

RISE with SAP Licensing – How to Plan for Success

UKISUG Webinar
March 11th, 2025
Presented by: Sharon Ryan

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“



Our goal is to **create happy SAP customers**. We do this by simplifying and translating your SAP licensing requirements.

What we do

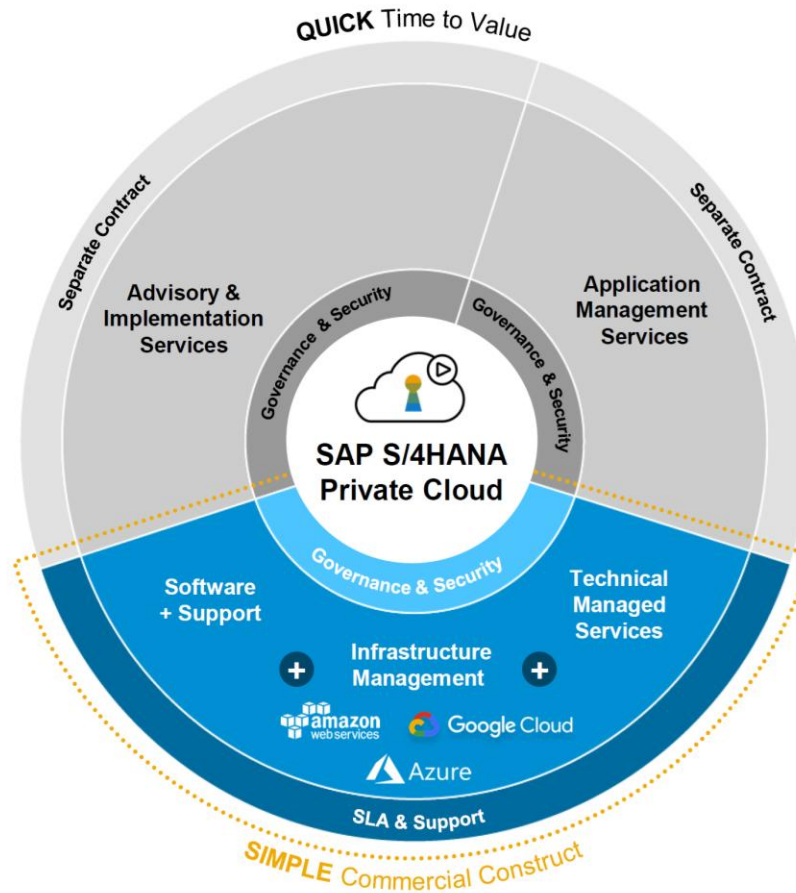
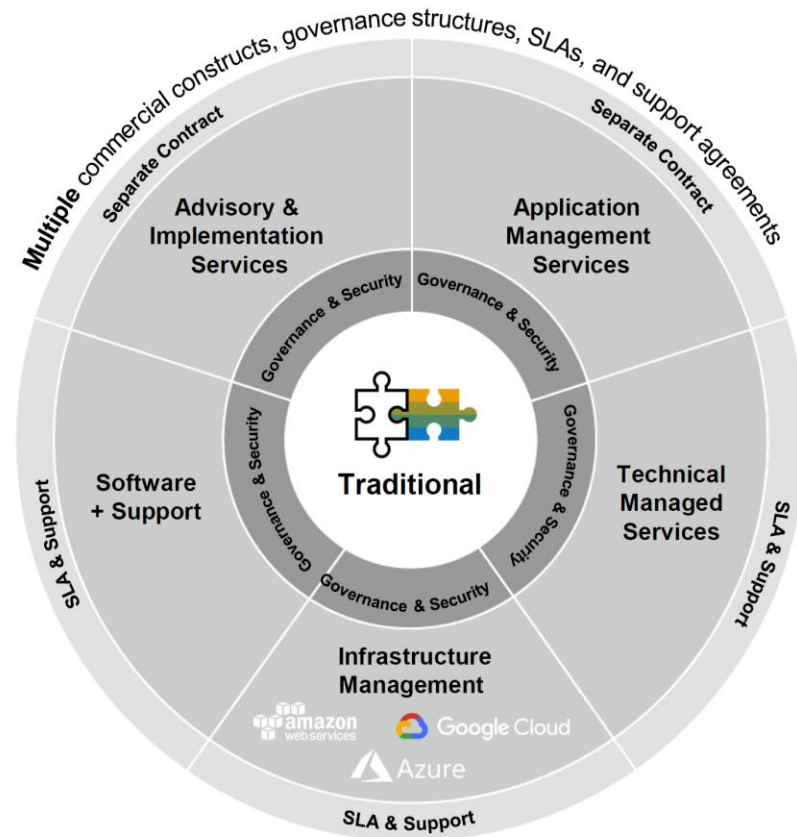
Xactitud offers SAP customers modular licensing advisory solutions based on their specific requirements.



Mergers & Acquisitions
Negotiation Support
SAP Standard Audit Support
SAP Enhanced Audit Support



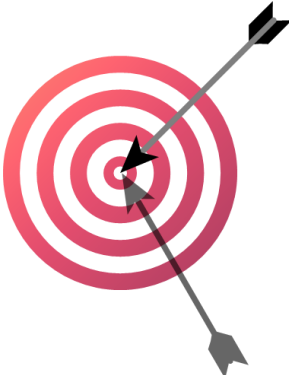
Introduction to RISE with SAP



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Topics covered today



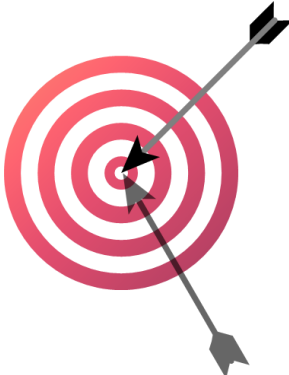
Deployment Model



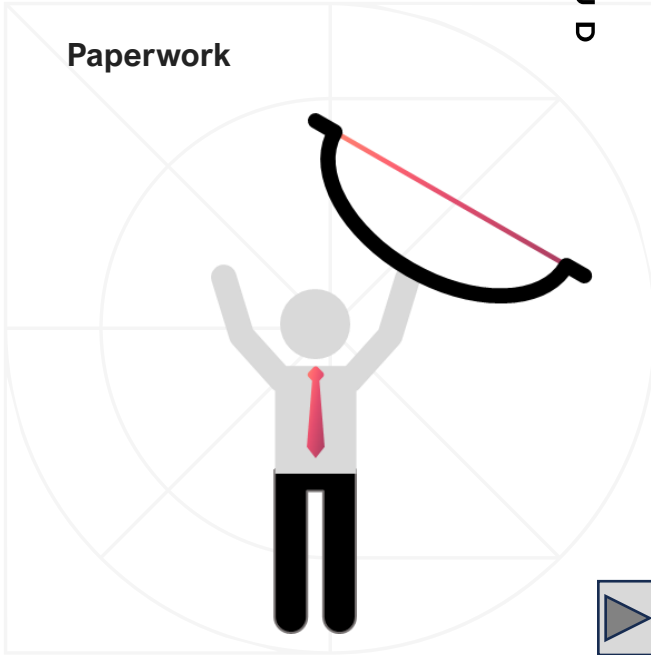
Rightsized BOM



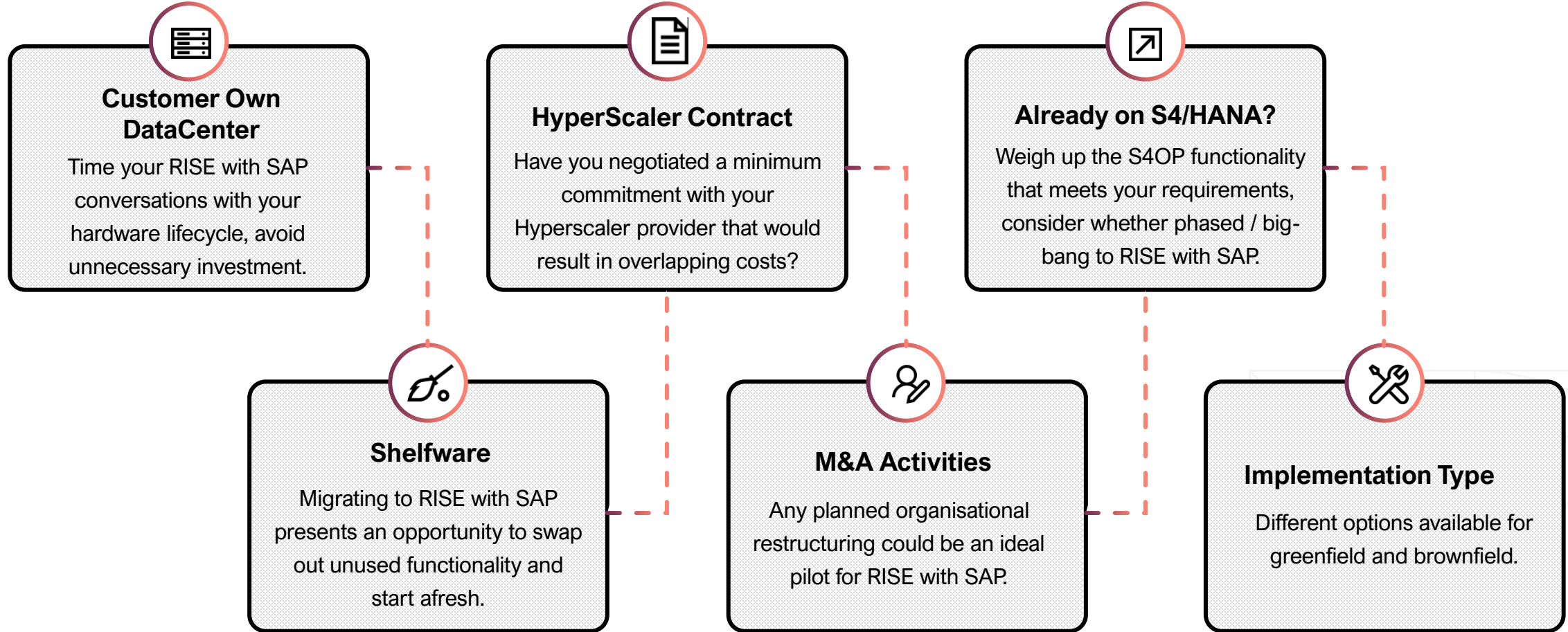
FUE Management



Paperwork



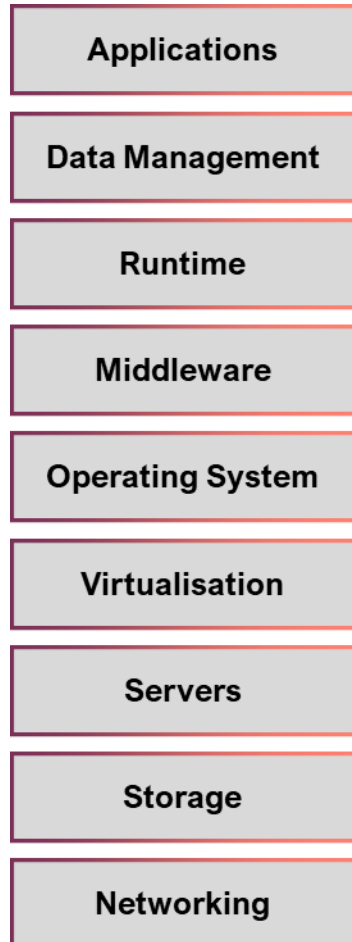
Deployment Model – Factors impacting selection



Deployment Model

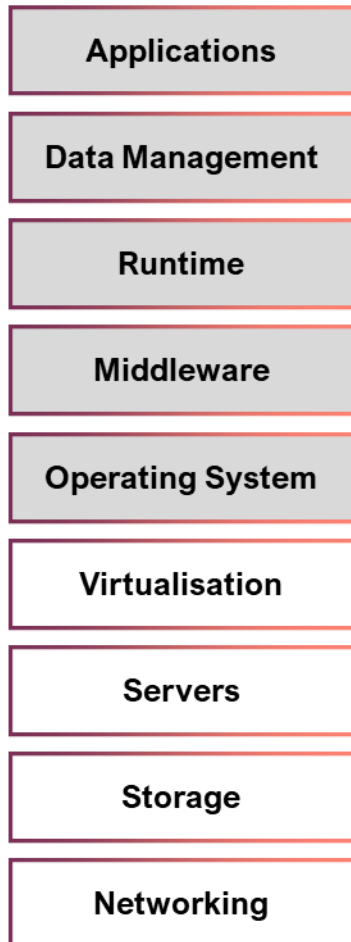
On-Premises

Perpetual
ECC / S/4HANA
customer datacenter



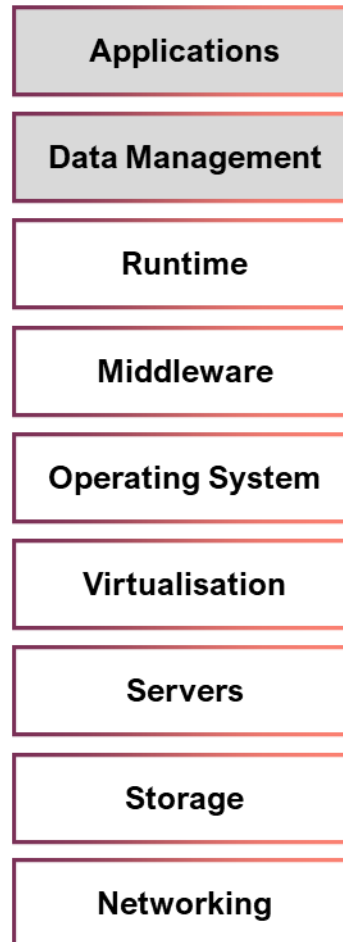
IaaS

Perpetual
ECC / S/4HANA
Hyperscaler



PaaS

Subscription / Consumption
SAP BTP



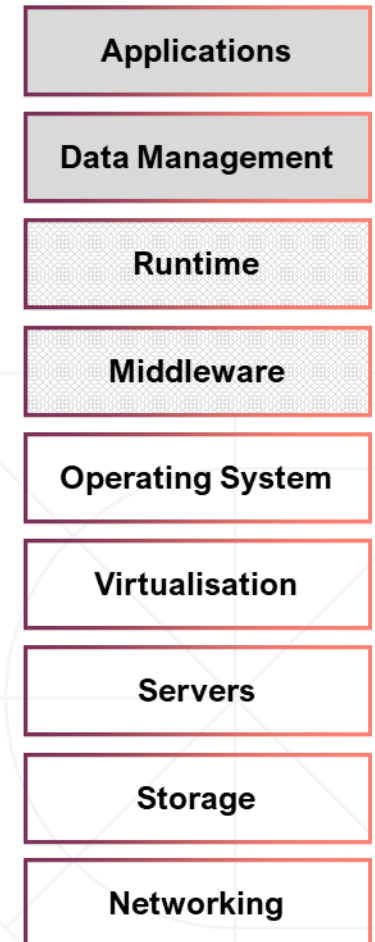
SaaS

Subscription
RISE / GROW with SAP
All public editions



SaaS

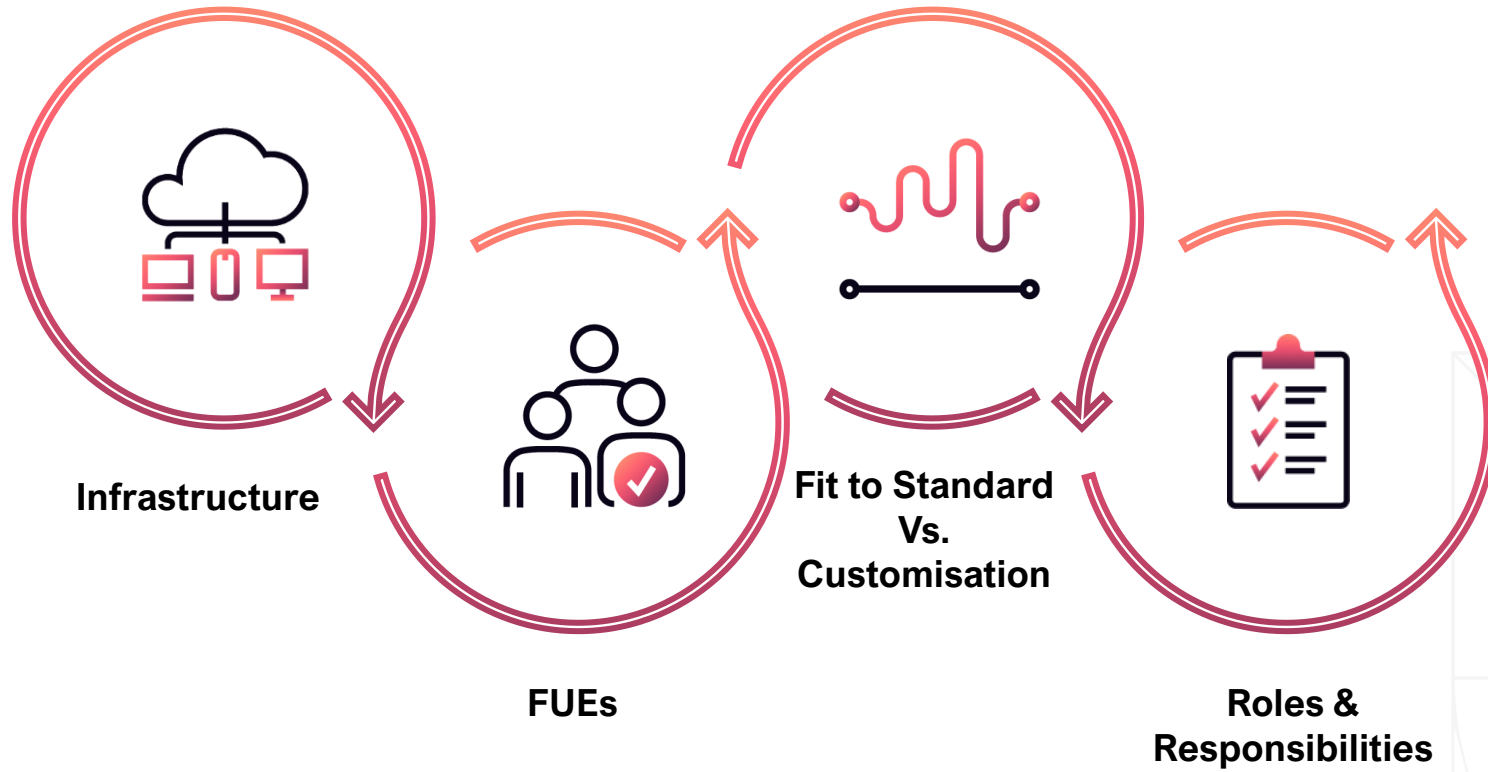
Subscription
RISE / GROW with SAP
All private editions except PTO



SAP Deployment Model

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

Important to assess holistically and not piecemeal.



SAP Deployment Model

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

Size (≤ FUEs)	Development		QAS		Production	
XXS (≤ 135)	256GiB	1x 32GiB			256GiB 256GB	1x 64GiB
XS (≤ 550)			256GiB 256GB	1x 64GiB	256GiB 256GB	
S (≤ 1,000)			512GiB 512GB		512GiB 512GB	
M (≤ 2,000)			960GiB 960GB	2x 64GiB	960GiB 960GB	
L (≤ 4,000)	512GiB	2x 64GiB	1,922GiB 1,922GB	2x 128GiB	1,922GiB 1,922GB	2x 128GiB
XL (≤ 6,000)			2,944GiB 2,944GB	4x 128GiB	2,944GiB 2,944GB	4x 128GiB
XXL (≥ 6,000)			5,700GiB 5,700GB		5,700GiB 5,700GB	

Simple Examples:

- **Customer A** is at Size XXS with 130 FUEs and requires 100 GiB more. In this example, Customer A should invest in a memory extension because even if they increase FUE count to 550, the next t-shirt size up has identical memory and storage parameters.
- **Customer B** is at Size M with 1,950 FUEs and requires 100 GiB more. In this example, Customer B should move to Size L with 2,001 FUEs because the memory doubles.

Legend:



HANA DB Memory
HANA DB Storage
App Server Storage



SAP Deployment Model

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

Infrastructure requirements outside of t-shirt size – additional tiers, memory extensions, system extension.

Size (\leq FUEs)	Development		Testing		QAS		Production		Training	
XXS (≤ 135)	256GiB	1x 32GiB	£	£			256GiB 256GB	1x 64GiB	£	£
XS (≤ 550)			£	£	256GiB 256GB	1x 64GiB	256GiB 256GB		£	£
S ($\leq 1,000$)			£	£	512GiB 512GB		512GiB 512GB		£	£
M ($\leq 2,000$)			£	£	960GiB 960GB	2x 64GiB	960GiB 960GB		2x 64GiB	£
L ($\leq 4,000$)	512GiB	2x 64GiB	£	£	1,922GiB 1,922GB	2x 128GiB	1,922GiB 1,922GB	2x 128GiB	£	£
XL ($\leq 6,000$)			£	£	2,944GiB 2,944GB	4x 128GiB	2,944GiB 2,944GB	4x 128GiB	£	£
XXL ($\geq 6,000$)			£	£	5,700GiB 5,700GB		5,700GiB 5,700GB		£	£

Legend:



HANA DB Memory

HANA DB Storage

App Server Storage



SAP Deployment Model

As of March 2025, > 1,234-line items to review.



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. Additionally, the availability of a specific service may also be limited for sandbox or other test environments.

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 <ul style="list-style-type: none"> • 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 <ul style="list-style-type: none"> • may be elected by customer, • are subject to additional service fees and • can only be performed by SAP².
SAP Cloud Application Services¹ ("CAS") available at additional charge. Needs to be performed by customer if applicable and if the SAP CAS Service is not used.	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. CAS is subject to additional service fees as agreed in a customer's contract.
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.



SAP Deployment Model – Cloud Application Services

CAS Package	With	Without
SAP Cloud Application Services for application security updates	<ul style="list-style-type: none"> ▪ SAP will proactively implement relevant SAP security notes ▪ SAP NetWeaver and Java systems will be more up to date and have higher security 	<ul style="list-style-type: none"> ▪ Customer needs to review and trigger SAP security note implementation.
SAP Cloud Application Services for SAP BTP core operations	<ul style="list-style-type: none"> ▪ Customer can fully focus on application development while SAP takes over administration and operations of the SAP BTP solutions. ▪ SAP to support technical cloud issues and proactively identify cloud-related issues and recommend solutions before symptoms occur. ▪ Reduced incident volume and improved stability of the application. 	<ul style="list-style-type: none"> ▪ Customer performs all self-service administrative and service handling tasks.
SAP Cloud Application Services for release version upgrades	<ul style="list-style-type: none"> ▪ Planning and coordination for version upgrade schedule based on individual customer situation. ▪ Monitor and control upgrade. ▪ Review upgrade information and relevant SAP notes; implement pre-processing corrections/notes ▪ Perform upgrade preparation tasks (SI-check, open transport requests, locks, update requests and inactive objects check) ▪ Perform SPDD/SPAU correction on application objects. ▪ Implement applicable post-processing application activities. 	<p>Review maintenance strategy</p> <ul style="list-style-type: none"> ▪ Maintain release plan for SAP S/4HANA landscape ▪ Perform technical upgrade with standard tools ▪ Perform technical consistency check
SAP Cloud Application Services for regression testing	<ul style="list-style-type: none"> ▪ SAP performs regression testing of the SAP S/4HANA cloud environment systems in scope ▪ Configuration of test suite in SAP Solution Manager ▪ Support and execution of one regression test cycle each year ▪ Reporting of test status and processing of defects per the agreed defect resolution process ▪ Maintenance of test case documentation, if required 	<ul style="list-style-type: none"> ▪ Application testing is customer responsibility



SAP Deployment Model – Cloud Application Services

CAS Package	With	Without
SAP Cloud Application Services for application monitoring	<ul style="list-style-type: none"> 24x7 monitoring of application level KPIs for jobs, integrations/interfaces and URL / certificate availability. Examples of KPIs* for application monitoring: Critical jobs : Job execution fails, Job run too long, Scheduled job does not run, Start delay of job Integrations and Interfaces: IDocs in ERROR or BACKLOG status, RFC response time, Integration exceptions, HTTP Performance (ABAP/JAVA) URL + Certificate availability: Validity (in days) of an SSL certificate, Availability of URL Remediation of issues identified using standard operating procedures (e.g. batch job retriggering, termination of user activity, lock deletion, cancellation and termination of work processes) Trend analysis and recommendations for continuous improvement activities around monitored objects. 	<p>SAP is limited to</p> <ul style="list-style-type: none"> Covering installation of diagnostics agents on SAP S/4HANA Cloud environment Monitoring infrastructure level KPIs to help to ensure contractually agreed SAP S/4HANA Cloud, private edition service levels (e.g. availability of instances, databases and hosts)
SAP Cloud Application Services for data volume optimisation	<ul style="list-style-type: none"> Forecast the company's future needs based on current demand and data volume growth trends Development of alternative strategies for Archiving, Consolidation and Decommissioning Review and analyse the impact to performance metrics as various capacities of data volume and load is placed on the data environment 	<p>SAP does not perform the following tasks:</p> <ul style="list-style-type: none"> Prevention of operational issues based on consumption trends for Storage capacity, Memory and CPU Monitor history of database resource consumption to detect issues in technical operations Monitor table growth to prevent operational issues and ensure that the service stays within the contractual sizing boundaries



SAP Deployment Model – RISE with SAP, GROW with SAP

2021

2022

2023

2024

2025

- **RISE with SAP S/4HANA Cloud, private edition**
- **RISE with SAAP S/4HANA Cloud**
- **RISE with SAP S/4HANA Cloud and experience management**

- RISE with SAP S/4HANA Cloud, private edition
- RISE with SAP S/4HANA Cloud
- RISE with SAP S/4HANA Cloud and experience management
- **RISE with SAP S/4HANA Cloud, private edition and experience management**
- **RISE with SAP S/4HANA Cloud, private edition, base**
- **RISE with SAP S/4HANA Cloud, public edition, base**

- RISE with SAP S/4HANA Cloud, private edition, base
- RISE with SAP S/4HANA Cloud, public edition, base
- RISE with SAP S/4HANA Cloud, private edition, **premium**
- RISE with SAP S/4HANA Cloud, public edition, **premium**
- **RISE with SAP S/4HANA Cloud, private edition, premium plus**
- **RISE with SAP S/4HANA Cloud, private edition, premium, upgrade option**

- RISE with SAP S/4HANA Cloud, private edition, base
- RISE with SAP S/4HANA Cloud, private edition, premium
- RISE with SAP S/4HANA Cloud, private edition, premium plus
- RISE with SAP S/4HANA Cloud, private edition, premium, upgrade option
- **GROW with SAP S/4HANA Cloud Public Edition, premium**
- **GROW with SAP S/4HANA Cloud Public Edition, base**

- RISE with SAP S/4HANA Cloud, private edition, base
- RISE with SAP S/4HANA Cloud, private edition, premium
- RISE with SAP S/4HANA Cloud, private edition, premium plus
- GROW with SAP S/4HANA Cloud Public Edition, premium
- GROW with SAP S/4HANA Cloud Public Edition, base

RISE with SAP Add-On Packages:

- **Advanced asset and service management**
- **Advanced logistics (/extra stack option)**
- **Advanced manufacturing**
- **Advanced payment factory package**
- **Advanced supply chain planning**
- **Advanced treasury and risk management**
- **Advanced working capital management**
- **Advanced access governance**
- **Advanced product development**

GROW with SAP Add-On Packages:

- **Advanced compliance automation**
- **Advanced treasury and risk management**



SAP Deployment Model

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

Take time to review – base products change from year to year

2022

- Everything in 2021 plus:
 - SAP Process Insights, Base Package
 - 3x Signavio Process Manager Users
 - 10x Signavio Collaboration Hub Users

2024

- SAP Build Work Zone (FUE 1:1)
- SAP Build Apps, Enterprise Edition - Package and Users
- SAP Build Process Automation - Users and Automation*
- SAP S/4HANA Cloud for Group Reporting, private edition*
- SAP Group Reporting Data Collection*
- SAP Analytics Cloud for planning, predictive edition Users–10 Standard, 1 Professional
- SAP Business Network Supplier Portal: 100,000 Documents
- SAP Datasphere*
- SAP AI Unit
- Joule: 2,500 Messages per FUE annually.
- BTPEA Cloud Credits

2021

- SAP Business Network Starter Pack:
 - **Ariba Network:** 2,000 Documents
 - **Asset Intelligence Network:** 200 equipment, 2 connections, 10 partner portal invitees
 - **Logistics Business Network:** 1,000 documents and (a) 1 Logistics Service Provider + 1 digital forwarder or (b) 2 Logistics Service Providers
- CPEA Cloud Credits

2023

- Everything in 2022 plus:
- SAP Build Apps, Enterprise Edition - Package and Users*
- SAP Build Process Automation - Users and Automation*

2025

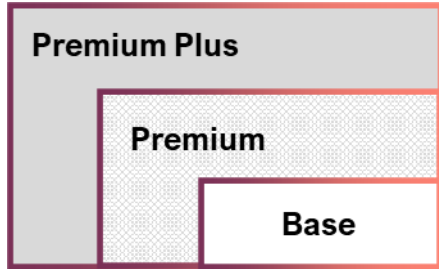
- So far, inclusions are like late 2024.

* t-shirt size dependent



Deployment Model

Options available for RISE with SAP as of March 2025:



Bundled Cloud Service	RISE with SAP S/4HANA Cloud, private edition, base	RISE with SAP S/4HANA Cloud, private edition, premium	RISE with SAP S/4HANA Cloud, private edition, premium plus
SAP Build Work Zone, standard edition	1:1 with FUEs	1:1 with FUEs	1:1 with FUEs
SAP Build Apps, Enterprise Edition*		Base Package (1 -3) Active Users (0 - 225)	Base Package (1 -3) Active Users (0 - 225)
SAP Build Process Automation*		Standard (20 - 150) Users Advanced (5 - 75) Users Attended (1 - 5) Automation Unattended (2 - 10) Automation	Standard (20 - 150) Users Advanced (5 - 75) Users Attended (1 - 5) Automation Unattended (2 - 10) Automation
CPEA Voucher		POA	POA
SAP S/4HANA Cloud for Group Reporting, private edition*	50 Objects	50 Objects	50 - 625 Objects
SAP Group Reporting Data Collection*	50 Objects	50 Objects	50 - 625 Objects
SAP Analytics Cloud for planning, predictive edition		10 Standard Users 1 Professional User	10 Standard Users 1 Professional User
SAP S/4HANA Cloud for Cash Management			Users (2 - 16) Revenue (2 - 16)
SAP S/4HANA Cloud for Receivables Management			Users (2 - 16) Revenue (2 - 16)
SAP Business Network Supplier Portal		100,000 Documents	100,000 Documents
SAP Sustainability Control Tower			10 Records
SAP Sustainability Footprint Management			10 Records
SAP Datasphere		Capacity Units (1,700 - 6,800)	Capacity Units (1,700 - 6,800)
SAP AI Unit		POA	Capacity Units (20,000 - 900,000)
Joule	2,500 Messages Per FUE Per Contract Year	2,500 Messages Per FUE Per Contract Year	2,500 Messages Per FUE Per Contract Year

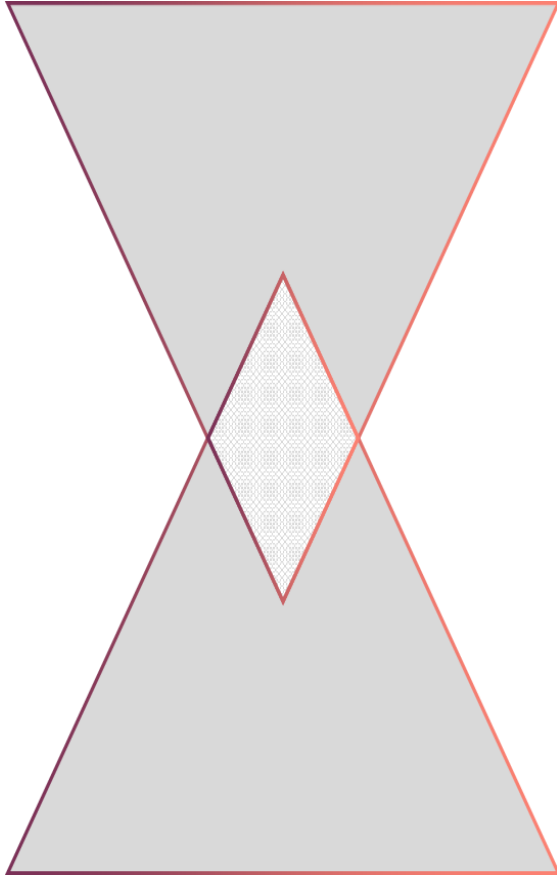


Deployment Model

More information available only in Q2 2025

SAP ERP, private edition, transition option

A cloud subscription service aimed at assisting large enterprises with complex SAP ERP landscapes in transitioning to SAP's cloud ERP solutions, beyond the 2030 deadline for extended maintenance of on-premise SAP ERP systems.



SCOPE

Aimed at assisting complex SAP ERP landscapes transitioning to SAP's cloud ERP solutions, beyond the 2030 deadline for extended maintenance. Focused on SAP ECC, it excludes the full SAP Business Suite 7. Details on specific product scope available late 2025.



TIMELINE

Available for purchase starting in 2028, with active usage from 2031 to 2033, for an expanded fee.



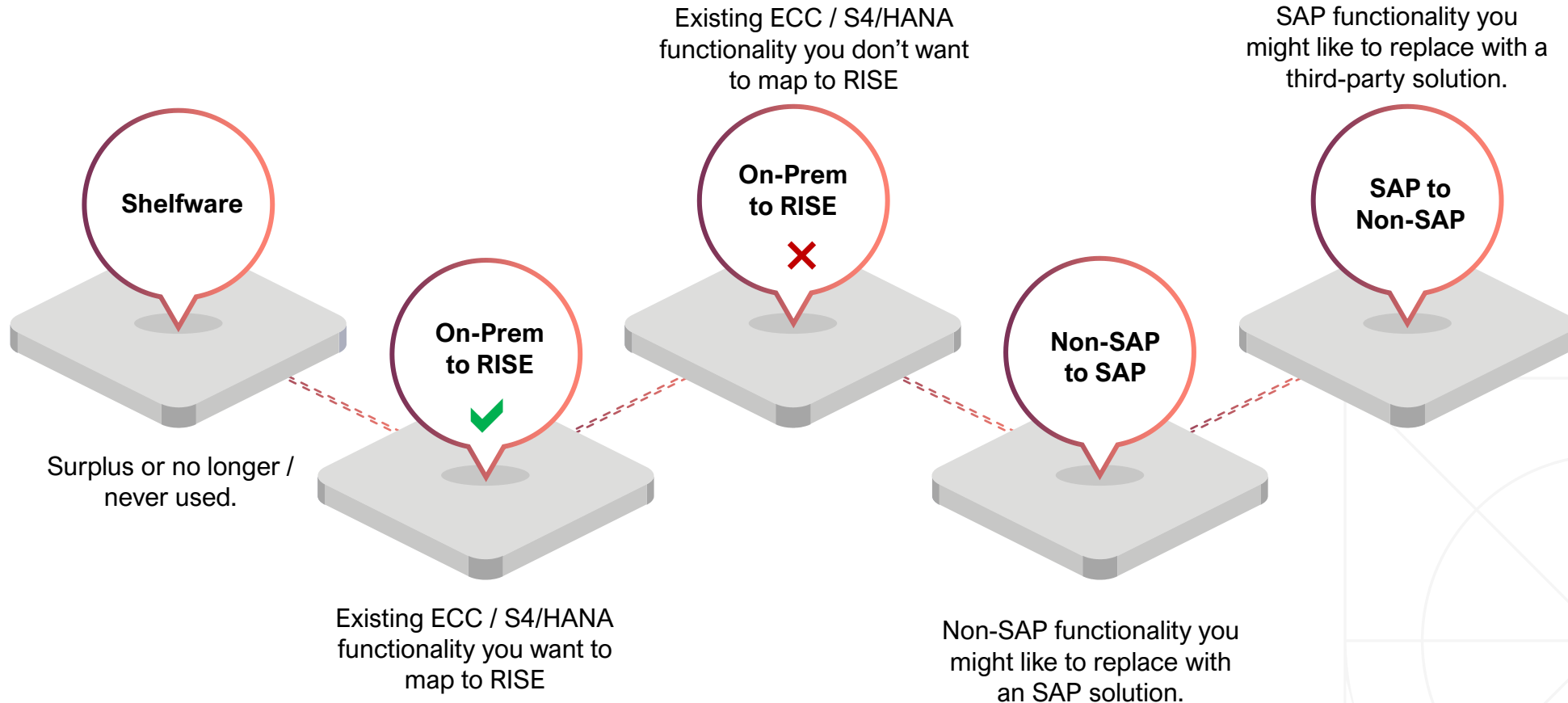
REQUIREMENTS

Limited to supporting only SAP HANA database and systems must transition to SAP ERP, private end before the end of 2030.



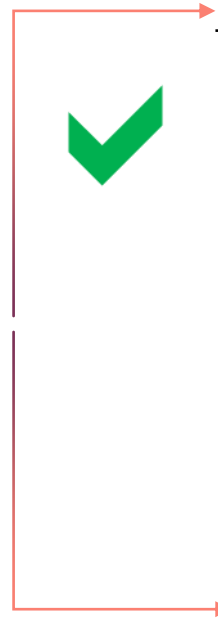
Right-sized Bill of Materials

A good first step is to measure your existing licenses and assess your current landscape and identify those products you'd like to invest in. Categorise into:



Right-sized Bill of Materials – Don't Migrate Shelfware

ECC	Currently in Use?
SAP Access Control	Yes
SAP Process Control	No
SAP Risk Management	No
SAP Invoice management by OpenText	Yes



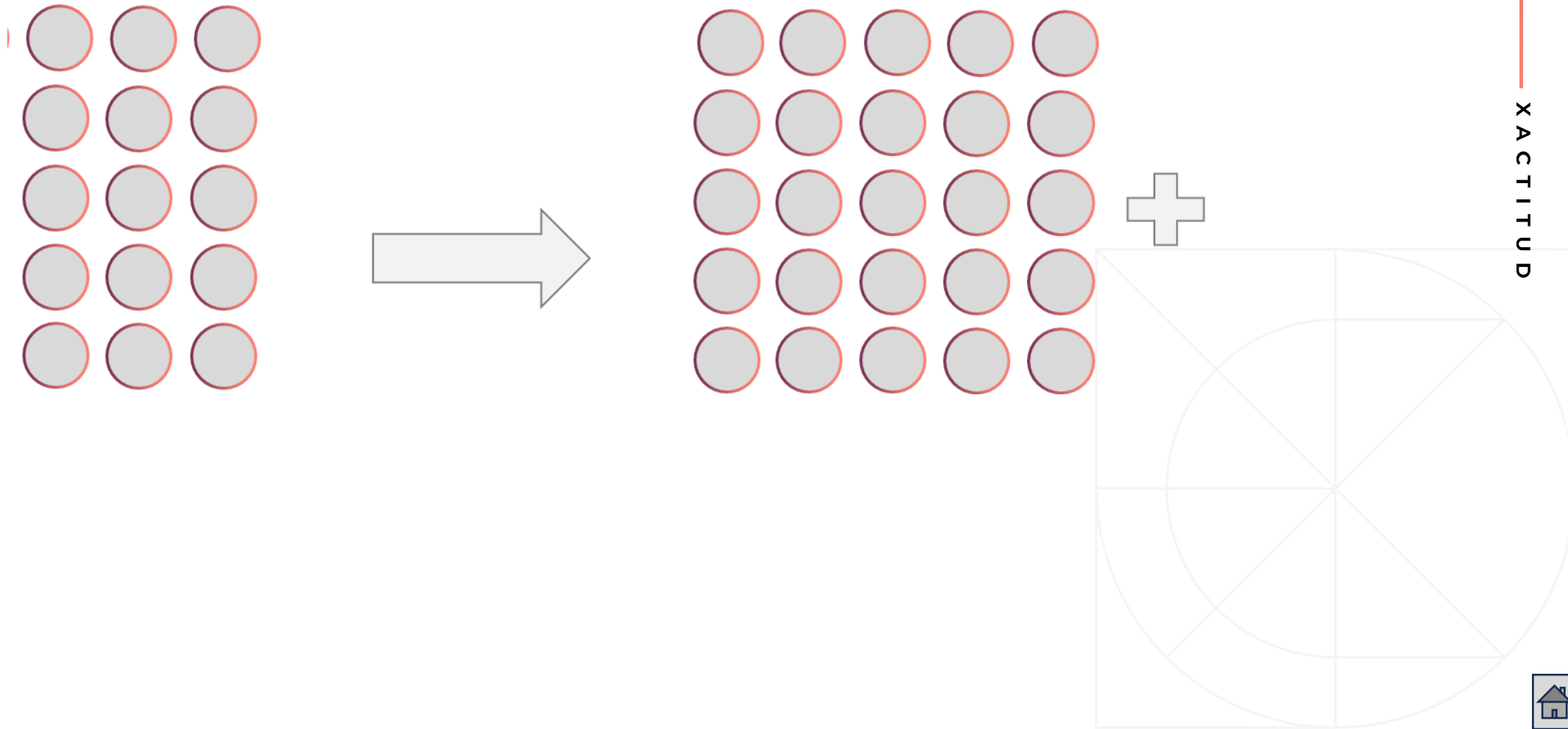
ECC	RISE Equivalent
SAP Access Control	SAP S/4HANA Cloud for access control, private edition
SAP Invoice management by OpenText	SAP S/4HANA Cloud for invoice management by OpenText, private edition

ECC	RISE Equivalent
SAP Access Control	SAP S/4HANA Cloud for access control, private edition
SAP Process Control	SAP S/4HANA Cloud for financial three lines of defense, private edition
SAP Risk Management	SAP S/4HANA Cloud for financial three lines of defense, private edition
SAP Invoice management by OpenText	SAP S/4HANA Cloud for invoice management by OpenText, private edition

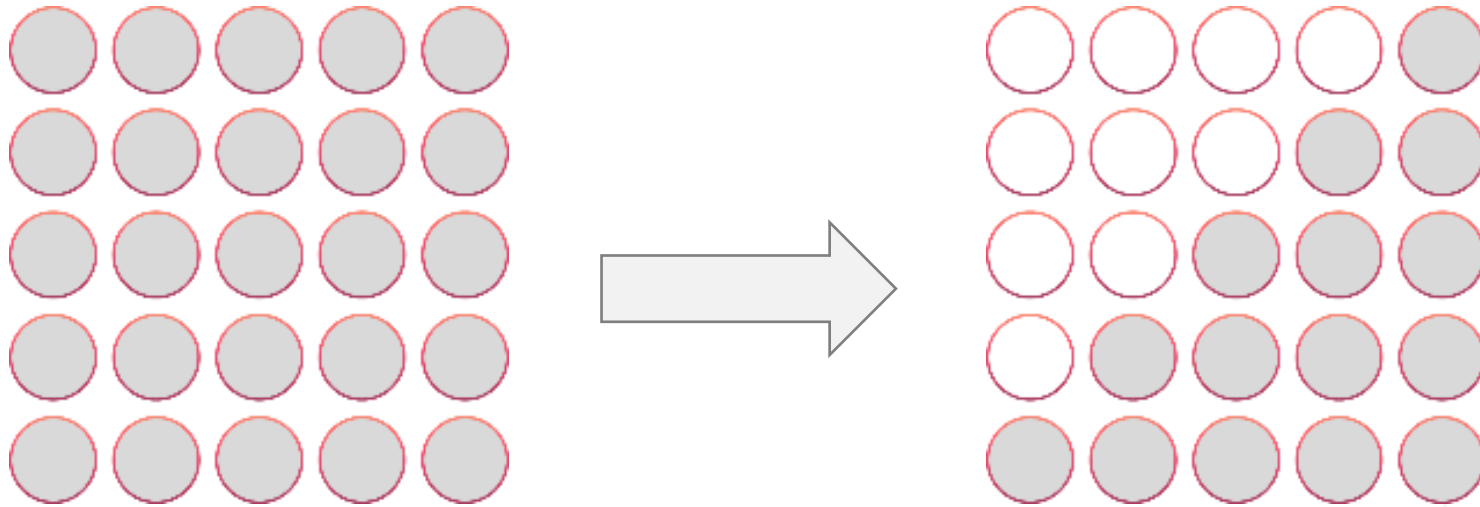


Right-sized Bill of Materials - Example - Contract Duration

Weigh up lock in with securing prices and any concessions over a longer period.





Right-sized Bill of Materials - Example - Ramp-Up

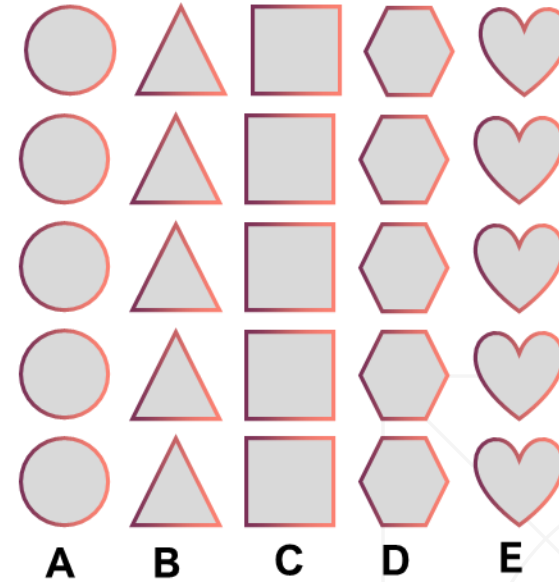
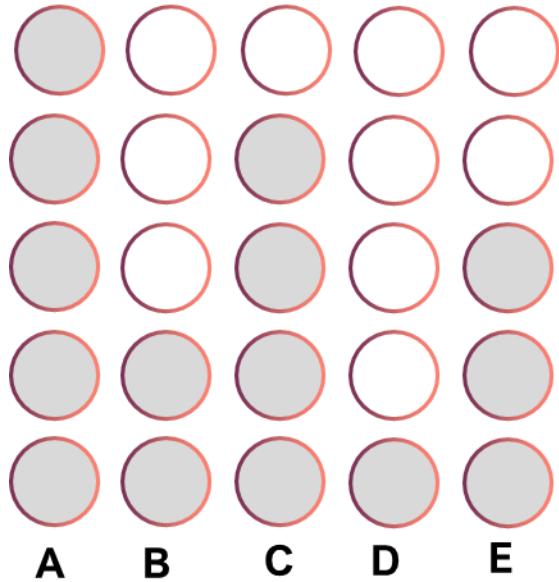


- Do not subscribe to full quantity upfront. Think about what you will use (i) from contract signature to go-live and (ii) on go-live itself.
- Only include the product if you are 100% certain the product will be deployed during the subscribed term.



Right-sized Bill of Materials - Example - Remix

-  In Use
-  Not in Use

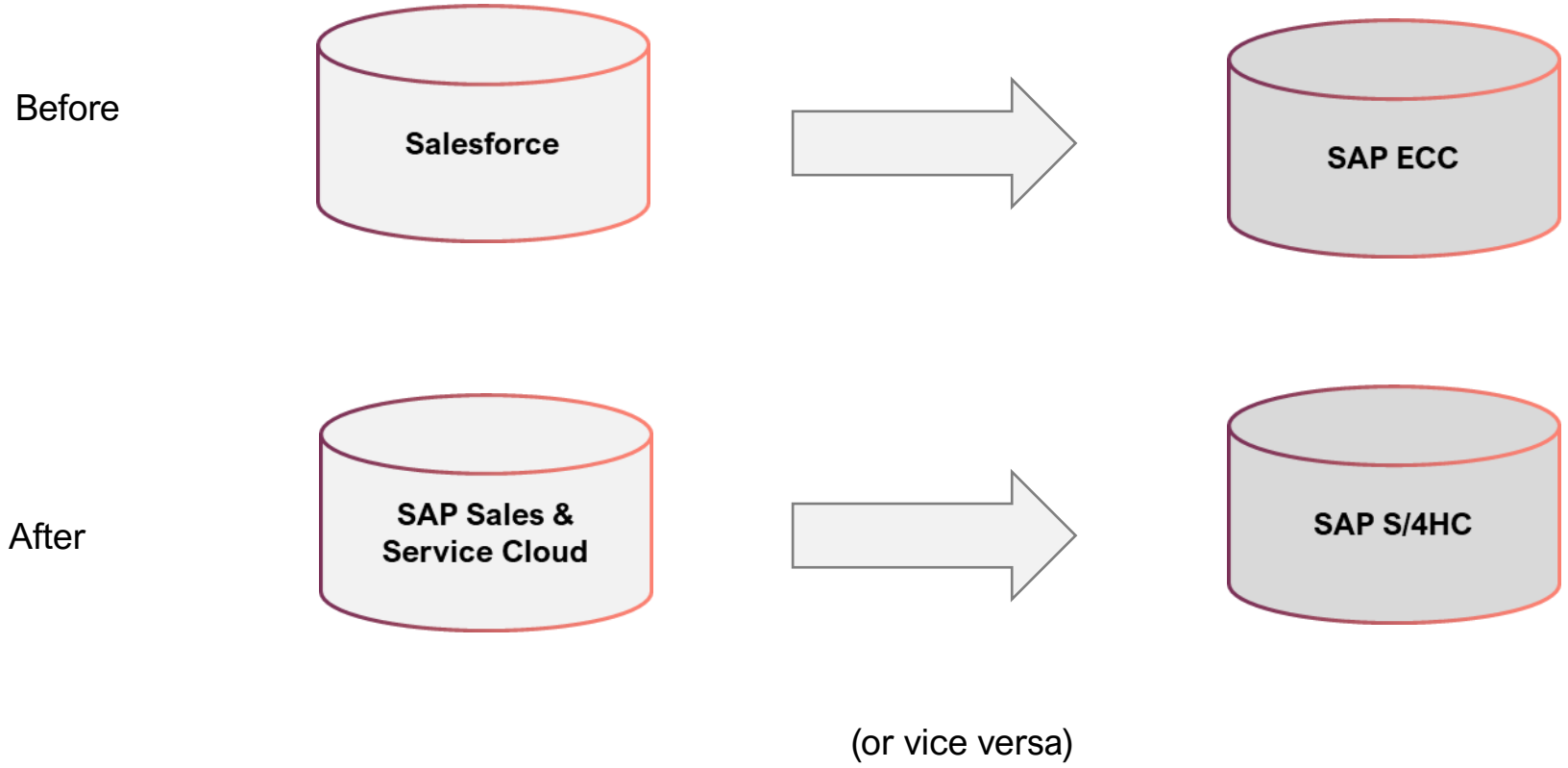


Negotiate remix rights and allocate sufficient time to maximise them.



Right-sized Bill of Materials - Example – Digital Access

Your Digital Access requirements may be impacted on migrating to RISE with SAP.



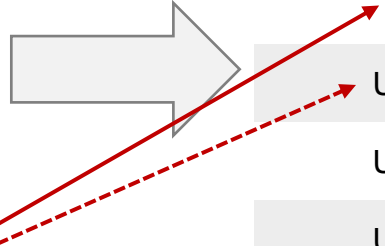
Indirect / Digital Access

No Indirect / Digital Access



FUE Management – Calculating FUEs

User Type	Weighting	Requirement	No. of FUEs	FUE Tier	T-Shirt Size
SAP S/4HANA Cloud, Developer Access	0.5	20	40	Up to 135	XXS
SAP S/4HANA Cloud for advanced use	1	345	345	Up to 550	XS
SAP S/4HANA Cloud for core use	5	180	36	Up to 1,000	S
SAP S/4HANA Cloud for self-service use	30	490	16.3	Up to 2,000	M
Total		1,035	438	Up to 4,000	L
				Up to 6,000	XL
				Above 6,000	XXL



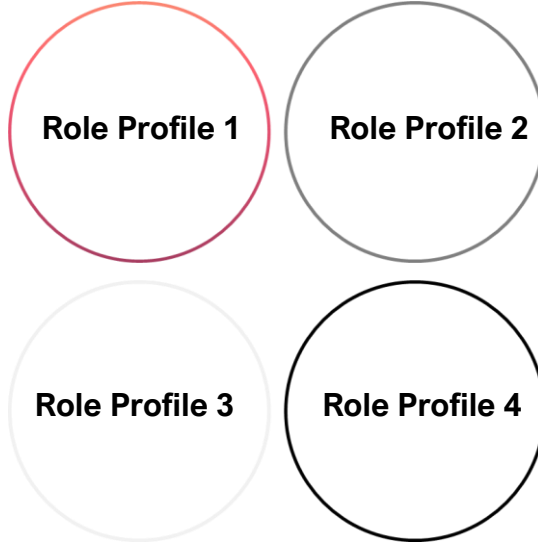
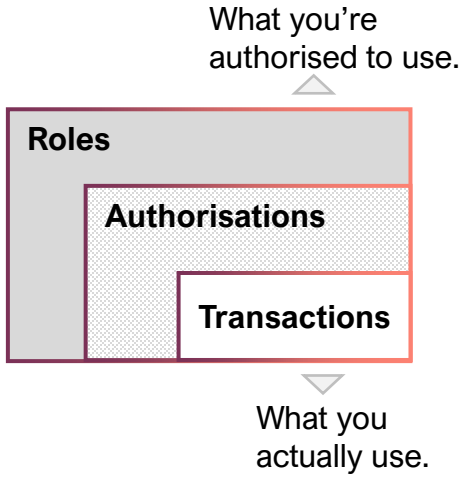
High-level Steps



- Determine quantity of user types required (watch out for S4 not being 1:1 with ECC Business Suite or Applications!)
- Map to FUEs
- Map to t-shirt size
- Cross-check t-shirt size with (i) infrastructure requirements (ii) unit price to check if more cost-effective to move up a tier



FUE Management – Challenges facing customers



Close the gap between authorised usage and actual usage to avoid inflated quantities.



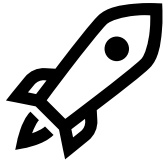
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FUE Management – Steps for Success



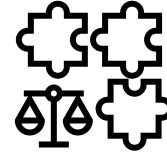
Step 01

Perform a license measurement exercise to determine actual usage.



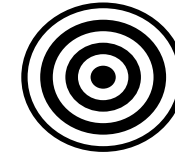
Step 02

Complete pre-requisites to ensure accurate capture of private cloud user metering.



Step 03

Run SAP reports to understand which Roles and are impacting the classification.



Step 04

Adjust roles and authorisations to close the gap with usage.



PREREQUISITES

- Implement pricelist for SAP S/4HANA Private Cloud Edition
 - Delete manual user classification in USMM
- Housekeeping: Delete users or change validity dates for those users not in scope
 - Maintain System Categories in SAP4ME

SAP S/4HANA CLOUD („Core“)

Implement Note [3113382](#).

Run the report
SLIM_USER_CLF_HELP with the newest
ruleset attached to the note.

Understand which roles and authorizations
drive the classification.

Adjust role and authorization concept if
required.

Other Solutions („Engines“)

“Engine Only”

If system category “engine” is maintained in
SAP4ME users are automatically assigned to
SAP S/4HANA Cloud Technical Engine Use.

“Mixed”

If there are users in your SAP S/4HANA core
systems that only use engines and no further
core functionality, please classify them
manually as SAP S/4HANA Cloud Technical
Engine Use.

Development Systems

Implement Note [3333812](#) in your
development systems.

Run the report
SLIM_DEV_CLF_HELP and check the
results.

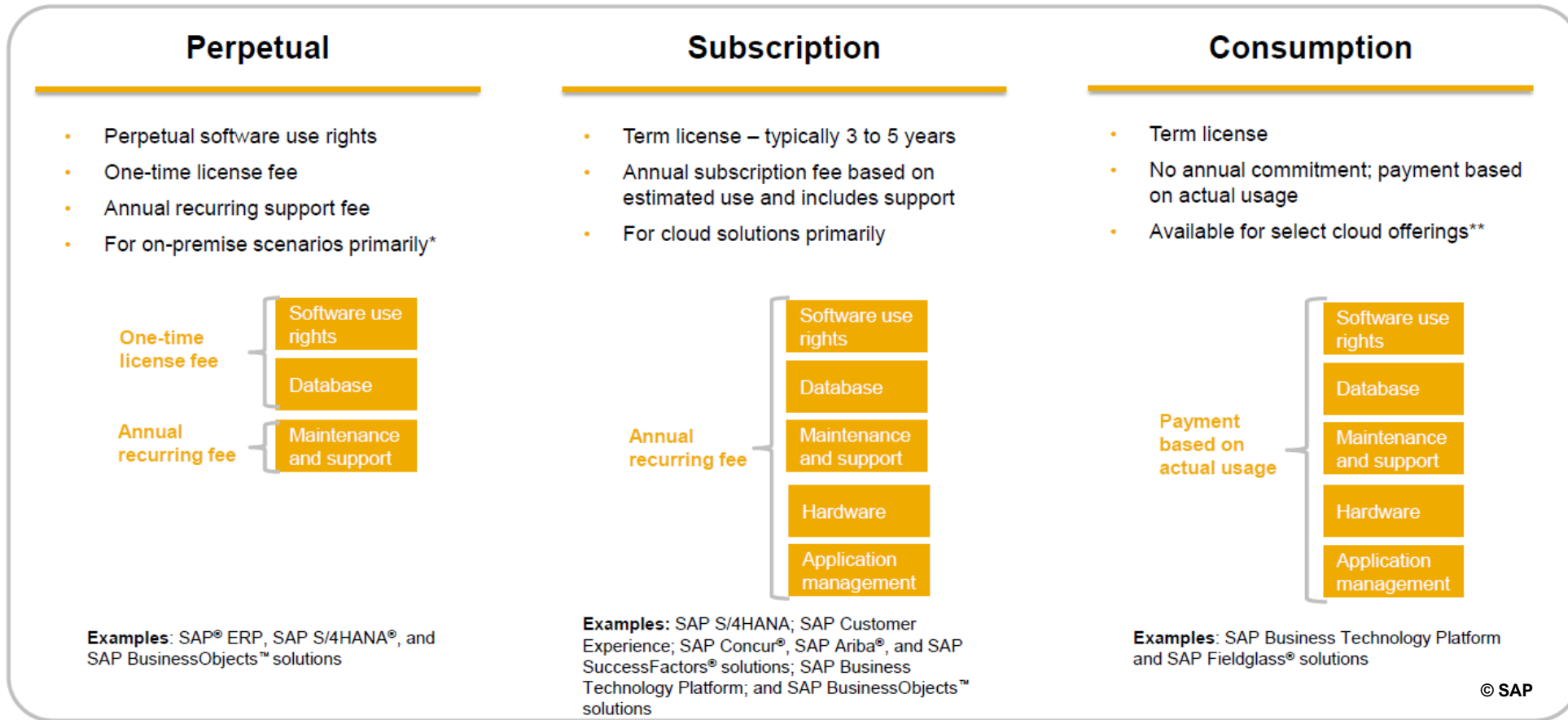
Verify the details of the developer users
identified by the report.

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Paperwork – Commercial Models

SAP provides its customers with three Commercial Models, as described below. Depending on the roadmap selected, a typical SAP customer's contract structure will likely be a combination of all three, reducing to two if migrating to RISE with SAP.



© SAP



Paperwork – Stakeholders to involve

The following is a suggested matrix of who typically leads the discussions with SAP relating to specific documentation and those departments that play a supporting role.

Document	Procurement	Technical	Legal
Order Form	Lead	Support	Support
GTC	Lead	Support	Support
Supplemental Terms (Product Use-Rights)	Lead	Support	Support
Service Level Agreement	Support	Lead	Support
Service Description Guides	Support	Lead	Support
Roles and Responsibilities Matrix	Support	Lead	Support
Data Processing Agreement	Support	Support	Lead
Support Policy	Support	Lead	Support



Excerpt from current Order Form template - indicates 6 documents to be reviewed.



8. REFERENCED DOCUMENTS

This Order Form is governed by and incorporates the following documents in effect as of the Effective Date. All documents are listed in order of precedence, and collectively referred to as the “**Agreement**”:

Document 1: This Order Form including Schedule 1 (“**Order Form**”)

Document 2: Supplemental Terms and Conditions for Cloud Services (“**Supplement**”) published under <http://www.sap.com/agreements-cloud-supplement>

Document 3: Support Schedule for Cloud Services (“**Cloud Support Schedule**”) published under <http://www.sap.com/agreements-cloud-support>

Document 4: Service Level Agreement for Cloud Services (“**SLA**”) published under <http://www.sap.com/agreements-cloud-service-level-agreement>

Document 5: Data Processing Agreement for Cloud Services, SAP Support and SAP Services (“**DPA**”) (The DPA will serve as a commissioned written data processing agreement) published under <https://www.sap.com/data-processing-agreements>

Document 6: General Terms and Conditions for Cloud Services (“**GTC**”) published under <https://www.sap.com/about/trust-center/agreements/General Terms and Conditions for Cloud Services>

Customer has had the opportunity to review the GTC and the incorporated documents prior to executing this Order Form. SAP recommends that Customer prints copies of these documents for Customer’s records. All defined terms in the GTC used in this Order Form have the meaning stated in the GTC. All references in the Supplements to “Service” mean “Cloud Service”, and to “Named Users” mean “Authorized Users.”

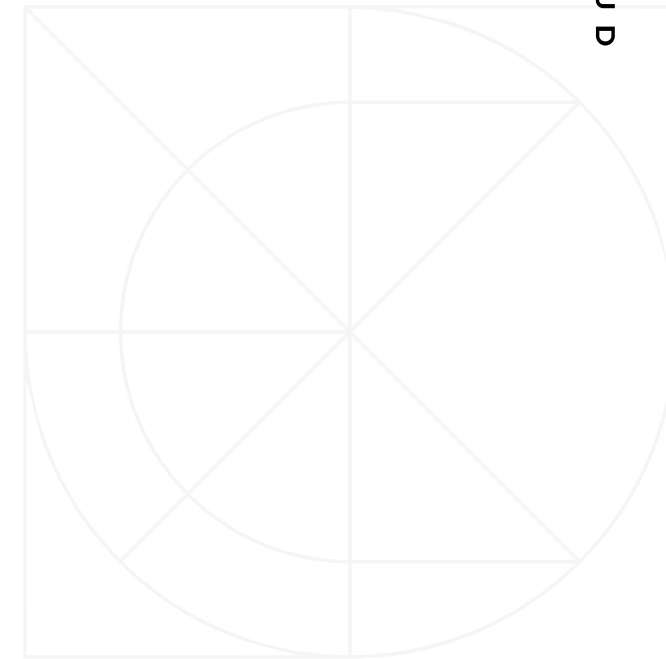
Sample CL OF DIR enAPJ.v.4-2024



Paperwork - Reality



- Example based on SAP customer purchasing 15 products in a RISE with SAP contract (t-shirt size), SAP BTP, 2x CAS packages and no additional support.
- Excludes documentation relating to
 - Feature Scope Documentation
 - Preferred Success product lines,
 - Active / MaxAttention
 - Value Assurance
 - Premium Engagement
 - SAP consulting services
 - And others...



How to Get in Touch

Licensing Queries



Partner

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Engagement Queries



Head of Sales

Ravi Yadav

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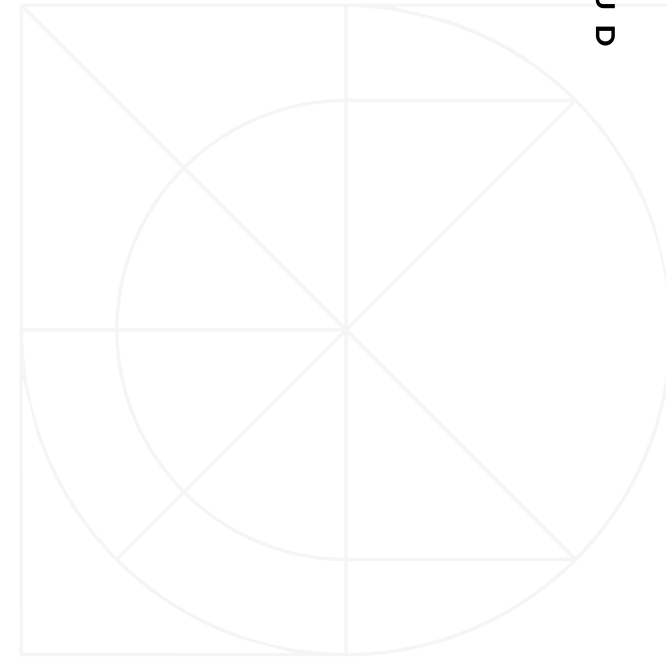
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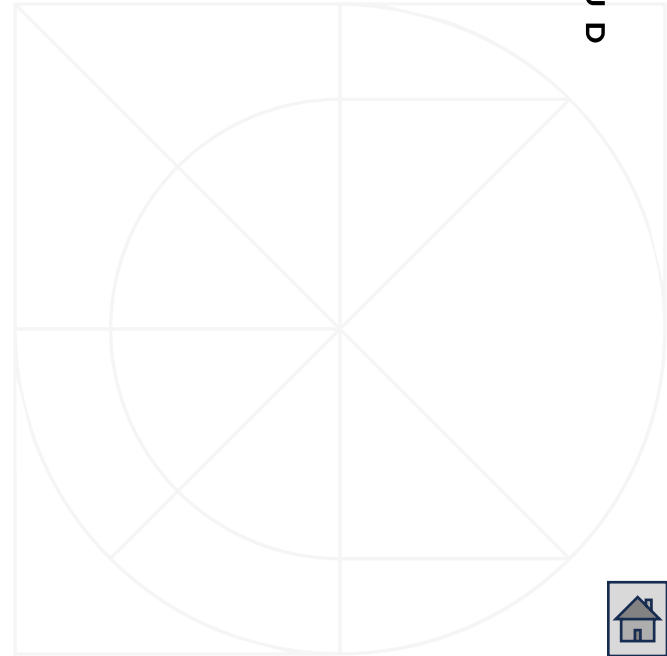
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Q&A





THANK YOU!

