

# Pricing Information for SAP® Business ByDesign™

## Standard Edition

### A Powerful Solution at a Predictable Price

#### What is SAP® Business ByDesign™ Standard Edition?

The SAP® Business ByDesign™ Standard Edition solution enables customers to run their entire business with a single, cloud-based application. SAP Business ByDesign Standard Edition is ideally suited for small to medium size companies and subsidiaries of large companies. Customers can get a fast start with a clearly defined scope and then activate additional functionalities to manage processes such as financials, customer relationships, human resources, procurement, and supply chain. SAP Business ByDesign is a software-as-a-service solution that is delivered in the cloud and does not require an additional IT investment.

#### A Compelling, Subscription-Based Pricing Model

SAP Business ByDesign is licensed through monthly subscription fees, calculated on a named-user basis. The pricing schedule identifies three categories of users: self-service users, team users, and enterprise users. Pricing and functionality vary for each category. You don't need to worry about software system maintenance; all core services such as backup, recovery, and regular upgrades are covered by SAP and included in the monthly fee. You can choose to deploy the complete solution, or you can address your immediate business needs first, and grow from this foundation.

SAP partners, available around the world, can tailor the solution to your specific needs or industry. They can provide a growing range of services and certified add-on solutions that you can select and activate using the online SAP store.

#### Self-Service Users

These users make use of SAP Business ByDesign to perform core self-service office tasks such as time and expense reporting, purchasing, and travel management. Additional role-specific tasks are available depending on the type of self-service user.

#### Team Users

Team users/Team leaders use core customer relationship management (CRM) or Project Management processes in the SAP Business ByDesign solution to manage team activity.

#### Enterprise Users

Typical enterprise users are office workers, planners, accountants, or salespeople. A standard enterprise user gets a rich variety of core functionality including customer relationship management, purchasing and sourcing, financial management, human resources, and more. The enterprise user for supply chain management deploys additional functionality to manage physical inventory, supply chain planning, and manufacturing.

#### Minimum User Count and Base Fee

You can get started with SAP Business ByDesign Standard Edition with a minimum of 20 Team or Enterprise Standard users. Five of the Enterprise Standard or Team Users are covered with the base fee of €1500/month.

#### Included Items

Storage, upgrades, system management, support and backup, and recovery are included in the monthly subscription fee.

Below are the prices per user per month for the different categories of user:

Self-Service User			Team User		Enterprise User	
Standard	SCM	Project Management	CRM	Project	Standard	SCM
€15	€22	€22	€79	€79	€133	€179

#### General Features

Included: Upgrades, 24x7 support, backup, recovery, system management, mobile access, SAP Store integration, Microsoft Excel integration, customization

#### Additional Fees

Dedicated server, integration via Web services

#### We Can Help

Do you want to learn more about SAP Business ByDesign? Call us at +1-800-872-1727, or visit our Web site at [www.sap.com/businessbydesign](http://www.sap.com/businessbydesign)

#### Corporate Headquarters

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## User Types and Associated Functionalities

	Self-Service User			Team User		Enterprise User	
	Standard	SCM	Project Management	CRM Sales	Project Team Leader	Standard	SCM
<b>Self-service tasks</b>							
Time and expense reporting	X	X	X	X	X	X	X
Travel management	X	X	X	X	X	X	X
Leave requests	X	X	X	X	X	X	X
Time sheet and personal data editing	X	X	X	X	X	X	X
Expense management	X	X	X	X	X	X	X
Procurement	X	X	X	X	X	X	X
Delivery confirmation	X	X	X	X	X	X	X
<b>Customer relationship management (CRM)</b>							
Campaign management				X		X	X
Account and activity management				X	X	X	X
Product and pricing master data management				X		X	X
Lead, opportunity, and quote management				X	X	X	X
Sales order and return handling					X	X	X
Customer contracts						X	X
Entitlement management						X	X
Service request and service order management						X	X
Service order confirmation			X		X	X	X
Customer invoicing					X	X	X
E-commerce						X	X
Sales planning						X	X
<b>Human resources</b>							
Personnel administration and people master data management						X	X
Time and labor management						X	X
Compensation						X	X
Expense and reimbursement management						X	X
<b>Project management</b>							
Project planning, execution, and controlling					X	X	X
Project information update tasks			X		X	X	X
Document collaboration and project-related work packages			X		X	X	X
<b>Product lifecycle management</b>							
Product development						X	X
Product variants						X	X
<b>Management support</b>							
Planning						X	X
Preconfigured reporting and key performance indicators				X	X	X	X
Report wizard				X	X	X	X
<b>Supplier relationship management</b>							
Supplier management						X	X
Sourcing and contracting						X	X
Product and pricing master data management						X	X
Purchase requests and purchase order management					X	X	X
Supplier invoicing						X	X
Self-service procurement					X	X	X
<b>Financials</b>							
Payables and receivables processing						X	X
Tax management						X	X
Payment and liquidity management						X	X
General ledger						X	X
Fixed assets management						X	X
Inventory valuation						X	X
Management accounting						X	X
<b>Supply chain management (SCM)</b>							
Demand planning and management							X
Supply planning and control							X
Inbound and outbound logistics							X
Logistics control (including drop shipment and stock transfers)							X
Internal logistics							X
Inventory management							X
Production planning and control							X
Quality management							X
Quality management inspection results recording		X					X
Logistic units management							X
Execution and confirmation of logistical tasks		X					X
Export handling and intrastat reporting							X