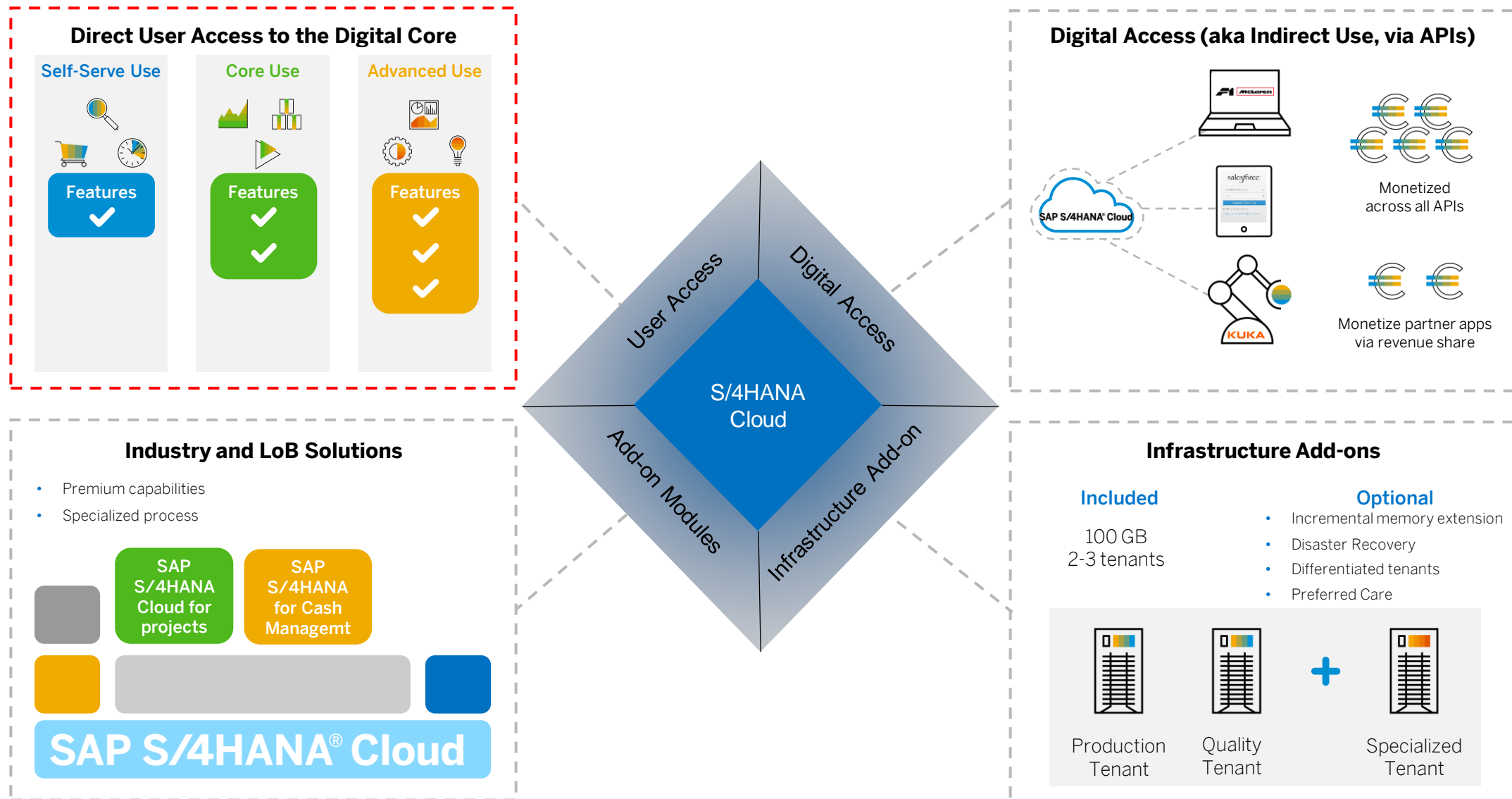
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The 4 Dimensions of RISE with SAP S/4HANA Cloud Licensing (subscription)

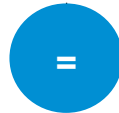


Licensing user access to the digital core via full usage equivalents

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
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.

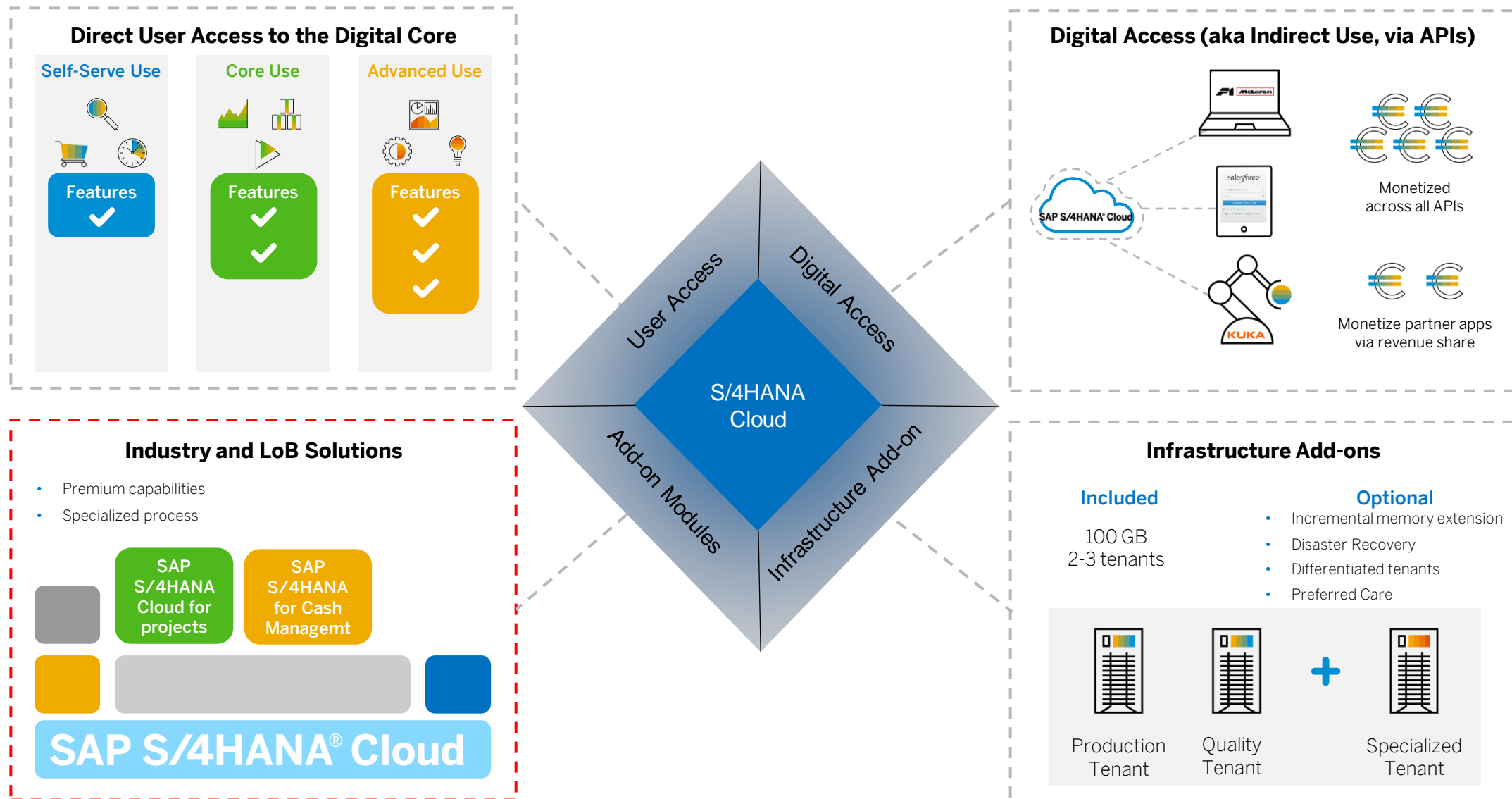
Each license includes **Display Rights** i.e. the right to display/view all transactional data and all master data in the S/4HANA system.

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.

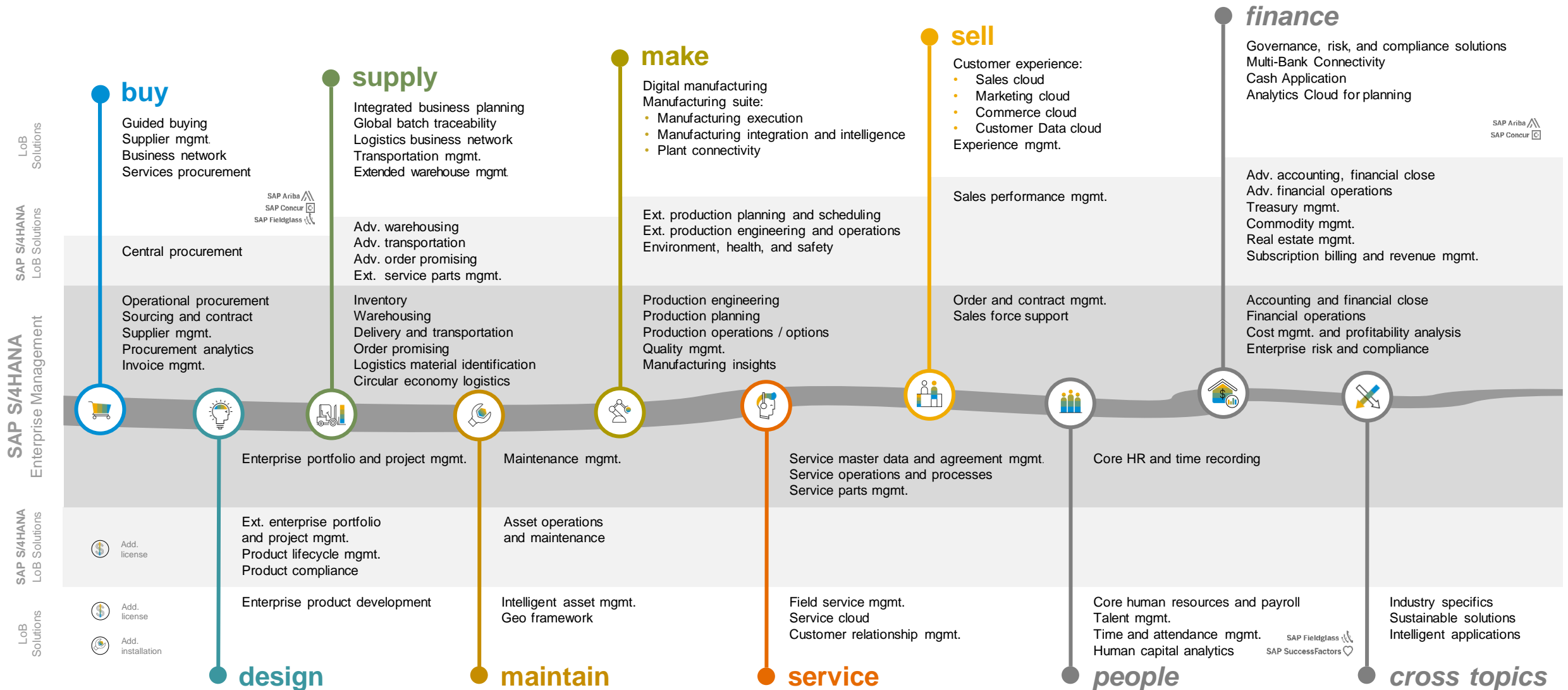
Legally binding use type definition in: [SAP S/4HANA Cloud Use Service Description](#)

	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)



SAP S/4HANA Modular Application Portfolio (MAP)



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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																
<table><tr><th>Material</th><th>Price List Item</th></tr><tr><td>7003012</td><td>SAP Professional User</td></tr><tr><td>7017377</td><td>SAP Project User</td></tr><tr><td>7017378</td><td>SAP Worker User</td></tr><tr><td>7003015</td><td>SAP Employee User</td></tr><tr><td>ERP_PACKAGE</td><td>SAP ERP Foundation Starter</td></tr></table>		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		<table><tr><th>Material</th><th>Price List Item</th></tr><tr><td>8010836</td><td>RISE with SAP S/4HANA Cloud</td></tr></table>	Material	Price List Item	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.
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7019231	SAP Sales and Service Order Execution for B2B & B2C																			
8008360	SAP S/4HANA Cloud, Digital Access																			
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<table><tr><td>xxx</td><td>3rd party DB runtime</td></tr></table>		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.**														
xxx	3 rd party DB runtime																			

* 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.

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Timing matters

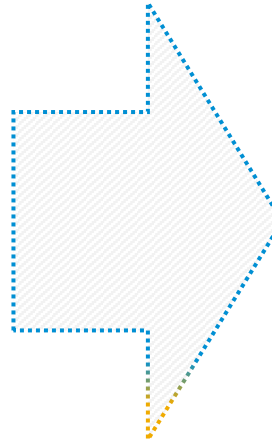
You plan to **invest in new hardware or new licenses**?

- *After an investment the new assets will be activated in your asset ledger and need to be depreciated over time.*

A **contract** with a service provider **needs to be renewed** or changed.

- *After contract renewal you are bound to your partner for the contracts duration. .*

Your **systems** still run on an old release and **need to be upgraded**.



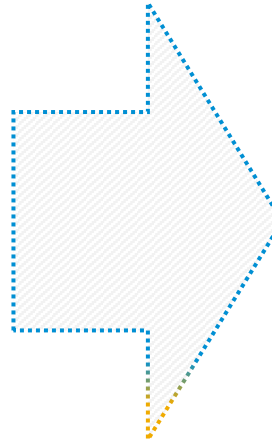
These are **important triggers** to consider a transition into the cloud.

Un-used software

Search actively for **unused software**.

Identify **unused software packages and unused quantities** in joint collaboration with your LoBs.

Identify **legacy software**.



Cloud Extension Policy provides the opportunity to terminate these licenses.

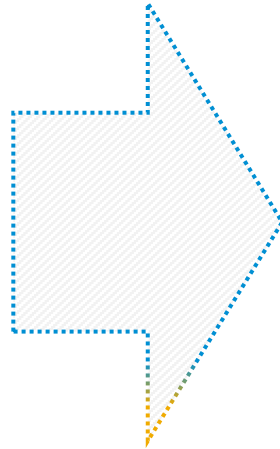
Packages can also be **terminated partially**.

Reduced maintenance fees help to pay the cloud subscription fees.

Many legacy solutions have **modern cloud successors with optimized fees**.

User licences

Get an overview on
your **current and
future need for user
licenses**



The **RISE with SAP license model** provides plenty of opportunities to replace ‚larger‘ user licenses by ‚smaller‘ user licenses

Examples:

Users who **only use capabilities of an LoB- and Industry Solution, do not need a user license.**

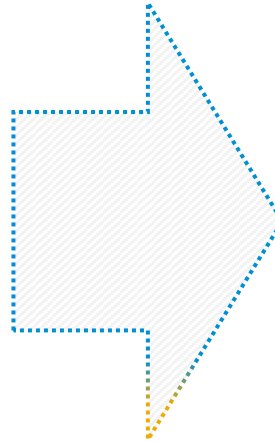
With the classic license model many users in the LoBs **production, supply chain, R&D, sales, service** need to be licensed with an SAP professional user

With the RISE license model **very often** these users only need to be licensed with the **core use.**

The RISE license model based on FUEs provides **higher flexibility to swap between different user types.**

Business Transformation

Digital Transformation requires a **complete overhaul of your IT strategy**.



Combine your transition to the Cloud with your Digital Transformation by means of a **holistic IT strategy**.

Optimize top-line and bottom-line:
Optimize not only your **TCO** but also your **business benefits**

Your Questions?



Thank you!

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