



RISE with SAP S/4HANA

Product Marketing SAP S/4HANA Cloud Private Edition
March 20, 2024

SAP and Customers Only



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What is RISE with SAP?

Your ticket to the future of ERP

RISE with SAP is a comprehensive offering designed to transition your current SAP ECC and SAP S/4HANA on-premise installation to the Cloud

Base Edition

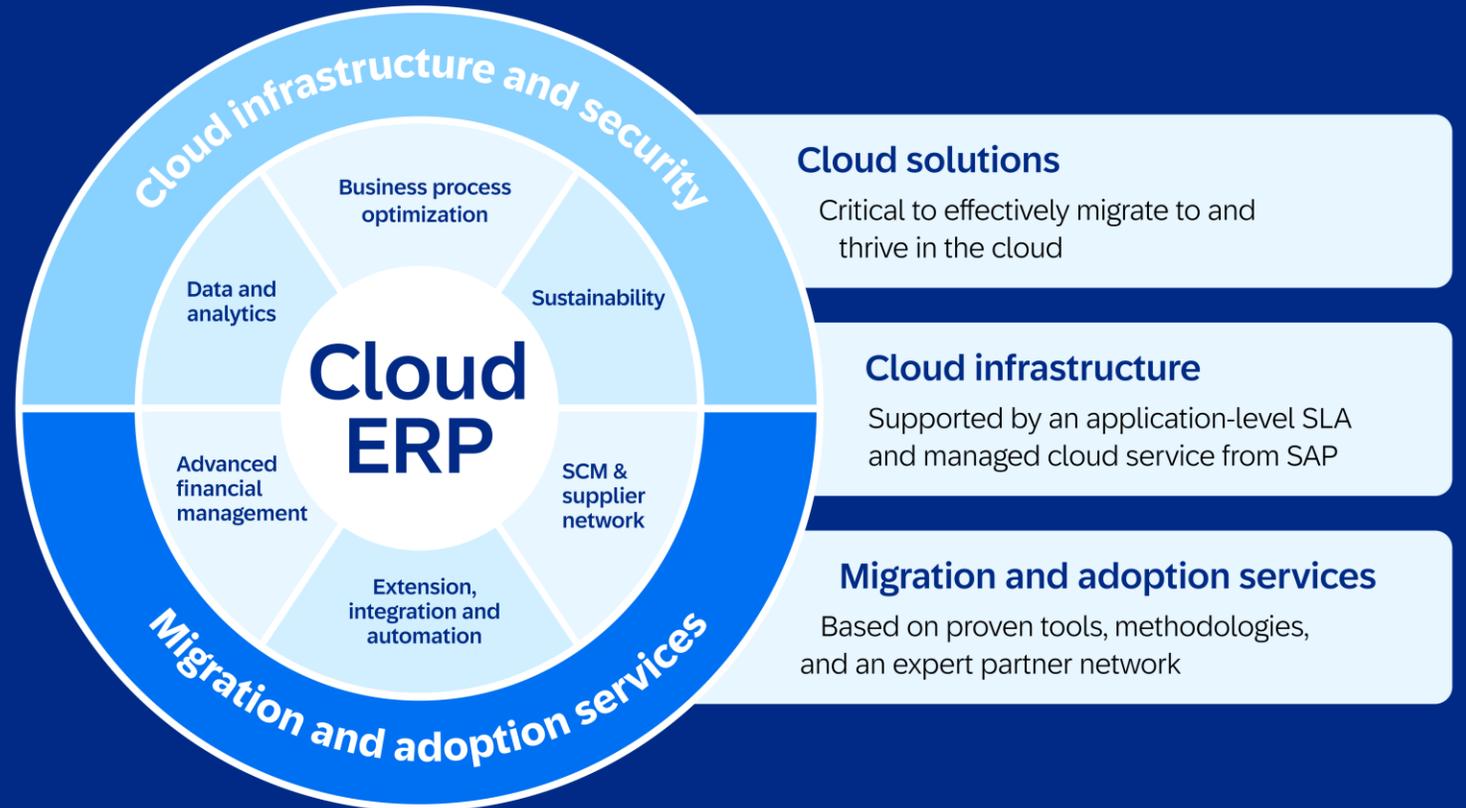
Provides small organizations with SAP S/4HANA Cloud Private Edition functionalities in lean setup

Premium Edition

Offers additional capabilities for business process management, process automation and low-code business application development

Premium Plus Edition

Extends premium by including additional capabilities for Generative AI, sustainability, and advanced OCFO suite, and additional access to supplier networks



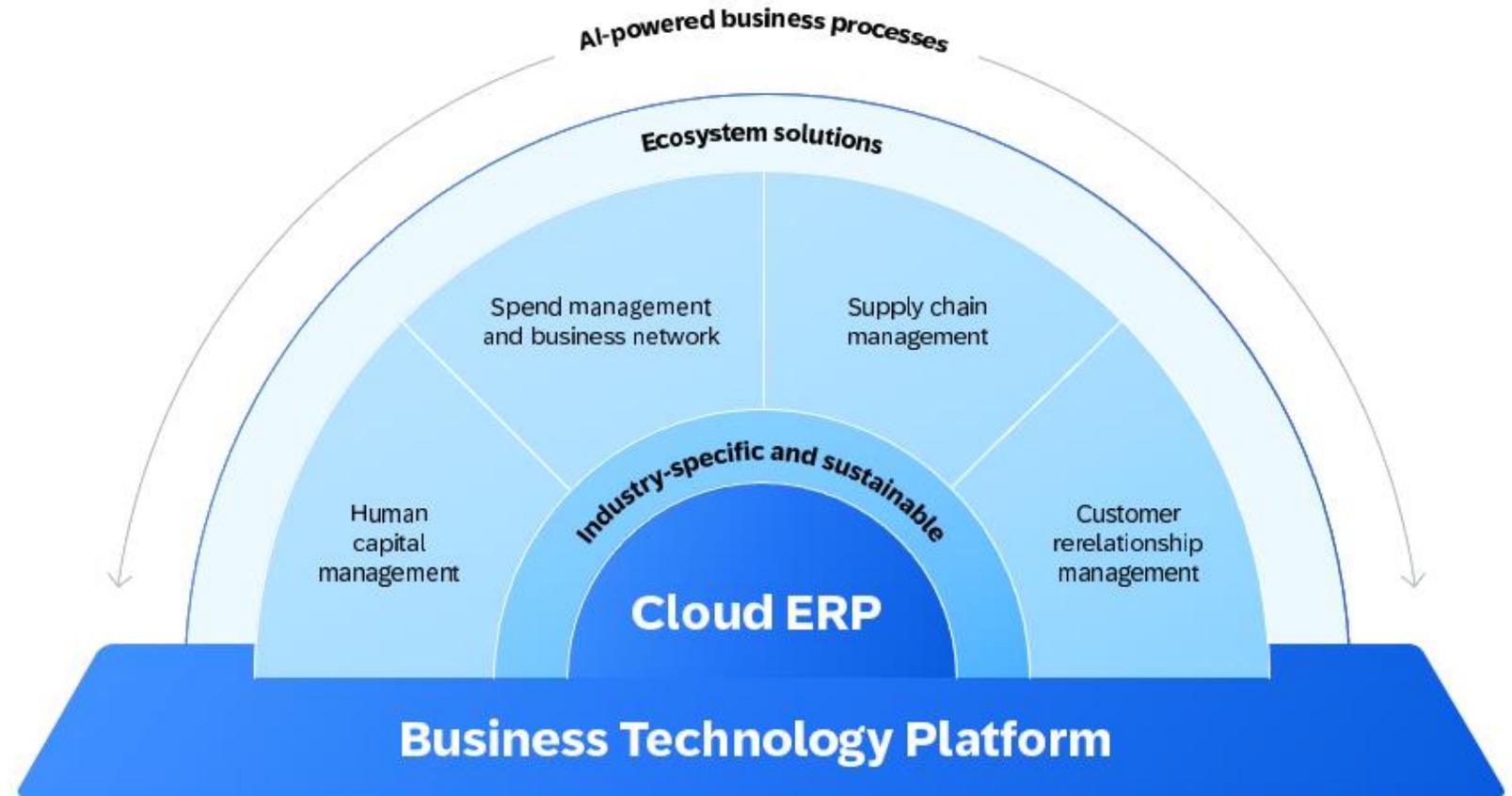
SAP's 2024 Product Strategy

At the center is the Cloud ERP core – [public or private](#) – depending on industry and customer needs

With the [Business Technology Platform](#) as the foundation for integration and extension

[Surrounded by](#) a portfolio of integrated SAP and ecosystem applications

That together deliver complete [AI-powered business processes](#) for all customers in all industries



SAP S/4HANA is delivered in three distinct product flavors

- SAP S/4HANA Cloud, public edition (Cloud ERP)
- SAP S/4HANA Cloud, private edition (Cloud ERP)
- SAP S/4HANA (on-premise)

SAP S/4HANA Cloud Private Edition

Modular Application Portfolio (MAP)



Download

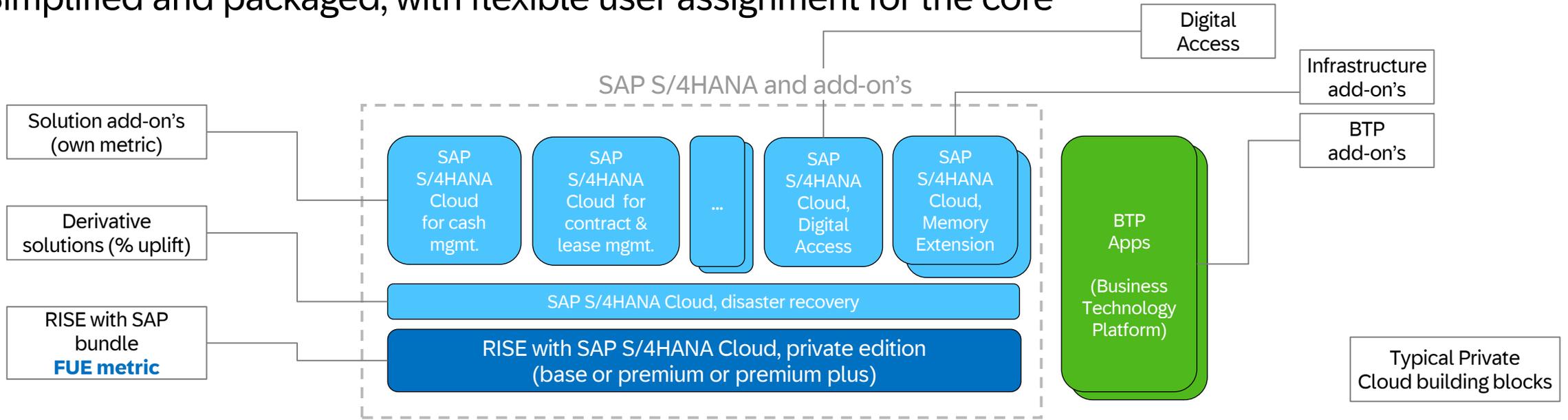
Modular Cloud LoB Solutions	Procurement <ul style="list-style-type: none"> Guided buying Supplier management Business network 	Supply Chain <ul style="list-style-type: none"> Integrated business planning Global batch traceability Logistics business network Transportation management Extended warehouse management 	Manufacturing <ul style="list-style-type: none"> Digital manufacturing 	Sales <ul style="list-style-type: none"> E-Commerce Sales automation Customer data Marketing Customer service 	Service <ul style="list-style-type: none"> Service cloud Field service management Customer relationship management
	SAP S/4HANA LoB Solutions	<ul style="list-style-type: none"> Central procurement Sourcing and contract (extended) 	<ul style="list-style-type: none"> Advanced warehousing Advanced transportation Advanced order promising Service parts distribution 	<ul style="list-style-type: none"> Ext. Production planning & scheduling Ext. prod. engineering & operations Environment, health, and safety 	
SAP S/4HANA Cloud Private Edition	Core Enterprise Management	<ul style="list-style-type: none"> Operational procurement Sourcing and contract Supplier management Procurement analytics Invoice management 	<ul style="list-style-type: none"> Inventory Warehousing Delivery and transportation Order promising Logistics cross topics Circular economy logistics 	<ul style="list-style-type: none"> Production engineering Production planning Production operations/options Quality management Manufacturing insights 	<ul style="list-style-type: none"> Order and contract management Sales force support Solution Business Management
	Core Enterprise Management	<ul style="list-style-type: none"> Accounting and financial close Financial operations Cost mgmt. and profitability analysis Enterprise risk and compliance 	<ul style="list-style-type: none"> Enterprise portfolio and project management 	<ul style="list-style-type: none"> Maintenance management 	<ul style="list-style-type: none"> Time sheet management Organizational structure management Travel management
SAP S/4HANA LoB Solutions	<ul style="list-style-type: none"> Adv. accounting, financial close Adv. financial operations Treasury management Commodity management Real estate management Subscription billing and revenue mgmt. 	<ul style="list-style-type: none"> Extended enterprise portfolio and project management Product lifecycle management Product compliance 	<ul style="list-style-type: none"> Resource scheduling Spatial asset management (linear asset management) 	<ul style="list-style-type: none"> HR administration Time management Payroll, reimbursement and rewarding Talent mgmt. and learning management HR strategy and planning 	<ul style="list-style-type: none"> Application lifecycle management Intelligent business processes Business technology platform Extensibility framework Sustainability solutions Industry specifics
Modular Cloud LoB Solutions	Finance <ul style="list-style-type: none"> Governance, risk, and compliance Multi-Bank connectivity Cash application Analytics cloud for planning 	<ul style="list-style-type: none"> Enterprise product development Collaborative project management 	<ul style="list-style-type: none"> Asset performance management Mobile asset management Spatial asset mgmt. (geo framework) Asset collaboration 	<ul style="list-style-type: none"> Core human resources and payroll Time and attendance management Talent management Human capital analytics 	Cross-topic
		R&D	Asset Management	Human Resources	

Business operations

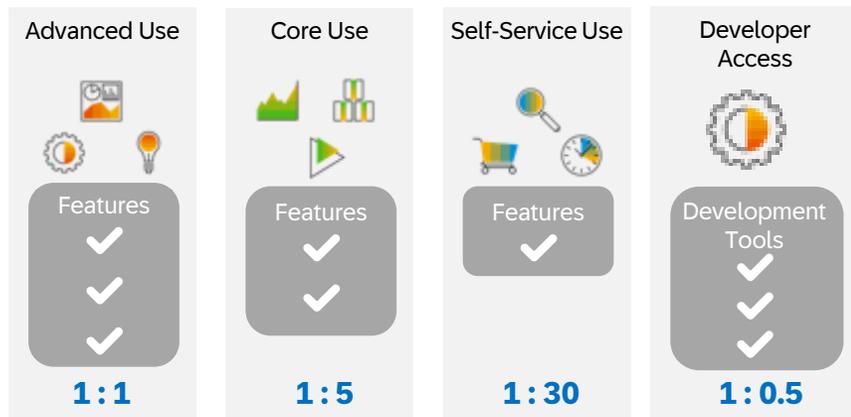
Enabling functions

SAP S/4HANA Cloud subscription overview

Simplified and packaged, with flexible user assignment for the core



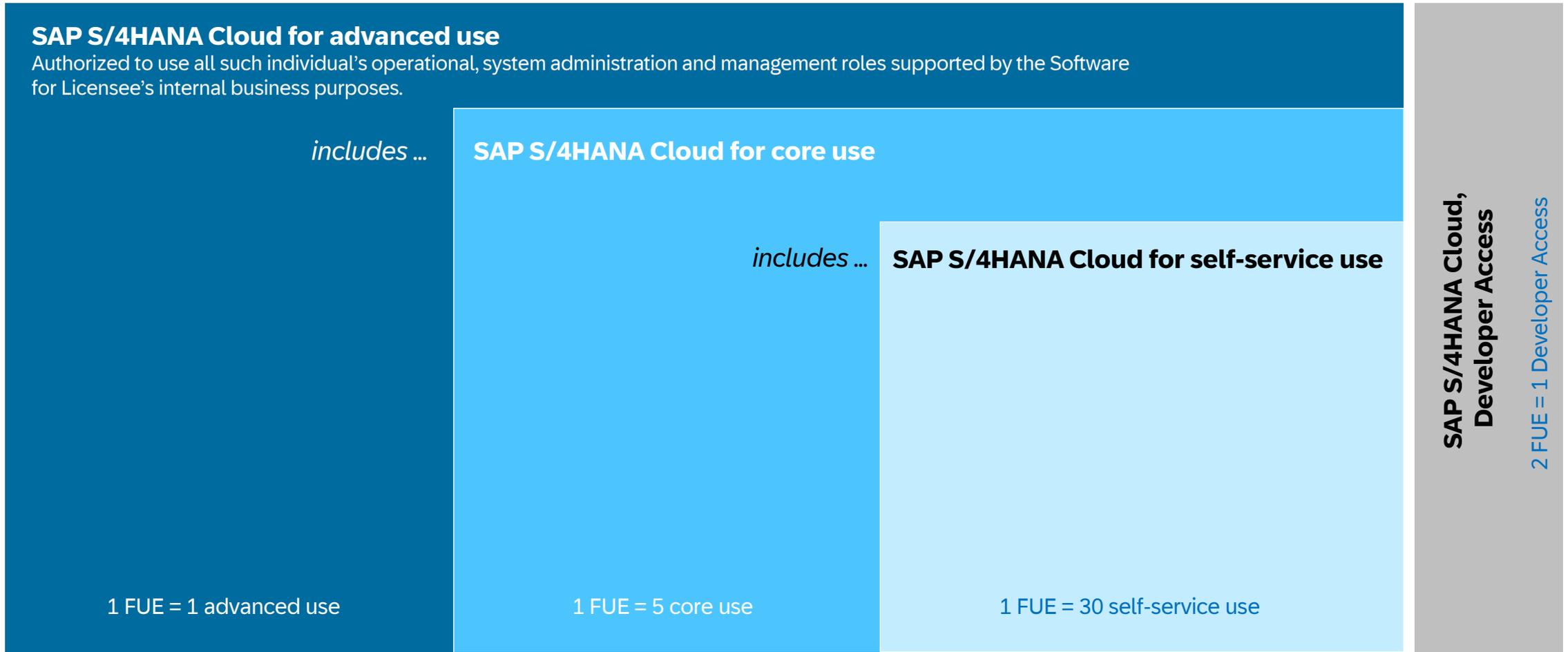
Full Use Equivalent ("FUE")



Named Use licenses with S/4HANA Use Licenses today			Conversion into FUE ("Full Use Equivalent")			
Material	Product Description	Quantity	Ratio	Quantity	Product Description	Material
7018652	SAP S/4HANA Ent. Mgmt. for Professional use	100	1	100	RISE with SAP S/4HANA Cloud, private edition, premium	8014852
7018654	SAP S/4HANA Ent. Mgmt. for Functional use	404	5	81		
7018653	SAP S/4HANA Ent. Mgmt. for Productivity use	732	30	25		
7018682	SAP S/4HANA, Developer access	4	0,5	8		
		Total		214	Total	

FUE metric - conversion example to RISE with SAP S/4HANA Cloud, starting with SAP S/4HANA on-premise

SAP S/4HANA Enterprise Management Use Rights | Overview



SAP S/4HANA Enterprise Management Use Rights | Details

SAP S/4HANA Cloud for advanced use

Use is allowed by the number of individuals included in the Licensed level who are authorized to use all of such individual's operational, system administration and management roles supported by the Software for Customer's internal business purposes.

All Solution Capabilities offered by the Software, within the Enterprise Management license

Please note: Authorized Users (as defined in the GTC) are permitted to use the following solution capabilities of RISE with SAP. The solutions listed in the SDG (Service Description Guide) are always decisive.

SAPS/4HANA Cloud for core use

Use is allowed by the number of individuals included in the Licensed Level who are employees of Customer authorized to use the following Solution Capabilities supported by the Software:

Use is allowed by the number of individuals who are employees of Customer`s Business Partners authorized to perform any role supported by the Software

Supply Chain

Goods Movement
Inventory Analytics & Control
Returnable Packaging Logistics
Warehouse Management
Delivery Management
Transportation Management
Available to Promise
Physical Inventory
Handling Unit Management
Batch Management
Serial Number Management

Manufacturing

Material Requirements Planning
External Processing
Production Execution
Subcontracting
Just-in-time Processing
Kanban
Production Control
Repetitive Manufacturing
Quality Planning
Quality Improvement
Quality Inspection
Production BOM Management
Recipe/Routing Management
Manufacturing Analytics
Capacity Planning

Asset Management

Maintenance Planning
Maintenance Execution
Maintenance Demand Processing

Enterprise Technology

Master Data Maintenance

R&D

Project Financial Control
Project Logistics Control
Variant Configuration
Product Development Foundation

Service

Warranty Management
Service Request Management
Service Order Management
Service Fulfillment
Service Billing & Settlement
Customer Engagement
Packaged Service Offerings
Business Solution Contract Management
Service Contract Management
Service Parts Fulfillment
Service Monitoring and Analytics
Service and Maintenance Plan
Technical Assets
Structures and History
In-House Repair

Sales

Sales Quotation Management
Sales Contract Management
Sales Order Management and Processing
Price Management
Incentive and Commission Management
Opportunity Management
Sales Lead Management
Activity Management
Account and Contact Management
Sales Master Data Management
Sales Billing
Solution Billing
Sales Rebates Management
Claims, Returns and Refund Management
Sales Monitoring and Analytics

Human Resources

Organizational Management
Time Sheet

Sourcing and Procurement

Self-Service Requisitioning

Travel and Expense Management

Corporate Card Management
Expense Reporting
Reimbursement Management
Cash Advance Management
Travel and Expense Analytics
Travel Booking Management

Display Use Rights

Approval Use Rights

SAP S/4HANA Cloud for self-service use

Supply Chain Management

Goods Movement
Warehouse Management
Delivery Management
Available to Promise
Transportation Management
Physical Inventory
Handling Unit Management
Batch Management
Serial Number Management

Asset Management

Maintenance Execution
Maintenance Demand Processing

Manufacturing

Materials Requirements Planning
Production Execution
Production Control

Human Resources

Organizational Management
Time Sheet

Sourcing and Procurement

Self-Service Requisitioning

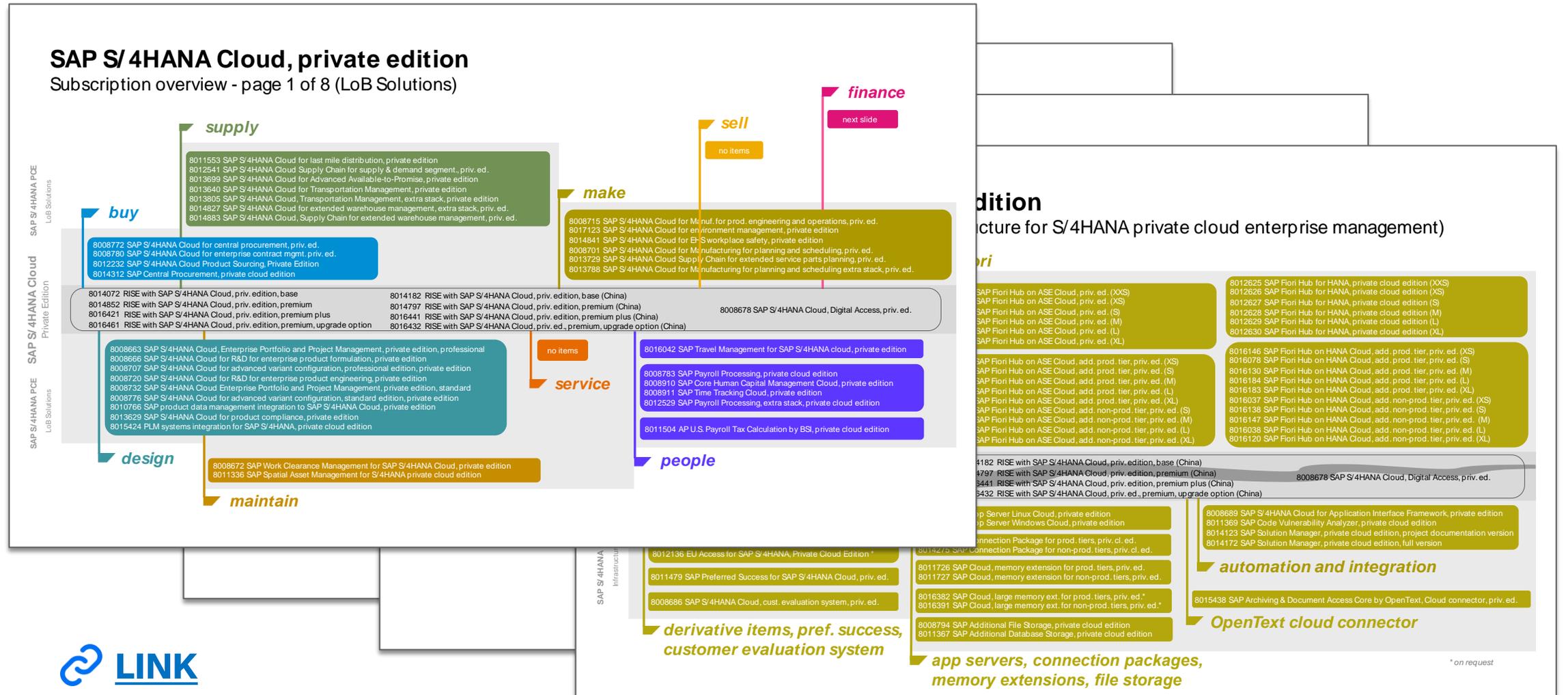
Travel and Expense Management

Corporate Card Management
Expense Reporting
Reimbursement Management
Cash Advance Management
Travel and Expense Analytics
Travel Booking Management

Display Use Rights

Approval Use Rights

Line of Business and Industry Solutions and complementing offerings for SAP S/4HANA Cloud Private Edition



SAP S/4HANA Feature Scope Description | Example

Please note:

Starting with release 2023, SAP S/4HANA Cloud Private Edition and SAP S/4HANA (on-premise) have different Feature Scope Description documents



PUBLIC
Document Version: 2.1 – 2024-03-06

SAP S/4HANA Cloud Private Edition 2023
Feature Scope Description

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THE BEST RUN 



2.11.4 Operational Procurement

2.11.4.1 Self-Service Requisitioning

Business Background

Self-service requisitioning allows you to create, manage, and track your orders efficiently. You can create items from external catalogs and free-text items. After ordering the products you require, an item or header-based approval process is triggered. Once your purchase requisition has been approved, a purchase order is created.



Key Features

The following table explains the key features available:

Key Feature	Use
Defining default settings for users	For each user, you can maintain default values for purchase requisitions. When a user creates a purchase requisition.
Selecting products	You can order products by selecting them from a catalog, or by selecting a product ID from the product catalog. The system automatically checks that the most recent price for purchase is chosen when you place your order. Based on the selected product, the system automatically determines the appropriate purchasing groups.
Copying purchase requisitions	You can copy an existing purchase requisition, along with their attachments, irrespective of the user. This is useful when you have access to the catalogs.



Adapt RISE with SAP to Your Needs

Choose between additional functionality, and limitless possibilities

Base Edition

Provides small organizations with SAP S/4HANA Cloud, private edition functionalities in lean setup

Premium edition

Augment SAP S/4HANA Cloud, private edition with features for business process management, process automation, and low-code application development.

Premium Plus edition

Extend your cloud ERP with the premium edition and additional capabilities for generative AI, sustainability, advanced CFO suite, and supplier networks.

	Base (tier 1 only)	Premium	Premium Plus
Core ERP (SAP S/4HANA Cloud, private edition)	✓	✓	✓
Business process optimization			
SAP Signavio business process transformation		✓	✓
SAP Build Process Automation		✓	✓
Extension, integration, and automation			
SAP Build Apps		✓	✓
SAP Build Work Zone	✓	✓	✓
CPEA credits for SAP BTP		✓	✓
Data and analytics			
SAP Datasphere			✓
SAP Business AI			✓
Advanced financial management			
SAP S/4HANA Cloud for group reporting	✓	✓	✓
SAP Group Reporting Data Collection			✓
SAP Analytics Cloud for planning			✓
SAP S/4HANA Cloud for cash management			✓
SAP S/4HANA Cloud for receivables management			✓
Supplier network			
SAP Business Network Supplier Portal			✓
Sustainability			
SAP Sustainability Footprint Management			✓
SAP Sustainability Control Tower			✓

RISE with SAP | Solutions for Finance and Risk

Entitled only in RISE Prem. Plus 

	ACCOUNTING, FIN. CLOSE, FP&A, SUSTAINABILITY	COMPLIANCE, TAX, AUDIT	TREASURY & FIN. OPERATIONS	REVENUE OPERATIONS	CROSS-TOPICS
Customer need	Transparency, Reporting, Decision Making, Forecasting	Risk and Controls Management, Tax and Regulatory Compliance	Cash Flow, Market Risk, Banking Communication	Monetize products, services, projects, and subscriptions	Security, Bus. Process Optimization, Procurement
Offering for	Head of Finance, Controlling	Head of Audit, Compliance, Tax	Treasurer, Shared Services	Head of Sales	CISO / CIO / COO
RISE entitlements	<ul style="list-style-type: none"> Group Reporting Group Rep. Data Collection  Analytics Cloud for Planning  Sustainability Control Tower  Sustainability Footprint Mgmt.  		<ul style="list-style-type: none"> Cash Management  Receivables Management  		<ul style="list-style-type: none"> Signavio Build Bus. Network Supplier Portal  Business AI  Datasphere 
Add-on's for RISE		<div style="border: 2px solid orange; padding: 5px;"> <p>Three Lines of Defense</p> <ul style="list-style-type: none"> Risk Management Process Control Audit Management </div>	<div style="border: 2px solid orange; padding: 5px;"> <p>Digital Banking</p> <ul style="list-style-type: none"> Multi-bank Connectivity Digital Payments </div> <p>Treasury Management</p> <ul style="list-style-type: none"> Treasury and Risk Management Trading Platform Integration 	<div style="border: 2px solid orange; padding: 5px;"> <p>BRIM (live)</p> <ul style="list-style-type: none"> Subscription Order Mgt. Convergent Invoicing Contract Accounting Convergent Charging </div>	
	<ul style="list-style-type: none"> Advanced Financial Closing Central Finance Real Estate (CLM) Profitability & Performance Mgmt. 	<ul style="list-style-type: none"> Document & Reporting Compliance Global Trade Services 	<ul style="list-style-type: none"> Taulia Advanced Payment Management Cloud for Credit Integration 	<ul style="list-style-type: none"> Configure, Price & Quote Configuration & Pricing Service Subscription Billing Entitlement Management 	<ul style="list-style-type: none"> Identity & Access Governance Secure Login Service Enterprise Threat Detection UI Logging & Masking
	Central Finance, Green Ledger (Carbon Accounting Hub), Future Premium oCFO AI Innovations,, Joule				

RISE with SAP | Solutions for Digital Supply Chain

	DESIGN	PLANNING	MANUFACTURING	LOGISTICS	ASSETS/SERVICES
Customer need	Product Design and Collaboration	Demand and Supply Planning	Automate manufacturing operations	Warehouse and Transport automation	Maintenance and field service operations
Offering for	Product Engineering	Head of Planning / S&OP	Head of Production, Quality	Head of Logistics	Head of maintenance/service
Add-on's for RISE	PLM	Supply Chain Planning	Manufacturing	Logistics	Assets & Service Management
	Product Lifecycle Mgmt.	IBP for S&OP	Digital Manufacturing	Extended Warehouse Mgmt.	Field Service Mgmt.
	Prod. Engin. / Formulation	Supply Chain Control Tower	EHS Environment Mgmt.	Transportation Mgmt.	Service and Asset Manager
	Portfolio & Project Mgmt.	Advanced ATP Manuf. for Planning & Sched.	EHS Workplace Safety		Asset Performance Mgmt.
	Future Premium AI DSC innovations (e.g. TM Goods Receipt Processing)				

Backup Slides

RISE with SAP S/4HANA Cloud, private edition, premium | Packaging



- Explore **S/4HANA capabilities** and design to-be processes
- **Reduce complexity** and **eliminate irrelevant data** and unused processes
- Receive **transparency** of mandatory changes

- Determine **business value** and improvement potentials
- Get fast and deep insights into current **process execution**
- **Continuously measure and transform** considering your business strategy and identified potentials

- **Keep the core clean** by implementing integration and extensions on the business technology platform
- Easily adopt **intelligent technologies** that empower employees and users, facilitate new business models and customer engagement
- Leverage **pre-built industry content** and **process workflows** to empower your specific capabilities

- **Build applications** simpler and faster and customize enterprise applications visually
- Improve processes with tailored SAP S/4HANA **automations**
- Gain business efficiency from **visualizations, easy access** and **team collaborations**

as of March 10, 2024

RISE with SAP S/4HANA Cloud, private edition | Package Portfolio

RISE with SAP S/4HANA Cloud, private edition, **base**

BTP Work Zone SAP Build Work Zone	oCFO Group Reporting	No further RISE entitlements Pricing Tier 1 only SAP DC only

RISE with SAP S/4HANA Cloud, private edition, **premium**

Signavio Process Insights Process Manager Collaboration Hub	BTP CPEA CPEA Credits	BTP Work Zone SAP Build Work Zone	Build Process Automation Build Apps	oCFO Group Reporting
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RISE with SAP S/4HANA Cloud, private edition, **premium plus**

Signavio Process Insights Process Manager Collaboration Hub	BTP CPEA CPEA Credits	BTP Work Zone SAP Build Work Zone	Build Process Automation Build Apps	oCFO Cash Management Receivables Management Group Reporting Group Reporting Data Collection SAC Planning	Gen AI	Procurement Network Supplier Portal	SAP Datasphere	Sustainability Sustainability Footprint Management Sustainability Control Tower
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RISE with SAP S/4HANA Cloud, private edition, premium | Packaging Details

RISE with SAP S/4HANA Cloud, private edition, premium

Pricing Tiers FUEs	SAP Signavio	SAP BTP	SAP Build Apps	SAP Build Process Automation	SAP Build Work Zone
1-2 60 – 550 FUEs	Starter Pack for all Tiers: Process Insights: 1 data load (within 50 GB) Process Manager: 3 users Collaboration Hub: 10 users	CPEA Credits 1% net ACV 10K EUR min (prev. 4k) 20K EUR max (prev. 16k)	25 users* [1 environment]	20 Standard users* + [5 Advanced users] + [1 Attended + 2 Unattended Bots]	per FUE (allocation to Active Users)
3-5 551 – 4k FUEs			50 users [2 environments]	50 Standard users + [10 Advanced users] + [2 Attended + 4 Unattended Bots]	
6-7 4k – 12k FUEs			100 users [3 environments]	100 Standard users + [20 Advanced users] + [4 Attended + 8 Unattended Bots]	
8 12k – 25k FUEs			150 users [3 environments]	150 Standard users + [75 Advanced users] + [4 Attended + 8 Unattended Bots]	
9 25k+ FUEs			300 users [3 environments]	300 Standard users + [100 Advanced users] + [5 Attended + 10 Unattended Bots]	

- **SAP Signavio** includes fixed entitlements across all pricing tiers for the Starter Pack
- **SAP BTP** (Business Technology Platform) includes variable entitlements of CPEA credits based on ACV with a minimum and maximum entitlement, calculated as 1% of the net ACV with a lower minimum of 10k€ and an upper limit of 20k€ per year
- **SAP Build Apps**, **SAP Build Process Automation** as well as **SAP Build Work Zone** entitlements scale with the licensed FUE's/tiering

as of March 10, 2024

Q&A

Thank you.

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