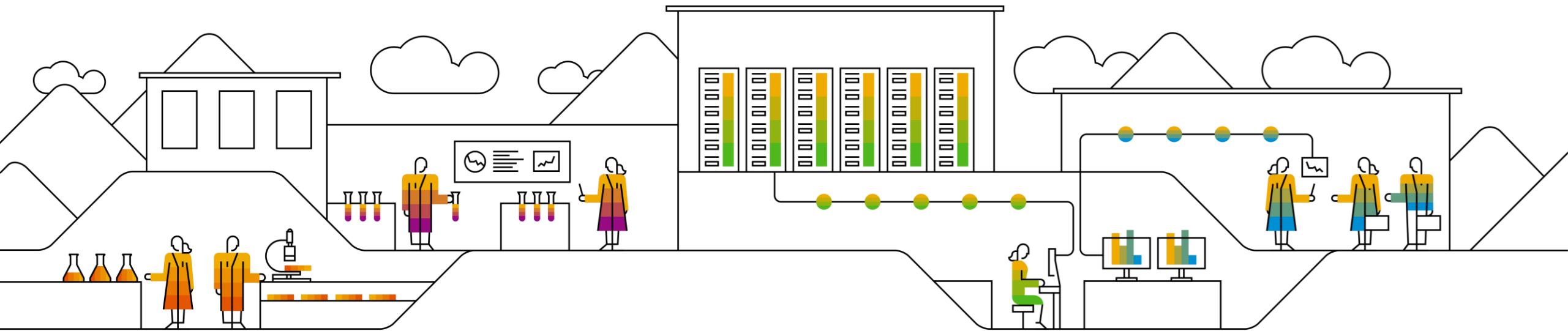




Licensing Overview

SAP S/4HANA on-premise

December 2020

PUBLIC

Licensing Overview: SAP S/4HANA on-premise

Topics

SAP S/4HANA on-premise Licensing Model

- Licensing model for new customers
- Licensing model for existing customers
- Core versus extended scope – Licensing of Industry & LoB solutions
- Maintenance Timelines & Compatibility Packs

Safeguarding our customers' investments

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

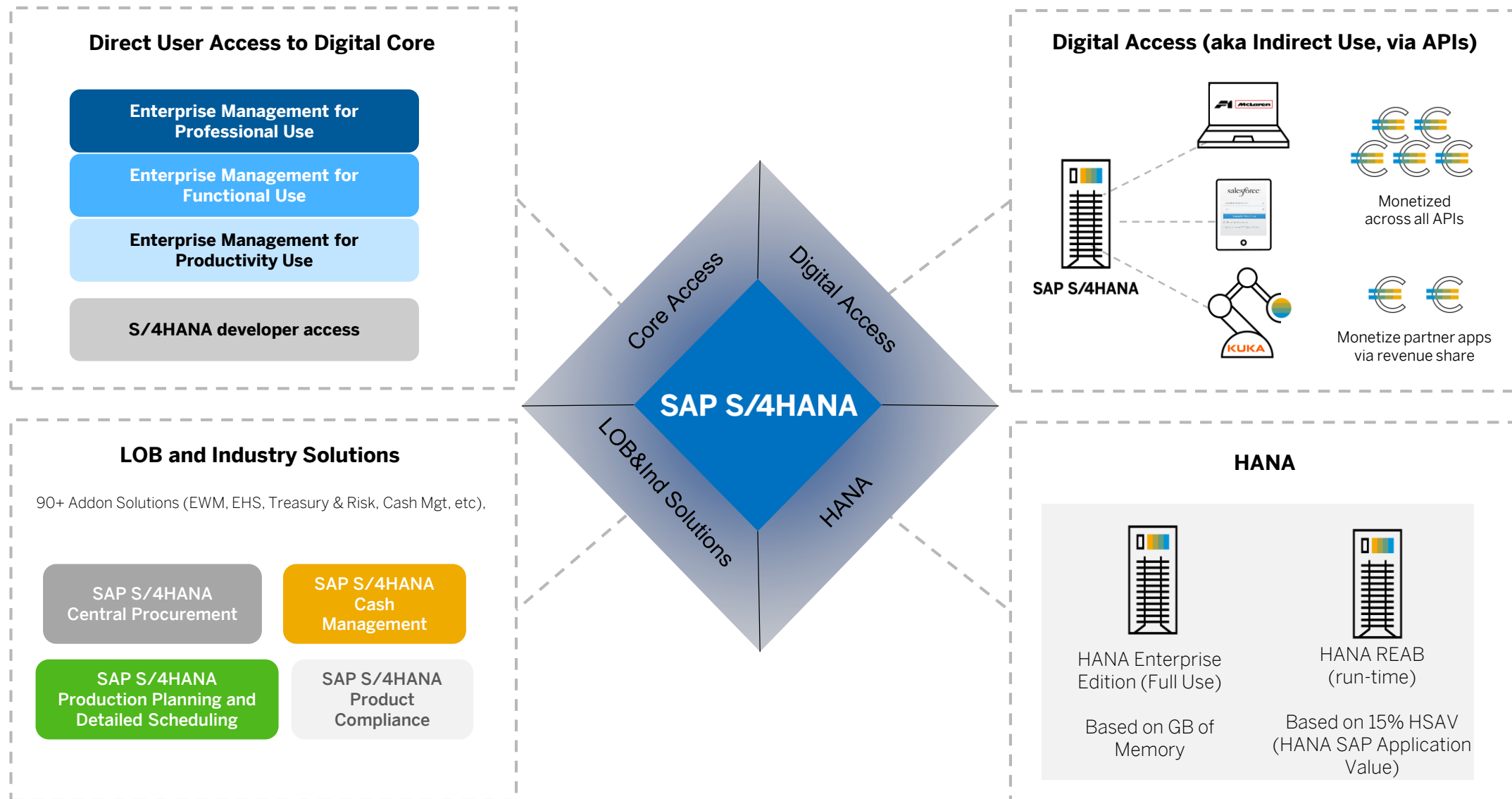
BoM Examples

- 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

SAP S/4HANA on-premise Licensing Model

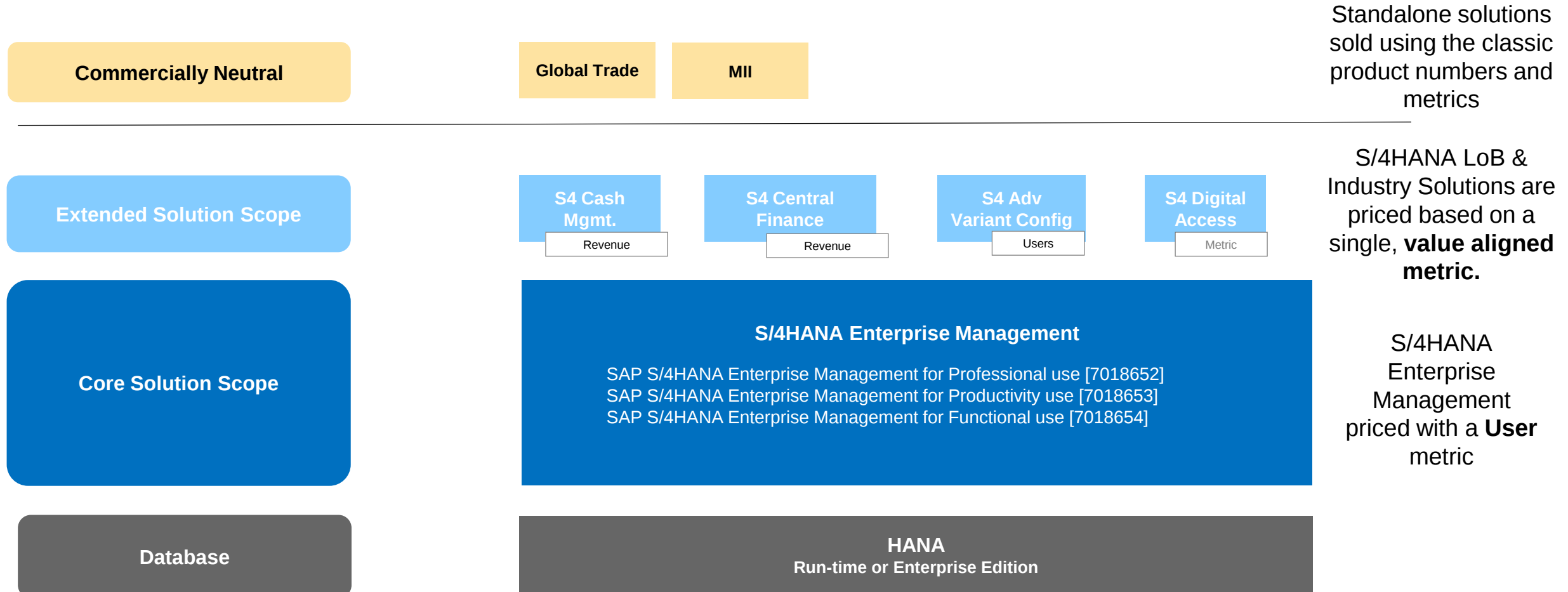
- Licensing model for new customers
- Licensing model for existing customers
- Core versus extended scope – Licensing of Industry & LoB solutions
- Compatibility Packs

The 4 Dimensions of SAP S/4HANA On-Premise Licensing (perpetual)



SAP S/4HANA OnPrem Licensing – For New Customers

Direct User Access to Digital Core and LoB & Industry Solutions



SAP S/4HANA Licensing – For New Customers

Details on Direct User Access to Digital Core – Solution Capabilities per Use Type

7018652 SAP S/4HANA Enterprise Management for Professional use

This license allows performing all role required operations, including management and system administration tasks.

7018654 SAP S/4HANA Enterprise Management for Functional use

- Inventory Analytics & Control
- Returnable Packaging Logistics
- External Processing
- Subcontracting
- Just-in-time Inbound Processing
- Kanban
- Repetitive Manufacturing
- Quality Improvement
- Quality Inspection
- Production BOM Management
- Recipe/Routing Management
- Manufacturing Analytics
- Maintenance Planning & Sched.
- Master Data Maintenance
- Project Financial Control
- Project Logistics Control
- Product Development Foundation
- Warranty Management
- Service Request Management
- Service Order Management
- Service Fulfilment
- Service Billing & Settlement
- Customer Engagement
- Packaged Service Offerings
- Business Solution Contract Management
- Service Contract Management
- Service Parts Fulfillment
- Sales Quotation Management
- Sales Contract Management
- Sales Order Management and Processing
- Price Management
- Incentives and Commissions Management
- Opportunity Management
- Sales Lead Management
- Activity Management
- Account and Contract Management
- Sales Master Data Management
- Sales Billing
- Solution Billing
- Sales Rebates Management
- Claims Return and Refund Management
- Sales monitoring and Analytics

+ capabilities of SAP S/4HANA Enterprise Management for Productivity Use

7018653 SAP S/4HANA Enterprise Management for Productivity Use

- Goods Movement
- Warehouse Management
- Delivery Management
- Available to Promise
- Transportation Management
- Physical Inventory
- Batch Management
- Serial Number Management
- Handling Unit Management
- Material Requirements Planning
- Production Execution
- Production Control
- Maintenance Execution
- Self-Service Requisitioning
- Organizational Management
- Time Sheet
- Display use rights*

7018682 SAP S/4HANA, developer access

SAP S/4HANA Licensing – For New Customers

Functional Solution Capabilities per License Material

Color Code

Minimum use type for capability in this LoB

The more expensive license always includes the capabilities of the cheaper license:

- 7018652 SAP S/4HANA Enterprise Management for Professional Use includes the capabilities of 7018654 SAP S/4HANA Enterprise Management for Functional use;
- 7018654 SAP S/4HANA Enterprise Management for Functional Use includes the capabilities of 7018653 SAP S/4HANA Enterprise Management for Productivity Use.

LoB	7018653 SAP S/4HANA Enterprise Management for Productivity use	7018654 SAP S/4HANA Enterprise Management for Functional use	7018652 SAP S/4HANA Enterprise Management for Professional 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 Delivery Management Goods Movements Physical Inventory Transportation Management Warehouse Management	All	All

How can I find details on the Solution Capabilities of a License?

Feature Scope Description provides additional details

Solution Capabilities of User Types

Feature Scope S/4HANA Enterprise Management	7018653 SAP S/4HANA Enterprise Management for Productivity use
Asset Management	Maintenance Execution
Finance	None
HR	Organizational Management Time Sheet
Manufacturing	Material Requirements Planning Production Control Production Execution
R&D / Engineering	None
Sales	None
Service	None
Sourcing & Procurement	Self Service Requisitioning
Supply Chain	Available to Promise Delivery Management Goods Movements Physical Inventory Transportation Management Warehouse Management

Solution Capabilities in [Feature Scope Description](#)

2.12.4.1 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.

SAP S/4HANA 1909
SAP S/4HANA Enterprise Management

PUBLIC 131

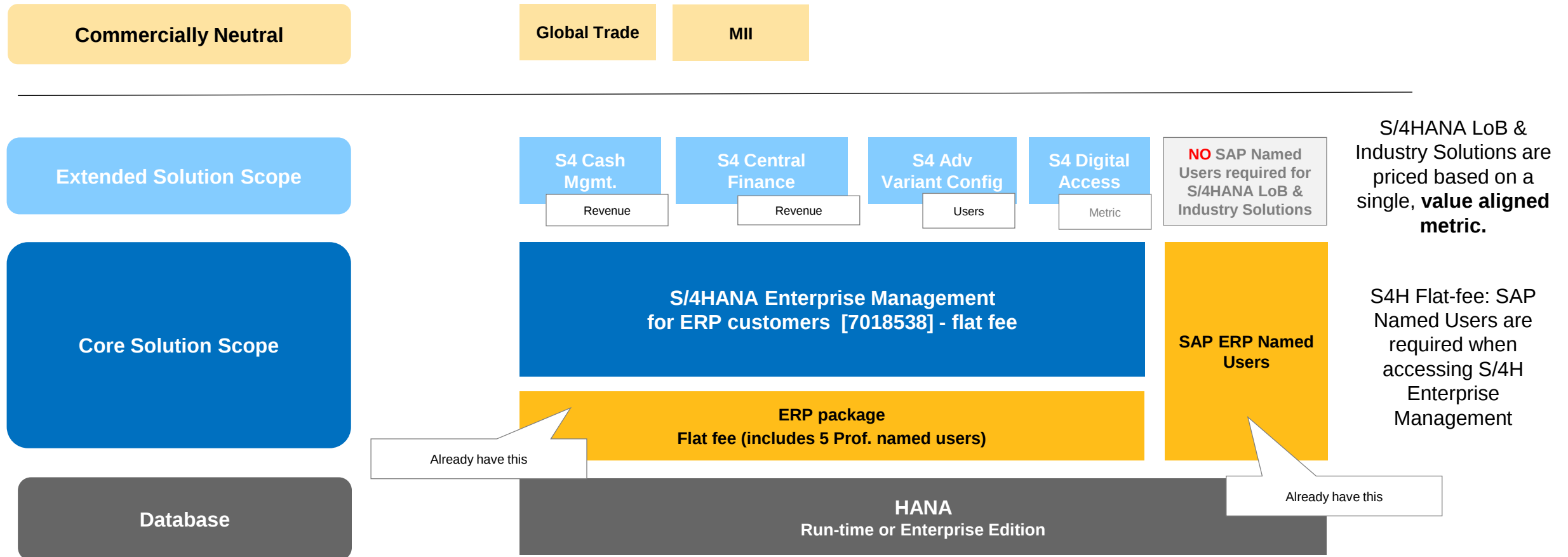
Key Features

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 fields that are used when the user creates a purchase requisition.
Selecting products	You can order products by selecting them from catalogs, by entering a free-text item, or by selecting a product ID from the product master. The system automatically checks that the most recent price for any product you want to purchase is chosen when you place your order. Based on the settings made in the system, the appropriate purchasing groups are automatically proposed.

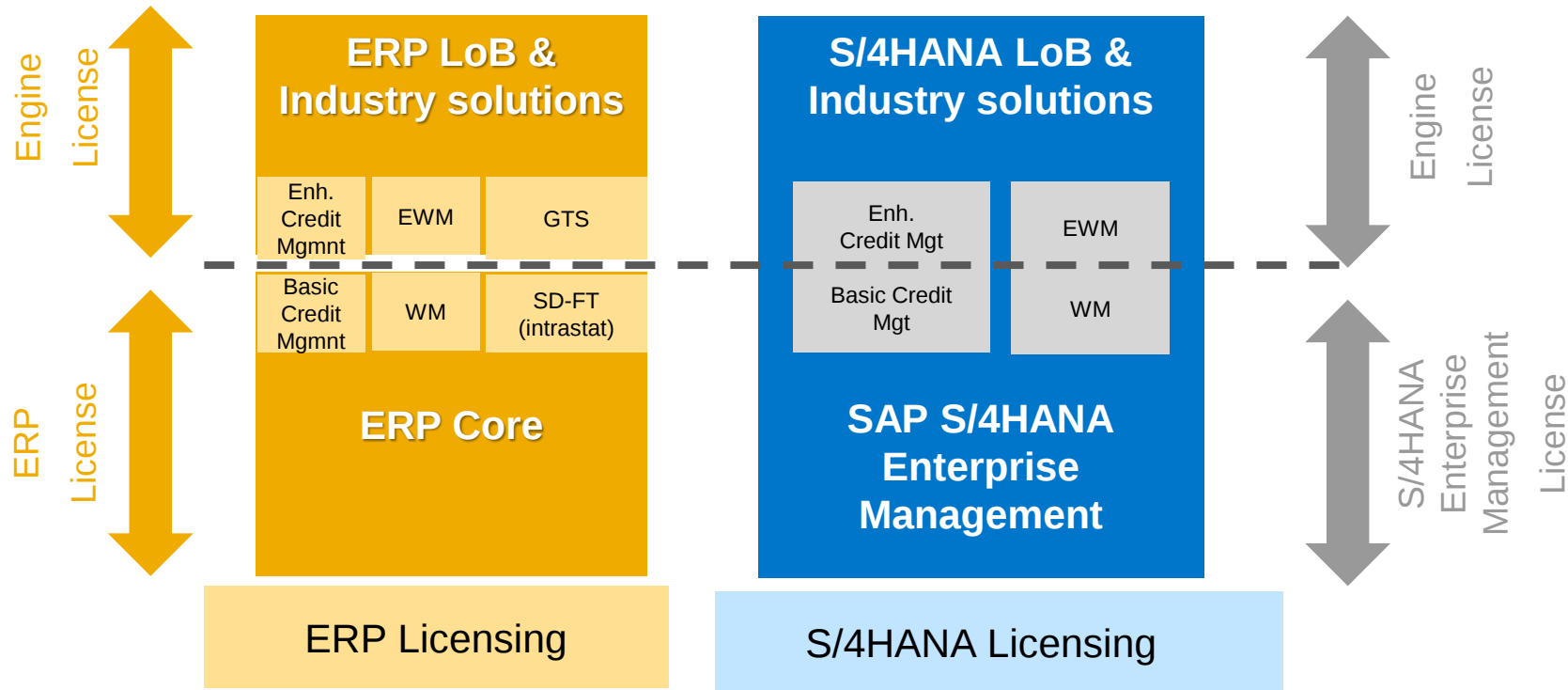
SAP S/4HANA OnPrem Licensing – For Existing ERP Customers

Direct User Access to Digital Core and LoB & Industry Solutions



Guiding Principle: No surcharge on like for like functionality

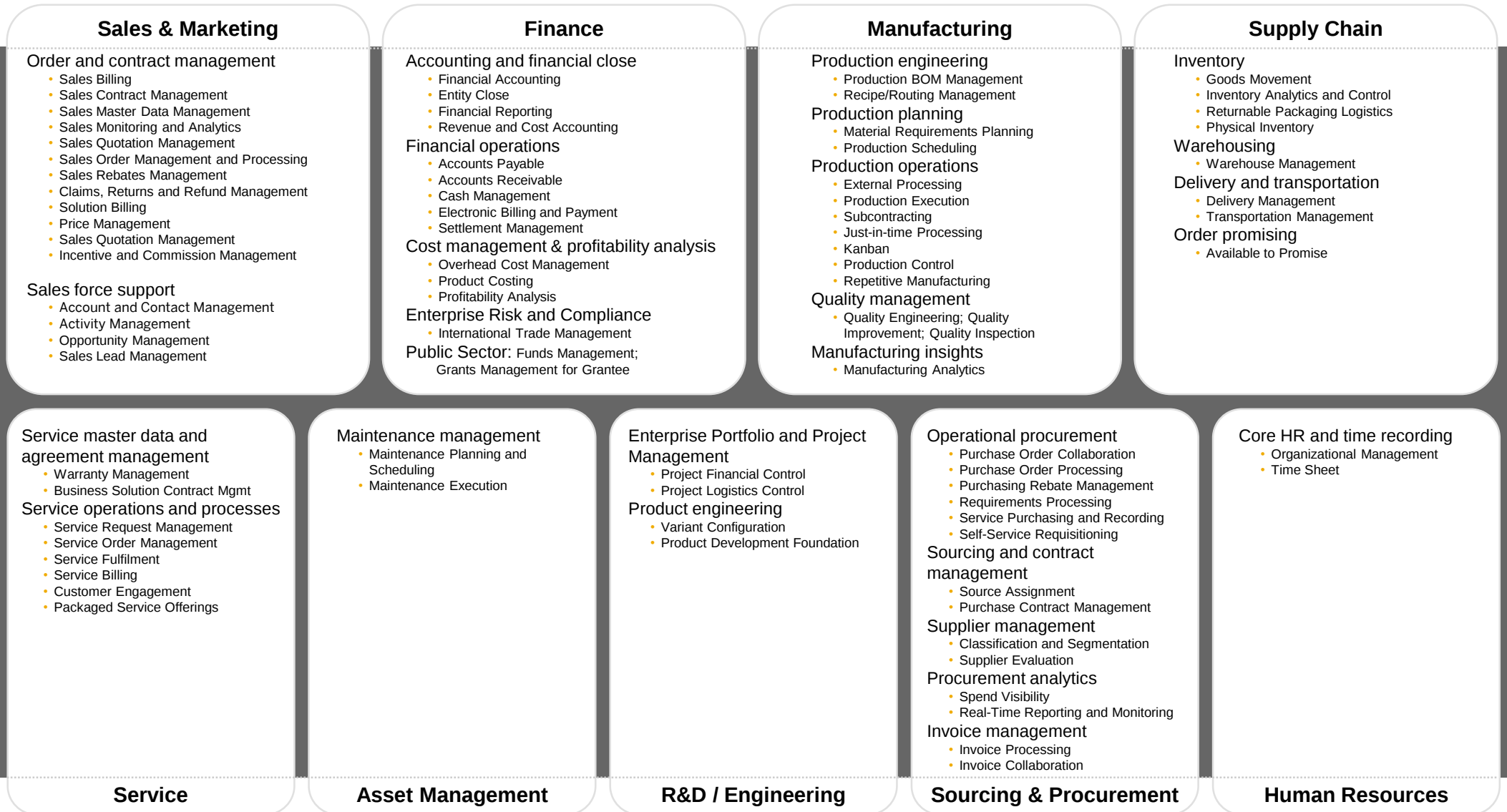
- **Principle of ONE** drives us to deliver only **ONE solution** for **ONE business problem**
- Even if ERP capabilities are realized in a solution that comes with its own license, we do not charge in case solely the functional scope is used, that is described as part of the S/4HANA Enterprise Management



SAP S/4HANA 1909 – Direct User Access to the Digital Core – Level 1

Overview: Business Areas & Solution Capabilities of SAP S/4HANA Enterprise Management

SAP S/4HANA
Enterprise Management



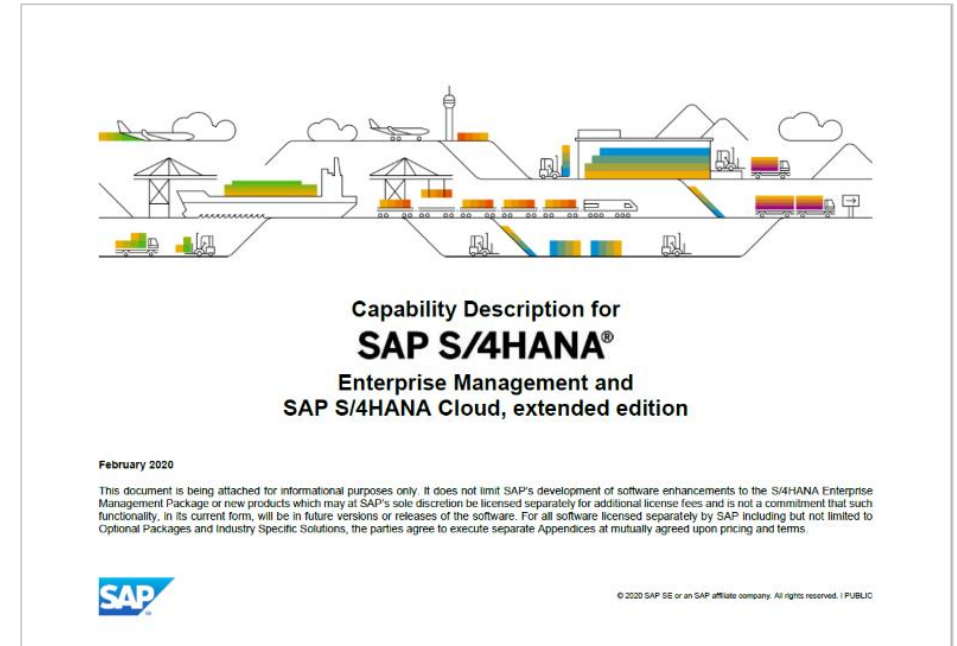
SAP S/4HANA – Direct User Access to the Digital Core – Level 2

Capability Description for SAP S/4HANA

Purposes:

1. support in defining required amounts of S/4HANA Enterprise Management use type licenses (productivity / functional / professional use)
2. document the scope of Enterprise Management based on structure
LoB – Business Area – Solution Capability
3. provide detailed information of solution capabilities; online on solutionportfolio.net
also extended capabilities, not only core (Ent.Mgmt)
→ *license material number lookup!*

Also available on PartnerEdge ([link](#))



Adobe Acrobat
Document

SAP S/4HANA 2020 – Direct User Access to the Digital Core – Level 3

Feature Scope Description



Publicly available on help.sap.com

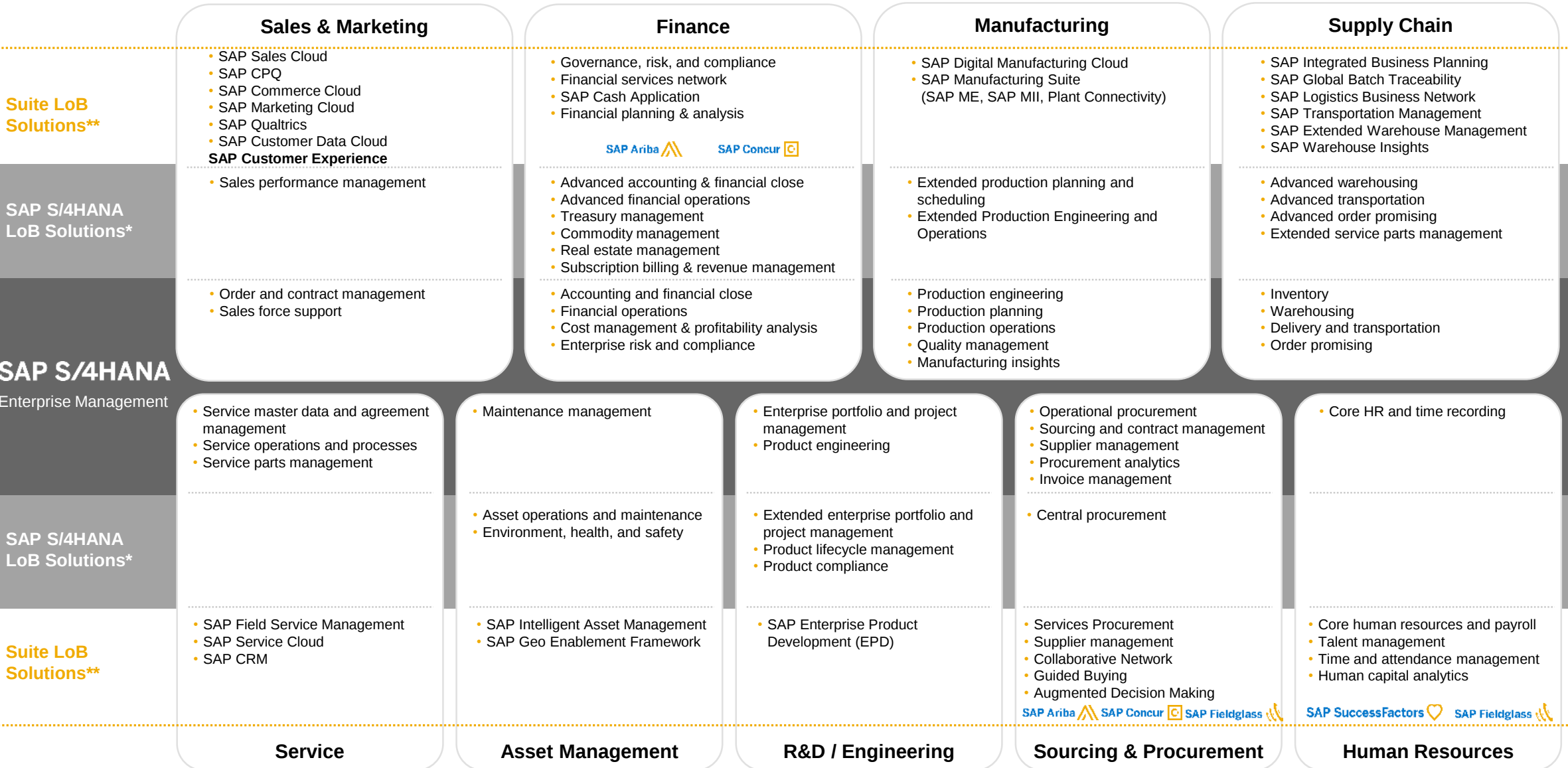
Content	
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2	SAP S/4HANA Enterprise Management 10
2.1	Functions for Implementing SAP S/4HANA Solutions 10
2.2	Data Protection 10
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Chapter 2: scope of S/4HANA
Enterprise Management

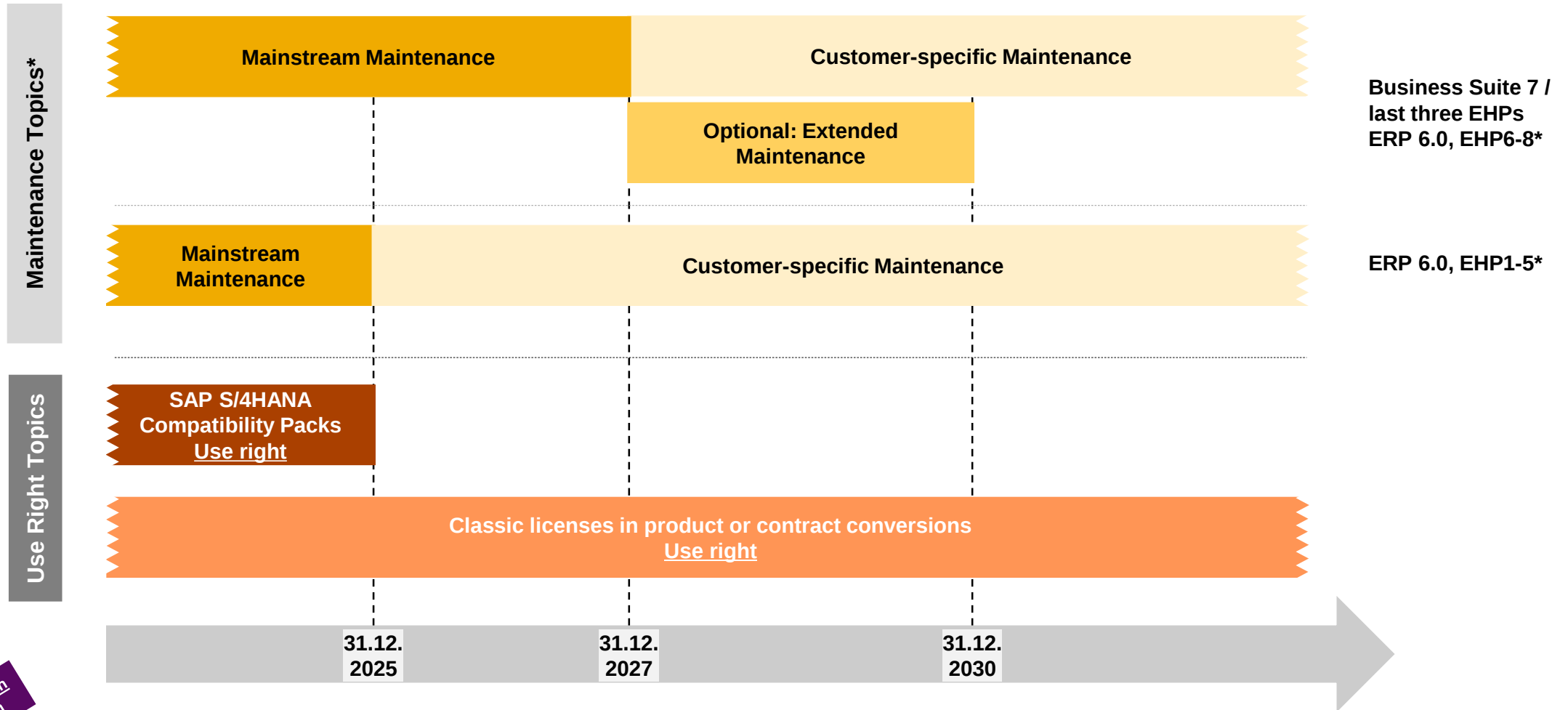
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Chapter 3, 4: scope of S/4HANA
LoB- and Industry Solutions

SAP S/4HANA 2020 - Business Area Overview



SAP Maintenance Commitment as of Feb 4, 2020 – **Simplified** Timeline



Announcement on
news.sap.com

Compatibility Packs in SAP S/4HANA

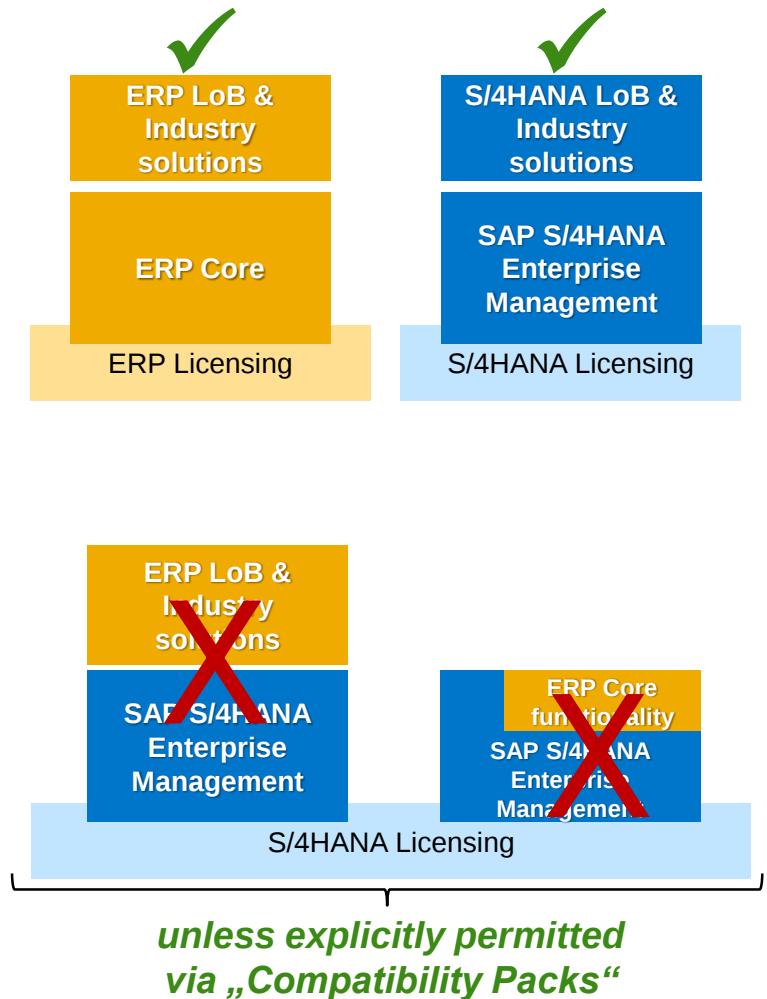
Motivation

Why allow the use of Compatibility Packs on SAP S/4HANA?

- Make transition easier for customers using SAP ERP/Business Suite
- Allow sufficient time for redesign of business processes under S/4HANA

Only SAP S/4HANA solutions are allowed to run on an SAP S/4HANA installation

- SAP S/4HANA is a new product, not the legal successor of SAP ERP/SAP Business Suite products
- Separation of the commercial worlds is essential [via Software Use Rights (SUR)]



Compatibility Packs in SAP S/4HANA

Overview

SAP grants a timely restricted⁽¹⁾ use right for specific classic SAP solution functionality⁽²⁾ to S/4HANA customers, at no extra cost⁽³⁾

(1) restricted until the end of 2025

(2) whitelist: compatibility packs as documented in note [2269324](#) and in the Software Use Rights (SUR)

(3) condition: customer has licensed SAP S/4HANA and the classic solution

Compatibility Packs are only required for solutions which are installed on the SAP S/4HANA instance – not for side-by-side installations.

SAP aims to replace these classic solutions by the end of 2025 with a genuine S/4HANA solution.

Compatibility Packs in SAP S/4HANA

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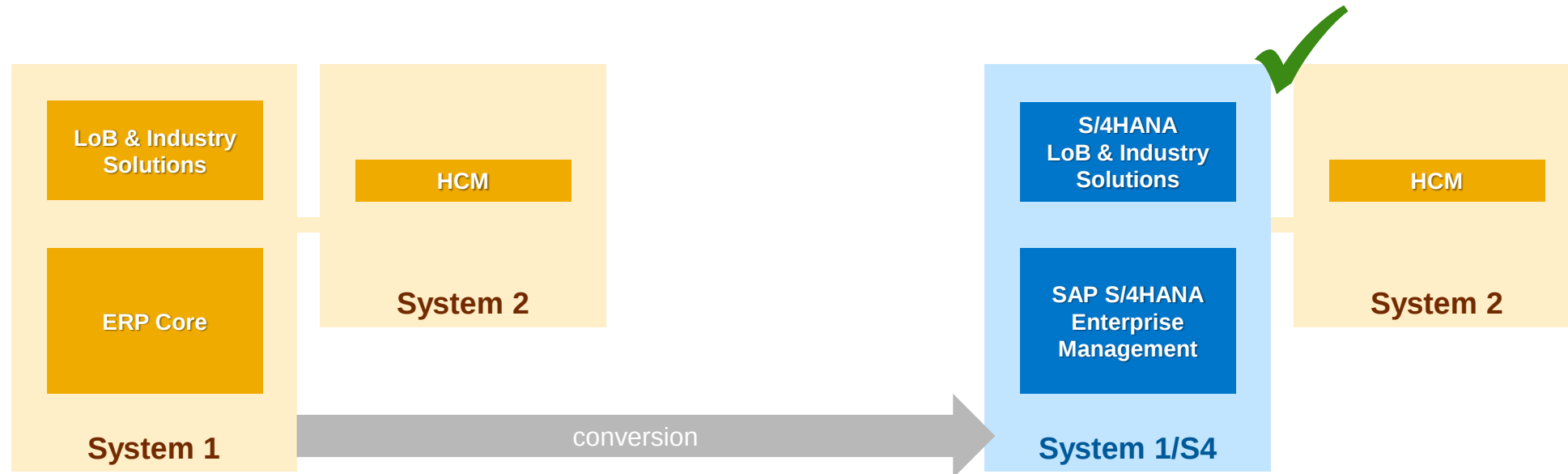
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SAP aims to replace these classic solutions by the end of 2025 with a genuine S/4HANA solution.

Compatibility Packs in SAP S/4HANA

A Bridge Into the New World – Side-by-side versus On-stack Installation

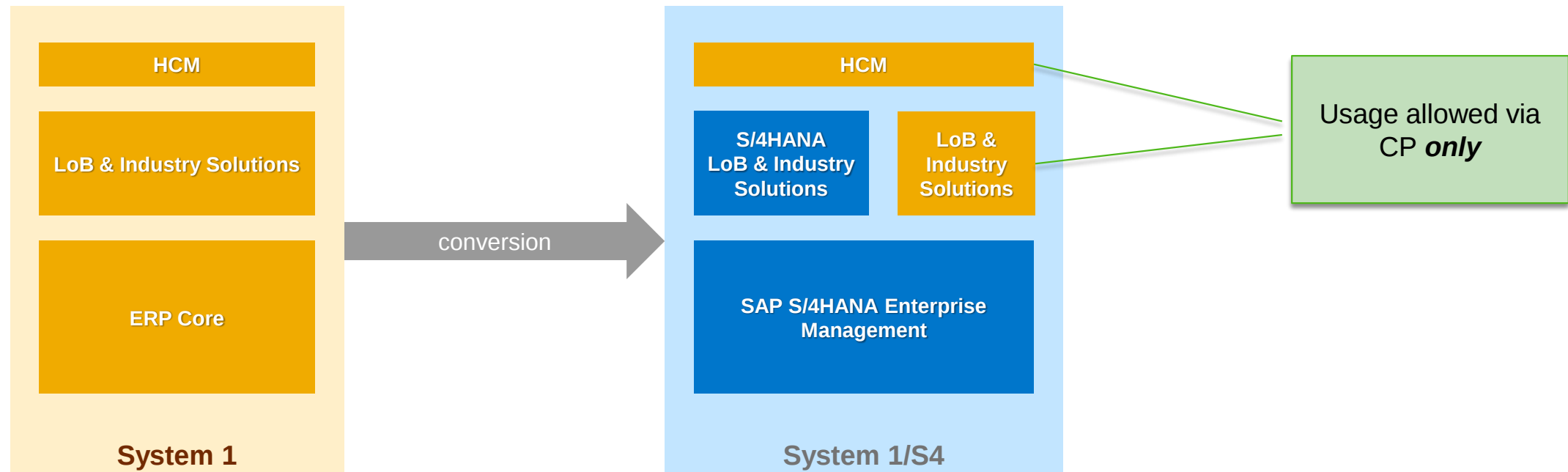
Running a classic SAP ERP solution side-by-side with SAP S/4HANA does not require a Compatibility Pack.



Compatibility Packs in SAP S/4HANA

A Bridge Into the New World – Side-by-side versus On-stack Installation

Example: HCM as **on-stack** installation



Compatibility Packs in SAP S/4HANA

Overview

SAP grants a timely restricted⁽¹⁾ use right for specific classic SAP solution functionality⁽²⁾ to S/4HANA customers, at no extra cost⁽³⁾

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SAP aims to replace these classic solutions by the end of 2025 with a genuine S/4HANA solution.

Compatibility Packs in SAP S/4HANA

Way forward

Link: Blog by Jan Gilg

Objectives

Accelerate the development schedule for outstanding alternatives for SAP S/4HANA compatibility packs and provide timely communication to customers.

Approach

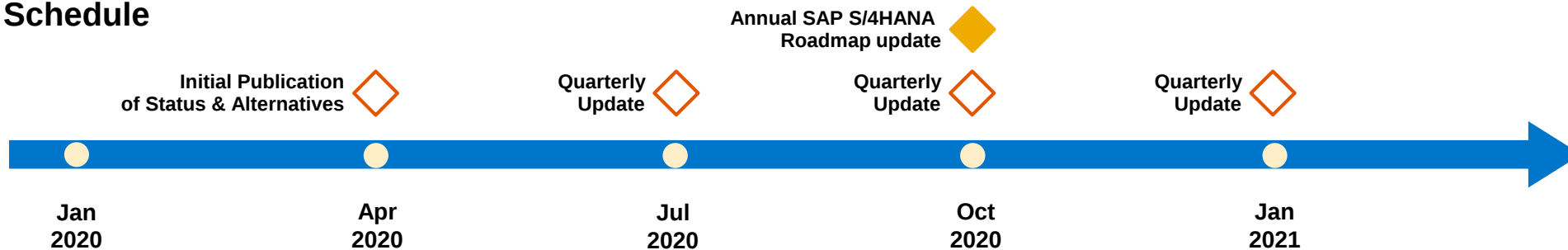
Assess strategic alternatives considering common and sophisticated customer requirements

Clarify status for all items and prioritize, taking into account time to adopt before the usage rights expire

Accelerate product strategy clarifications and roadmaps

Publish status and plans in one place, with links to further information

Schedule



Planned quarterly updates regarding strategic alternatives

- Status (see next slide)
- Roadmap (planned scope in time)
- Delta Info (comparison of alternative solutions with Compatibility Pack)
- Transition Info (How to get there)

Compatibility Packs in SAP S/4HANA

Way forward

Status information

The status indicates whether SAP is providing or plans to provide a strategic alternative for a Compatibility Package.

Status	Explanation
Alternative Exists	Alternative exists
Alternative Exists With Roadmap	Alternative exists providing core functionality; comprehensive coverage is on roadmap
Alternative Planned	Planning of development scope and timeline is work in progress
No Alternative Planned	No intention or plan to provide an alternative beyond 2025
Clarification	Clarification of strategy in progress

Disclaimer:

SAP S/4HANA is a different product than SAP ERP. Therefore, status ‘Alternative Exists’, ‘Alternative Exists With Roadmap’, and ‘Alternative Planned’ do not mean that feature parity is achieved nor that it is planned.

The forward-looking statements provided in the attachments to SAP Note [2269324](#) are for informational purposes only for your convenience. Please consult [SAP Product Road Maps](#) and SAP Innovation Discovery as official information sources for SAP’s product strategy. They will hold the truth going forward as they are being regularly updated.

Compatibility Scope Matrix: Description of Attachment to SAP Note [2269324](#)

A Item ID	B Part	C Item Title	D Status	E Status Comments	F Alternative	G Alternative - Info	H Alternative - FSD Entry	I Alternative - (prime) Product Version	J Simplification Item	K Business Impact Note	L CompPack - FSD Entry	M Alternative - Roadmap Info	N Delta Info	O Transition Info
...	...	...	...	...	...	...	...	...	...	...	...	...	...	...
441	4 - ERP- Package	PLM Web UI Engineering Record - exists with Product Development Foundation	alternative exists with roadmap	"Change Record" (CR) is available in SAP S/4HANA. SAP plans to integrate CR with further business objects and enhance object-locking and workflow capabilities.	"Change Record" (part of SAP S/4HANA "Extended Production Engineering and Operations")	Manage Engineering Changes (Extended Production Engineering and Operations)	Engineering Change Management	SAP S/4HANA 1909	S4TWL - Engineering Change Management ECR/ECO	2267918	Engineering Record			
...	...	...	...	...	...	...	...	...	...	...	...	...	...	...

Explanation of columns

A Item ID	ID for stable and simple cross-referencing
B Part	Sections of the compatibility scope matrix; there exist 4 parts
C Item Title	Name of the compatibility scope matrix entry; for part 1-3 item title refers to 'classical solutions name', for part 4 to 'subcomponent'
D Status	Indicates availability of strategic alternative for a compatibility package; see previous slide for status definition and explanation
E Status Comments	Additional information about availability of strategic alternative
F Alternative	Name of the alternative, can be own product or business object / functionality in larger product
G Alternative - Info	Further information regarding the alternative, preference SAP Help (link)
H Alternative - FSD entry	Section in Feature Scope Description (FSD) referring to alternative (link)
I Alternative - (prime) product version	Product version (in Product Availability Matrix) which delivers the alternative; if multiple product versions are required, only the leading one is shown (prime) (link)
J Simplification Item	Related SAP S/4HANA simplification item in Simplification Item Catalogue (link)
K Business Impact Note	Business impact note related to simplification item (link)
L CompPack- FSD Entry	Section in Feature Scope Description referring to compatibility package (link)
M Alternative - Roadmap Info	Link to SAP product roadmap for alternative solution (to be filled over time)
N Functional Delta Info	Description of differences between compatibility scope functionality and alternative in SAP S/4HANA (to be filled over time)
O Transition Info	Best practices from implementation projects of alternative solutions (how to get there) (to be filled over time)

In case of questions, please open a customer message on component XX-SER-REL with prefix 'CompScope'

BREAK

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

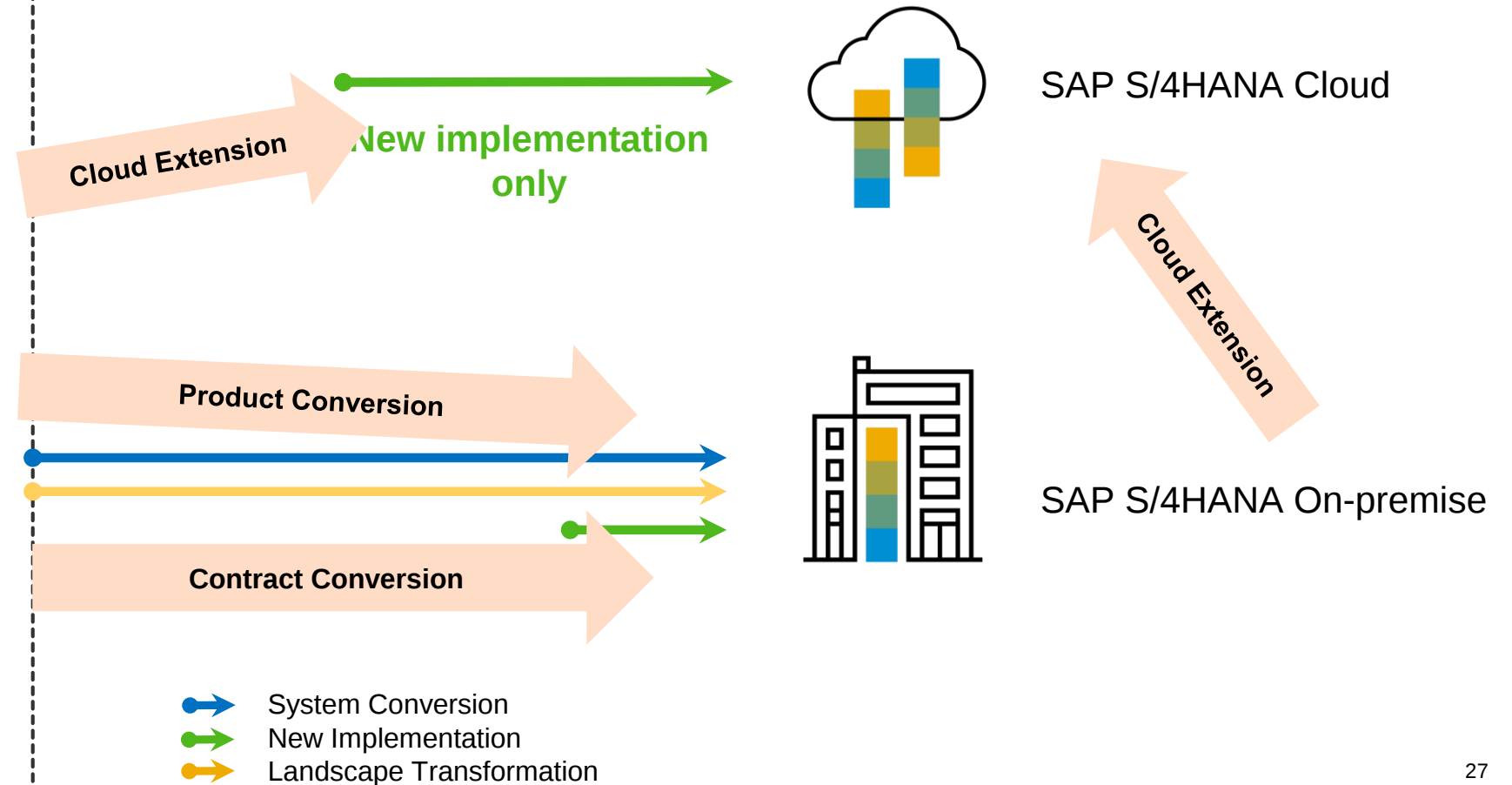


SAP ERP System
(on AnyDB)



SAP ERP System
(on SAP HANA)

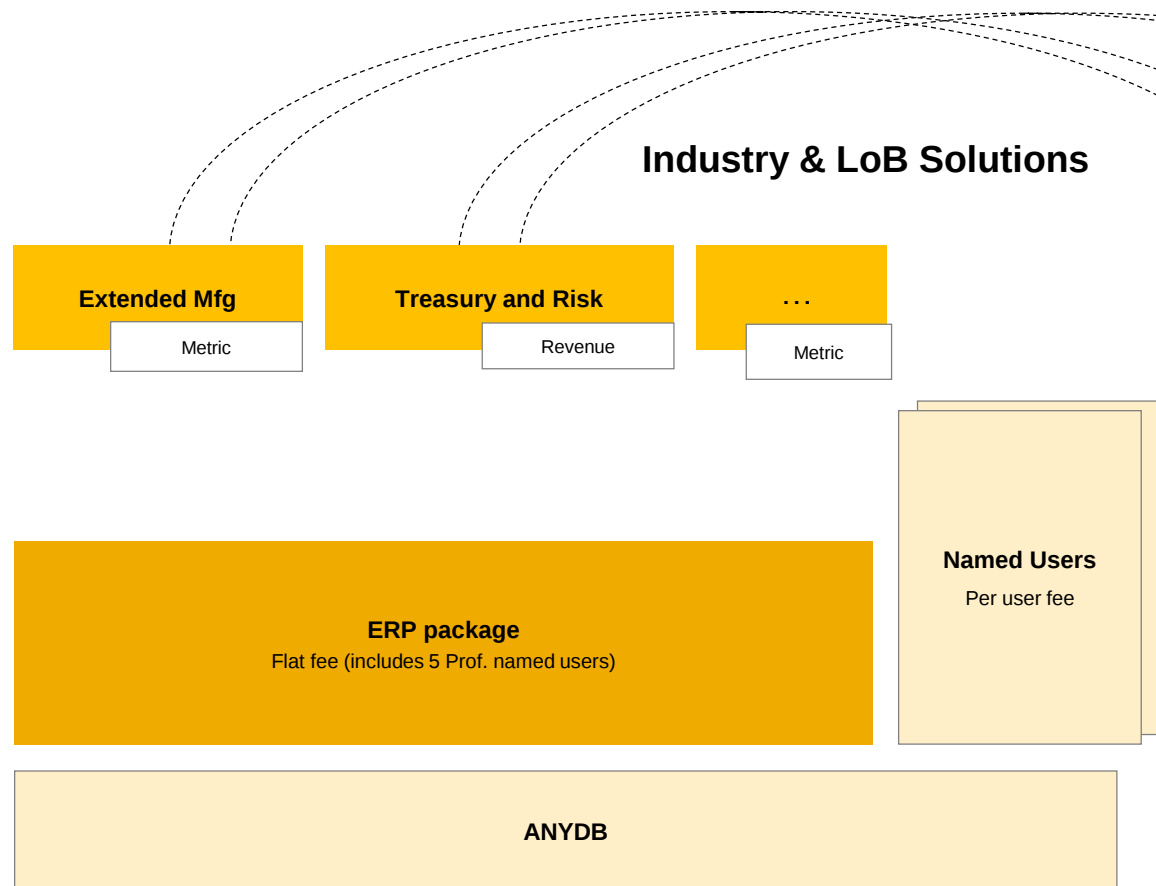
SAP S/4HANA family



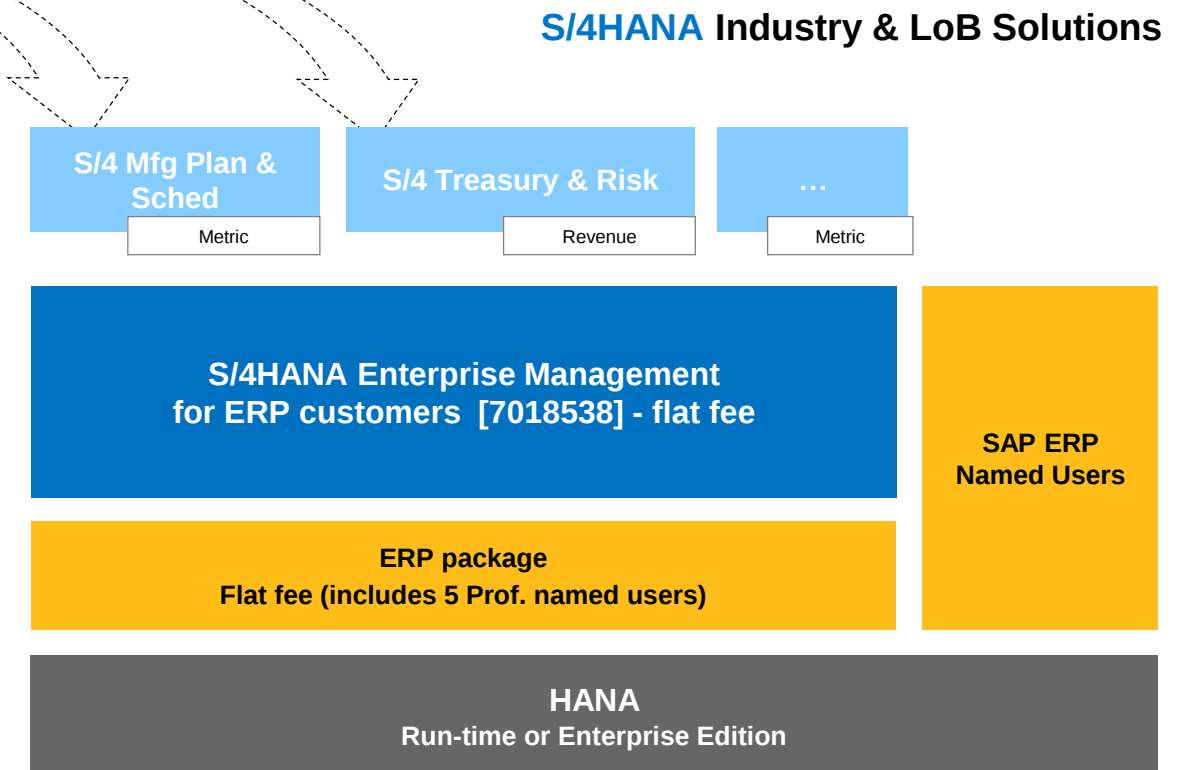
SAP S/4HANA Product Conversion

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

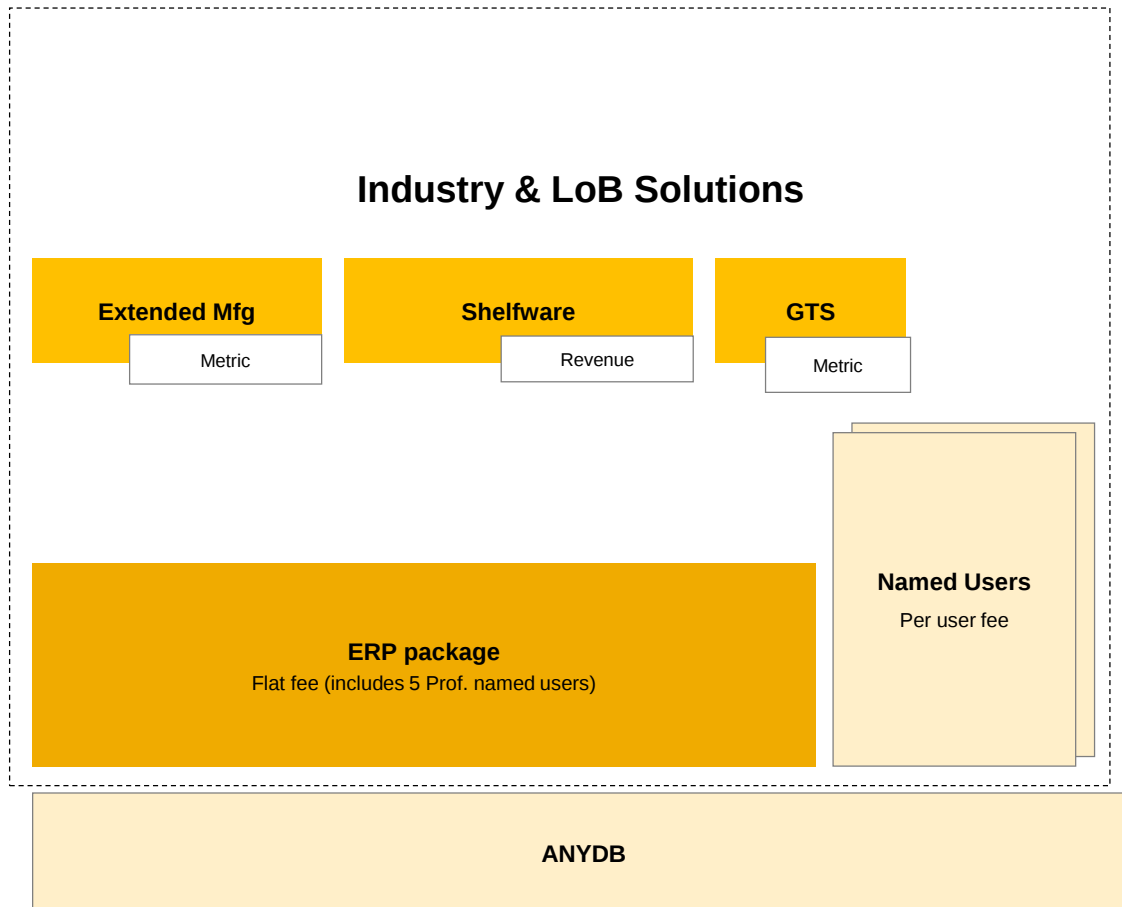
- Permits step-by step conversion
- **Focusses on engines with S/4 equivalent products only**. No need to re-license entire landscape
- **100% line-item credits**
- Customers can leverage their existing **“Classic” applications until the customer completes the transition to SAP S/4HANA.**

NEW

SAP S/4HANA Contract Conversion

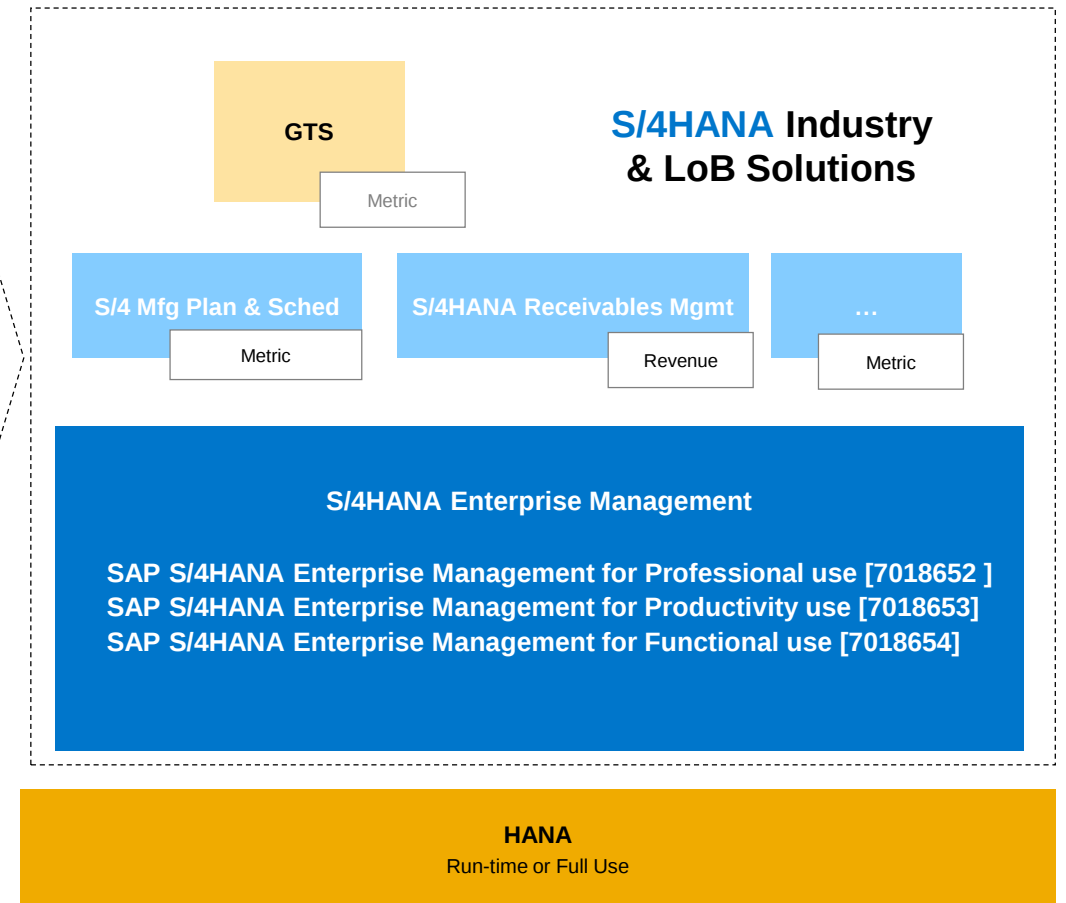
Convert many classic licenses into many S/4HANA licenses

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.**

NEW

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

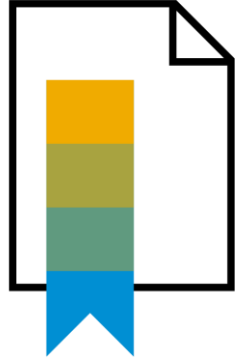


- Intended for full contract wholesale conversions
- Customer can reconfigure their landscape ('milkshake concept': re-allocate shelf ware and apply credit to new, unrelated software licenses)
- Conversion credit equal to the lesser of 100% of prior maintenance base or 90% of net payable of the new transaction

Details of product and contract conversion policies

- 100% of **maintenance base** of converted software always carries forward
- SAP S/4HANA LOB / industry add-on engines do not require SAP Named Users
- Customers retain use rights to SAP Business Suite 7 software when converted to their equivalent SAP S/4HANA versions:
 - **Term licenses for converted SAP Business Suite 7 software are valid until the customer completes their transition to SAP S/4HANA***. While we expect all conversions to be finalized by the end of 2030, customers converting from SAP Business Suite 7 can now take as much time as they need to transition
 - At any point in time, the cumulative total number of licenses in use across both the newly deployed SAP S/4HANA version and the SAP Business Suite 7 version whose licenses are being converted **may not exceed the licensed level for the new SAP S/4 HANA version**
 - Provided the customer continues to be subscribed to, and is current with, SAP Support for SAP S/4HANA, **SAP Business Suite 7 licenses will be entitled to SAP Support for as long as such support is generally available** to SAP Business Suite 7 customers

**Some customers may have SAP S/4HANA conversion contracts with 12/31/2025 as the termination date for converted SAP Business Suite 7 software. If they would like to eliminate this termination date and use their Business Suite 7 until they complete their transition to SAP S/4HANA, they simply need to ask their SAP account executive to have their contract updated with SAP's newer transition language.*



SAP Named User vs. SAP S/4HANA User:
*Business Suite 7 employs a named user model where every individual using the core and/or any add-on solution is required to have an SAP Named User license. This model is often referred to as the Dual Metric model, as individuals using the add-on solutions are required to have two licenses- The SAP Named User license plus a license for the add-on solution. In SAP S/4HANA, only individuals directly using the core SAP S/4 HANA Enterprise Management software are required to be licensed as **users**, referred to herein as SAP S/4HANA users.*

BoM Examples

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

Example: Existing ERP Customer

Customer Scenario – with 3rd 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 rd 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 3rd 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
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The new license model for Digital Access is highly recommended but not mandatory in a contract conversion scenario.



xxx	3 rd party DB runtime
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xxx	3 party DB runtime (purchased from SAP)
7020045	SAP HANA, Runtime edition for Applications & SAP BW - New/Subsequent

3rd party DB licensed from SAP cannot be terminated during technical transition. Usage of 3rd 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