

RISE/GROW with SAP

Übersee-Museum Bremen

18.09.2023

Lorenz Müller

A wide-angle photograph of a modern cable-stayed bridge spanning a body of water. The bridge features a large, dark, A-frame pylon with numerous stay cables fanning out to support the deck. The water is calm, reflecting the bridge and the sky. The sky is filled with soft, wispy clouds, and the sun is low on the horizon, creating a warm, golden glow. The overall mood is serene and majestic.

Agenda

RISE with SAP

Updates zu RISE with SAP

Beispielangebote RISE with SAP

GROW with SAP

RISE with SAP



RISE with SAP

SAP BIETET MIT RISE EIN UMFASSENDES PAKET AUS

- einem passenden SAP S/4HANA Cloud-ERP-System (Public Cloud oder Private Cloud Edition)
- Werkzeugen zur Prozessanalyse
- Migrationstools und -vorgehensmodellen
- einem Guthaben zur Nutzung weiterer Cloud- bzw. Business-Services.

Die Verlagerung von On-Premise SAP ERP-Installationen in die Cloud ist ein Kernelement von RISE

RISE with SAP

- RISE with SAP: ein reines **Abo- und Subskriptionsangebot** der SAP, um Unternehmen bei der digitalen Transformation zu unterstützen.
- Grundlage: SAP S/4HANA in der Cloud mit zwei Bereitstellungsmodellen: **Public** oder **Private** Cloud.
- Einführung anhand von drei Komponenten:
 1. Neugestaltung der Prozesse mit Business Process Intelligence
 2. Technische Migration auf SAP S/4HANA mit integrierten Tools und Services
 3. Infrastruktur & Operations – Aufbau des „intelligenten Unternehmens“ mithilfe von SAP-Lösungen auf der SAP Business Technology Plattform
- Neue Userlizenzmessung FUE – „**Full Use Equivalents**“
- Cloud Extension Policy kann genutzt werden → So kann Shelfware (Wartungskosten und nicht ausgenutzte Cloudverträge) mit einem RISE-Vertrag abgebaut werden (**VOR** Vertragsschluss)

RISE with SAP

Druck durch SAP

- Wartungspreiserhöhung von bis zu 5% ab 01.01.2024 für OnPremise
 - Grund lt. SAP sind die aktuellen Marktbedingungen, die von nach wie vor hohen Inflationsraten gekennzeichnet sind. SAP nutzt die Preispolitik auch um die Bestandskunden zur Einführung von Cloudprodukten zu bewegen
- Veränderung der Anrechnungsregeln, d.h. mögliche Anrechnung von Lizenzgebühren beim Wechseln in die Cloud werden sukzessive geringer
 - Die Folge daraus: für Kunden, die länger warten auf RISE zu wechseln, wird es immer teurer
- Altsysteme werden von neuesten Innovationen und Funktionen ausgeschlossen, lt. SAP CEO Christian Klein

(SAP erhöht die Wartungspreise – Weitere Preiserhöhungen geplant ([handelsblatt.com](https://www.handelsblatt.com)))

RISE with SAP

SAP S/4HANA Cloud Licensing

Licensing user access to digital core via full usage equivalents

Full Usage Equivalents

- All SAP S/4HANA Cloud use types can be purchased by one license material: SAP S/4HANA Cloud for Enterprise Management
- This license material has the metric Full Usage Equivalents (FUE)
- One unit of SAP S/4HANA Cloud for Enterprise Management 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

=

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

© 2021 SAP SE or an SAP affiliate company. All rights reserved. | FOR INTERNAL SAP AND PARTNER USE ONLY

RISE with SAP

RISE with SAP, private editions

- New tier structure for **private cloud**, starting at 60 FUE minimum
 - The first tier of the private cloud will cover 60 - 135 FUE and deliver a simplified 2-system architecture; a third system tier can be subscribed separately.
 - As of the second tier in private cloud (starting at 136 FUE) we will offer the 3-system architecture of private cloud.
 - New Material Numbers will be released.

PCE Licensing – Today

Tier	Min	Max	List
1	40	550	€ 215
2	551	1000	€ 175
3	1001	2000	€ 150
4	2001	4000	€ 145
5	4001	6000	€ 130
6	6001	12000	€ 110
7	12001	25000	€ 90
8	25001	+	€ 70



PCE Licensing – with Tier 1 adjustment

Tier	Min	Max	List
1	60	135	€ 370
2	136	550	€ 365
3	551	1000	€ 215
4	1001	2000	€ 150
5	2001	4000	€ 105
6	4001	6000	€ 60
7	6001	12000	€ 45
8	12001	25000	€ 35
9	25001	+	€ 25

RISE with SAP

Customer can re-allocate their users to avoid shelf-ware during their life-cycle

Example:

Before re-allocation

User type	# users	FUE ratio	# FUEs	Swap FUEs	Swap Users
S/4HANA Cloud for advanced use	70	1:1	70	-10	-10
S/4HANA Cloud for core use	350	1:5	70	+10	+50
S/4HANA Cloud self-service use	600	1:30	20		



After re-allocation

User type	# users	FUE ratio	# FUEs
S/4HANA Cloud for advanced use	60	1:1	60
S/4HANA Cloud for core use	400	1:5	80
S/4HANA Cloud self-service use	600	1:30	20

RISE with SAP – Vor- und Nachteile

Vorteile

- Ein Vertragspartner
- „**Flexibles**“ Mietmodell lt. SAP
- Möglichkeit, **Shelfware** zu **reduzieren**
- Betrieb, Lizenzen und Wartung aus einer Hand
- Möglichkeit der signifikanten **Kostenreduzierung** lt. Aussage von SAP (muss im Einzelfall geprüft werden)

Nachteile

- Vom Eigentümer zum **Mieter**
- **Keine Anrechnung** der bislang getätigten Investitionen
- Cloud Price Increase (CPI) bis zu **3,3 % p.a.**
- Größere Bindung mit höherer Fertigungstiefe an einen **einzelnen** Anbieter (SAP) schafft **Abhängigkeiten**
- **Keine** nachträgliche **Reduzierung des Leistungsumfangs** während der Vertragslaufzeit
- **Keine größeren Rabattierungen** bei späteren Erweiterungen des Umfangs
- Mögliche **Kostenfallen** durch zusätzlich zu bezahlende Services, die nur SAP erbringen darf

SAP Enterprise Cloud Services für RISE, Beschreibung & Verantwortlichkeiten

FIVE CATEGORIES: For avoidance of doubt, all of the tasks and services itemized in this Roles & Responsibilities document are provided as a catalog of services. However, the relevance and necessity of each individual task or service will be unique to each customer's Computing Environment. Customers are responsible to review and analyze these tasks and make the selection of such tasks/services in collaboration with an SAP Cloud Architect Advisor ("CAA"), with a SAP Client Delivery Manager ("CDM"), or with the Private Cloud customer center team.

Standard Services	All tasks/services that are included as part of the standard Services, covered by the Service Fee and performed by SAP ² , as applicable to customer.
Optional Services	Optional Services: these tasks/services are not covered in the standard Services, and are not and cannot be covered by the Cloud Application Services ¹ ("CAS"). These tasks/services • may be elected by customer, • are subject to additional service fees, • must be specifically contracted for and itemized in the customer's contract (original contract or via a change request), and • can only be performed by SAP².
Additional Service	Additional Service: Include one-off tasks/services which are not covered by Standard, Optional and/or Cloud Application Services. These tasks/services • may be elected by customer, • are subject to additional service fees and • can only be performed by SAP².
Cloud Application Services¹ ("CAS"). Can be performed by customer.	Cloud Application Services ¹ ("CAS"). Can be performed by customer: Include tasks/services that a customer can perform, but the customer may elect to have SAP ² to deliver.
Excluded Tasks	Excluded Tasks are those tasks/services that can only be performed by the customer and are excluded from Standard Services, Optional Services, Additional Services and/or Cloud Application Services.

Siehe Dokument



<https://assets.cdn.sap.com/agreements/product-policy/hec/roles-responsibilities/rise-with-sap-s4-hana-cloud-private-edition-and-sap-erp-pce-roles-and-responsibilities-english-v8-2021.pdf>

S.3 von 48

Mehr zu RISE with SAP Lizenzierung



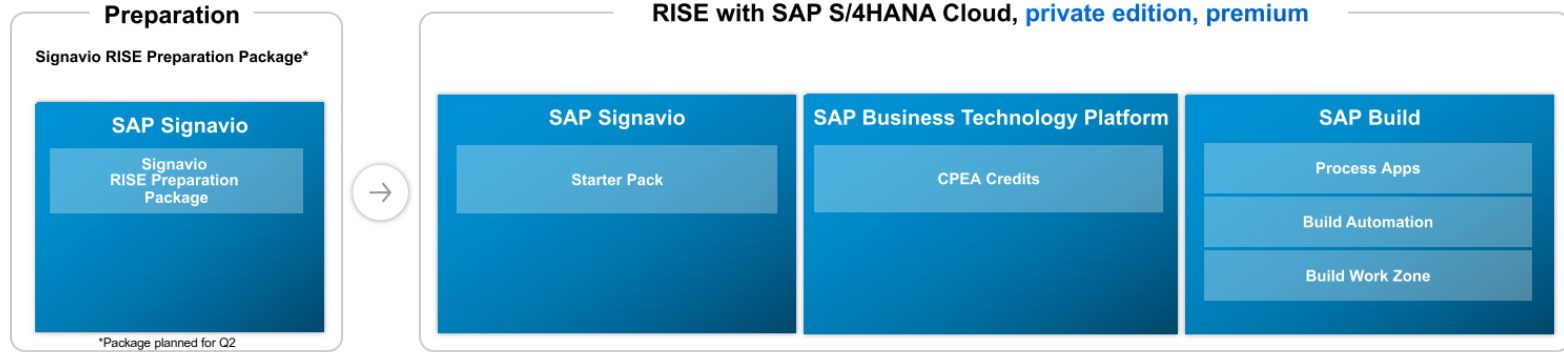
RISE with SAP S/4HANA Cloud **Licensing Overview**

Arne Neumann, Bernd Hartmann, SAP SE
Oktober 2021

Updates zu RISE with SAP



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**

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	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		10K EUR min (prev. 4k)	50 users [2 environments]	50 Standard users + [10 Advanced users] + [2 Attended + 4 Unattended Bots]	
6-7 4k – 12k FUEs		20K EUR max (prev. 16k)	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/tying

Beispielangebote RISE with SAP



Beispiel Angebot RISE with SAP
Verhandlungsverlauf mit SAP & Beispielkunde

Beispiel RISE with SAP

Tailored Option

Product	Metric	In Blocks Of	Product Code	Phase 1 1.4.2023	Phase 2 1.11.2023	Phase 3 1.4.2024	Phase 4 1.1.2025	Phase 5 30.6.2025
RISE with SAP S/4HANA Cloud, priv ed, tailored op	Full Use Equivalent	1	8012340	1200	1450	1450	1850	2001
SAP Document and Reporting Compliance for SAP S/4HANA Cloud, priv ed, tailored option	Object	1	8015127	3	3	3	3	3
SAP add-on for Polish SAF-T regulatory requirements, priv ed, tailored option	Object	5	8015129	1	1	1	1	1
SAP S/4HANA Cloud, Digital Access, priv ed, tailored op	Document	1.000	8012003	6000	6000	6000	11000	16000
SAP S/4HANA Cloud for cash management, priv ed, tailored option	User	1	8015162	5	5	5	5	5
SAP S/4HANA Cloud for financial closing cockpit, priv ed, tailored op	User	500	8011906	22	22	22	22	22
SAP S/4HANA Cloud for Manufacturing for planning and scheduling, priv ed, tailored op	Cost of Goods	100.000.000	8011935	10	10	10	10	10
SAP S/4HANA Cloud for Supply Chain for extended warehouse management, priv ed, tailored op	Document	600.000	8014925	3	3	3	3	3
SAP S/4HANA Cloud for Group Reporting, priv ed, tailored option	Object	25	8015122	1	1	1	1	1
SAP BW/4HANA Cloud, priv ed, tailored op	Tenant	1	8012037	1	1	1	1	1
SAP Global Trade Services, edition for HANA, priv ed, tailored op	User	1	8015152	40	40	40	40	51
SAP ERP, private edition,tailored option	Full Use Equivalent	1	8012341	136	136	136	136	
SAP Payroll Cloud, priv ed, tailored op	User	1	8011782	5000	10000	10000	12000	13000
SAP Core Human Capital Management Cloud, priv ed, tailored op	User	1	8014415	6000	12000	12000	12000	13000
SAP Time Tracking Cloud, priv ed, tailored op	User	1	8012077	5000	10000	10000	10001	10001
SAP Manufacturing Integration and Intelligence, priv ed, tailored op	Resource	1	8014355	360	360	360	360	
SAP BusinessObjects Enterprise Cloud, priv ed, tailored op (CS)	Connection	1	8013887	60	60	60		
SAP BusinessObjects Enterprise Cloud, priv ed, tailored op (user)	User	1	8011946	260	260	260		
SAP Disclosure Management, professional edition priv ed, tailored op	Users	1	8011843	15	15	15	15	15
SAP Interactive Forms by Adobe priv ed, tailored op	Users	1	8011869	350	350	350	350	350
SAP Archiving and Document Access by OpenText, priv ed, tailored op	Users	1	8012246	100	100	100	100	100
SAP Solution Manager	Flat Fee	1	8000798	1	1	1	1	1

GROW with SAP



GROW with SAP

Cloud-ERP-Lösung für mittelständische Kunden

Enterprise Resource Planning (ERP)
GROW with SAP

GROW with SAP

Führen Sie Cloud ERP schnell, kontrolliert und mit kontinuierlicher Innovation ein.

Video ansehen

Kontaktieren Sie uns

Mit GROW with SAP hat SAP ein neues Angebot im Portfolio. Es zielt auf die schnelle und unkomplizierte Einführung von SAP S/4HANA Cloud für mittelständische Unternehmen ab, die noch kein ERP-System im Einsatz haben. [GROW with SAP \(nttdata-solutions.com\)](https://www.sap.com/products/grow-with-sap.html)



[GROW with SAP | Cloud-ERP-Einführung](#)

Fragen & Diskussion



Schloßstraße 1 | 12163 Berlin

info@hisolutions.com | +49 30 533 289 0

www.hisolutions.com