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Understanding SAP Business Suite

A strategic guide for IT leaders
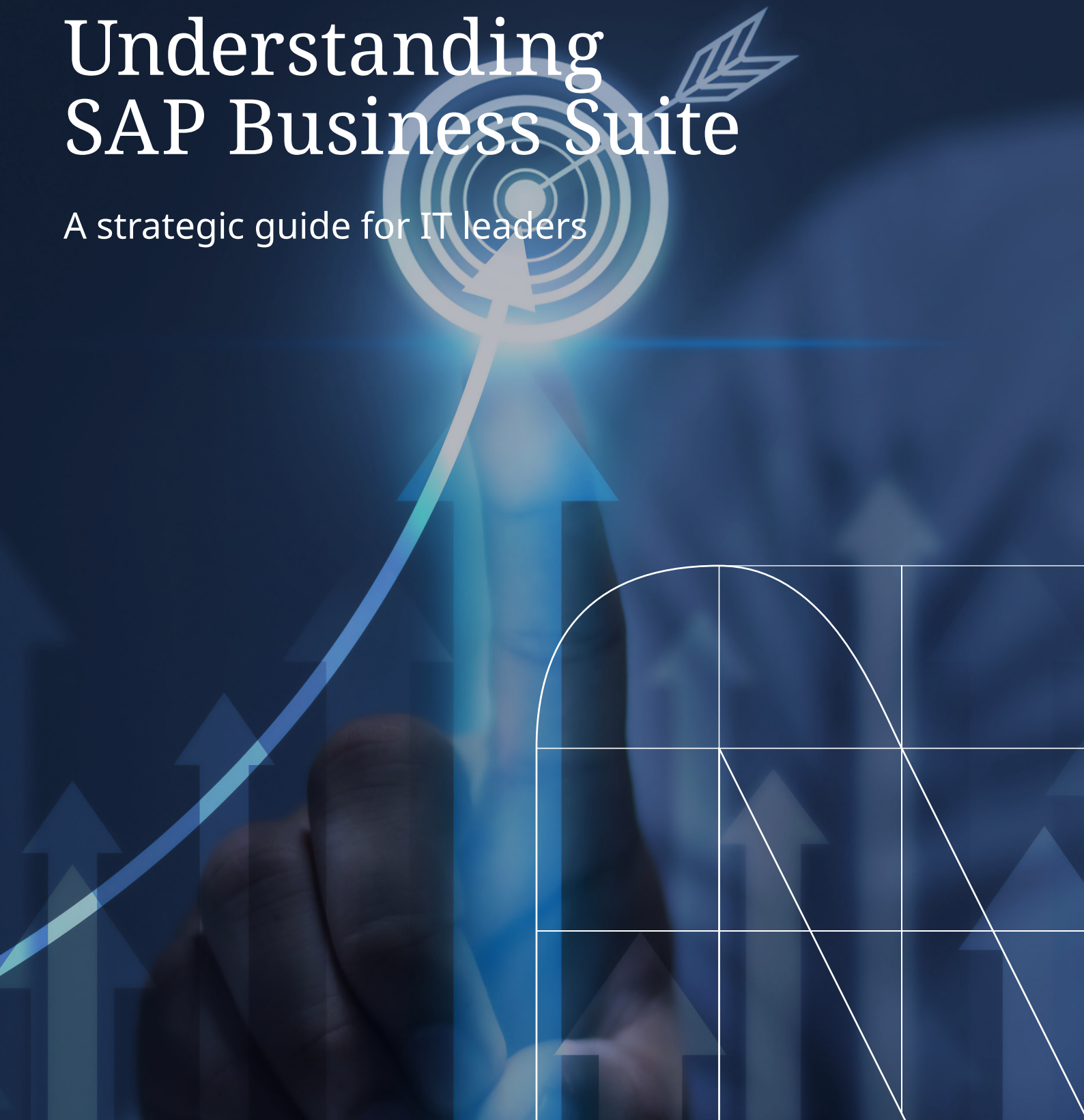
Executive summary

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Enterprise technology is continuously evolving, and with it comes the need for IT leaders to adapt and make informed decisions. Earlier this year, SAP introduced the SAP Business Suite, marking a significant shift in its cloud ERP solutions. This strategic evolution aims to simplify licensing frameworks, enhance transparency, and place a greater focus on line-of-business persona-driven solutions.

This guide explores how SAP's innovations and recent product announcements empower organizations to align ERP investments with broader strategic goals. By uniquely bringing together applications, data, AI, and a proven cloud ERP transformation methodology, SAP drives innovation and stands apart.

Rebranding and naming changes

In early 2025, SAP Introduced the SAP Business Suite. The business suite is centered around SAP Cloud ERP solutions that leverage an enhanced data core called SAP Business Data Cloud (BDC) that represents the next step in SAP's cloud ERP and Business AI journey. This unified framework integrates advanced AI, data management, and automation capabilities to deliver scalable, modular, and interoperable solutions for enterprise needs.
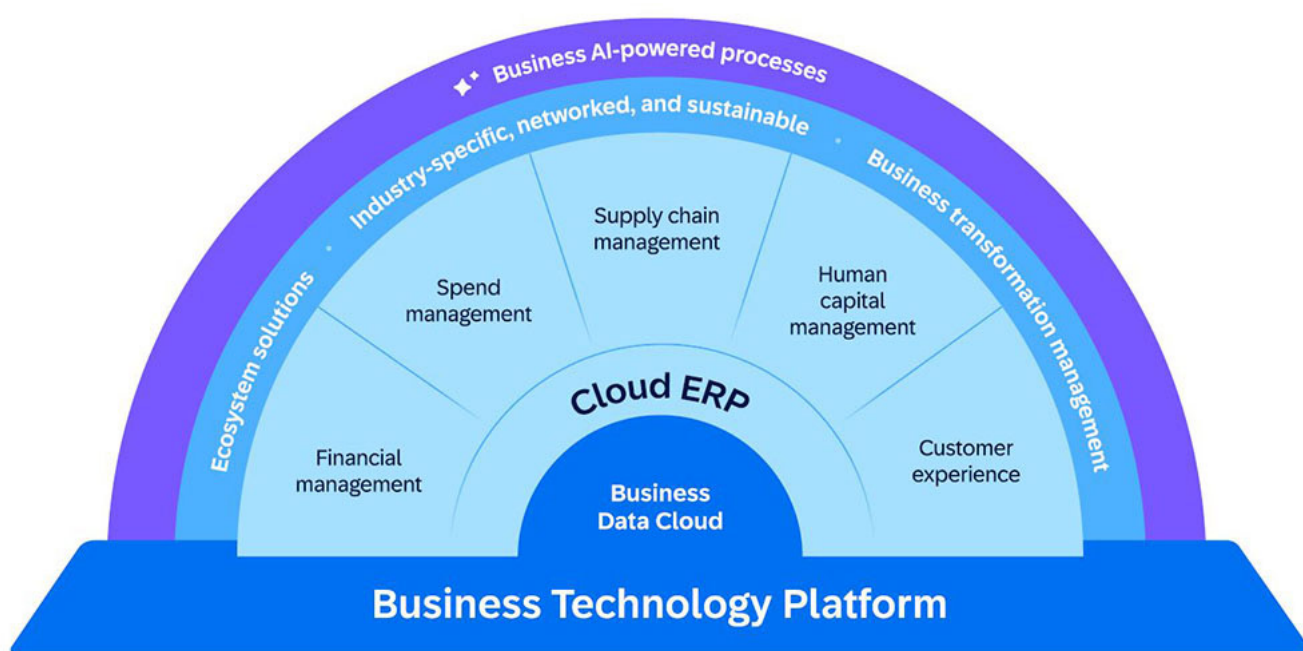
ERP naming conventions: cloud ERP

New naming conventions reflect a more intuitive customer experience:

SAP S/4HANA Cloud Public Edition = **SAP Cloud ERP**

SAP S/4HANA Cloud Private Edition = **SAP Cloud ERP Private**

Repositioning GROW and RISE as customer journeys

GROW With SAP is the customer journey for net-new customers implementing the SAP Business Suite with SAP Cloud ERP (Public / SaaS) or existing customers who want a fresh start with SAP's latest cloud best practices.

RISE with SAP is typically the customer journey for customers currently running SAP ERP (SAP ECC, SAP S/4HANA) and moving to the SAP Business Suite with SAP Cloud ERP Private.

The details: SAP Business Suite

As part of the launch of the SAP Business Suite, SAP is revising their commercial offerings. The first set of announcements will apply to the Business Suite with SAP Cloud ERP (Public). Upcoming announcements for SAP Business Suite with SAP Cloud ERP Private (Private) are anticipated.

These changes will provide customer benefits in the following areas:

- **Unified Framework** and architecture to leverage cross-LOB system functionality.

- **Modular Solution packages** tailored for core enterprise functions like finance, HR, and supply chain.

- **Integrated AI Capabilities** via SAP Joule, enabling advanced insights and decision-making processes.

- T**ransparent Pricing** with a per-user-per-month (PUPM) structure for cost predictability, enhanced and simplified embedded entitlements.

GROW and RISE are Journeys to the SAP Business Suite for Net New and Install Base Customers

- The SAP Business Suite is SAP's entire cloud portfolio across applications, data, AI, and platform

- SAP Cloud ERP is at the center of the Business Suite with:
    - SAP Cloud ERP [= S/4HANA Cloud Public Edition]
    - SAP Cloud ERP Private [= S/4HANA Cloud Private Edition]

- Line of Business solutions surround the ERP and support all buying centers

- GROW and RISE now describe the customer journeys:
    - The GROW Journey is how Net New customers move to the SAP Business Suite with SAP Cloud ERP
    - The RISE Journey is how Install Base customers move to the SAP Business Suite

GROW WITH SAP

New SAP ERP Customer

Start fresh with SAP Business Suite

RISE WITH SAP

Existing SAP ERP Customer

Modernize legacy system with SAP Business Suite

The transition to user-based pricing

SAP has replaced its Full User Equivalent (FUE) pricing model with a **Per User Per Month** (PUPM) system.

Persona-based packaging enhances role relevance

SAP Business Suite is tailored to meet the specific needs of enterprise decision-makers through persona-oriented solutions. Each package addresses the distinct requirements of various departments or roles.

Finance and ERP user licensing packages

- **Finance Base**: Includes capabilities for Order to Cash, Procure to Pay, Accounting and Financial Close, Finance Operations and Global Tax & International Trade.

- **Finance Premium:** : Includes all Finance Base functionality plus Advanced features for Operational Procurement, Expense Management, Working Capital Management, Project and Resource Management, and Enterprise Service Management.

- **Finance Add-ons**: Advanced Treasury and Risk Management, Advanced Consolidations and Close, Compliance and Control for Risk and Assurance Management.

Supply Chain Operations user licensing packages

- **Supply Chain Base:** Includes functionality for Idea to Market (Core PLM and Design Capabilities), Plan to Fulfill (Planning, Manufacturing, Delivery), and Acquire to Decommission (Asset Management).

- **Supply Chain Premium**: Includes Supply Chain Base capabilities plus integration to third-party PLMs and Advanced Solutions for Sustainable Operations.

- **Supply Chain Add-ons**: Asset Management and Field Service, Manufacturing Execution (Digital Manufacturing), and Supply Chain Planning (IBP).

Other Roles

- **CHRO**: HR-specific solutions enhancing recruitment and employee engagement.

- **CPO**: Procurement tools backed by SAP Ariba and SAP Fieldglass for strategic sourcing.

This persona-based approach fosters greater strategic alignment by ensuring that solutions meet the unique objectives of specific decision-makers.

Modular add-ons for scalable growth

SAP Business Suite also enables organizations to scale their ERP capabilities incrementally with modular add-on features. Examples include advanced treasury tools, compliance management solutions, and dynamic project allocation modules. Businesses can start with core packages and build upon them in line with their evolving needs.

User-based licensing offers enhanced control

- **Tailored User Types** - SAP now provides multiple user types providing additional flexibility with options such as Operations Users and SCM Users, ensuring businesses only pay for what they need. More details to come.

- **Hierarchical Structure** simplifies license management. Higher-tier subscriptions include lower-tier functionality automatically.

- **Minimum User Requirements** support initial adoption, with a baseline package of 25 users (across finance and supply chain).

Design Principles

1. Modular solution "entry points" that maximize value
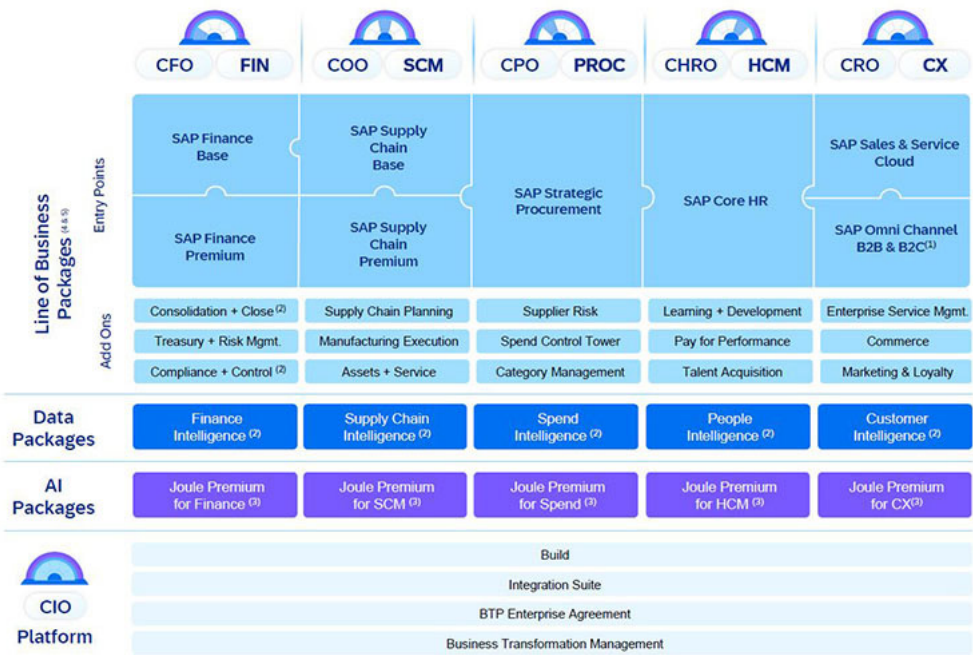2. Provide per user per month pricing and transparency
3. Align commercial packages with common customer buying patterns
4. Encourage portfolio expansion with stacked discount pricing
5. Simplify customer buying experiences

	CFO FIN	COO SCM	CPO PROC	CHRO HCM	CRO CX
Entry Points	SAP Finance Base	SAP Supply Chain Base	SAP Strategic Procurement	SAP Core HR	SAP Sales & Service Cloud
	SAP Finance Premium	SAP Supply Chain Premium			SAP Omni Channel B2B & B2C[1]
Add Ons	Consolidation + Close[2]	Supply Chain Planning	Supplier Risk	Learning + Development	Enterprise Service Mgmt.
	Treasury + Risk Mgmt.	Manufacturing Execution	Spend Control Tower	Pay for Performance	Commerce
	Compliance + Control[2]	Assets + Service	Category Management	Talent Acquisition	Marketing & Loyalty
Data Packages	Finance Intelligence[2]	Supply Chain Intelligence[2]	Spend Intelligence[2]	People Intelligence[2]	Customer Intelligence[2]
AI Packages	Joule Premium for Finance[3]	Joule Premium for SCM[3]	Joule Premium for Spend[3]	Joule Premium for HCM[3]	Joule Premium for CX[3]

Line of Business Packages [4,5]

CIO Platform
Build
Integration Suite
BTP Enterprise Agreement
Business Transformation Management

Why SAP Business Suite matters for IT Leaders

The SAP Business Suite goes beyond restructured licensing; it serves as a strategic enabler for enterprise growth.

Here are some critical advantages IT leaders can leverage:

1. **Budget Transparency**:
   Clear and extended entitlements, predictable costs, and simplified user pricing support system investment planning, enabling business leaders to forecast budgets more effectively.

2. **Streamlined IT Administration**:
   The redesigned user hierarchy and persona-based packaging reduce technical debt, shifting focus from system maintenance to strategic innovation.

3. **AI-Driven Innovation**:
   Integrated AI tools like SAP Joule enable advanced analytics and decision-making, setting the foundation for future-ready enterprise operations.

4. **Scalable and Modular Growth**:
   With modular and LOB-specific package add-ons, enterprises can expand functionality when needed, maintaining a balance between adaptability and cost efficiency.

Beyond licensing: the future of ERP with SAP Business Suite

The SAP Business Suite is not merely a licensing update; it's a strategic shift designed for the challenges of an AI-driven era.

SAP Business Suite and SAP Business Data Cloud (BDC) can help you eliminate operational silos by integrating data and business processes into a set of integrated solutions, enabling seamless communication and context-rich transformative insights across the organization.

If you have questions about SAP Business Suite or need assistance planning your transition journey, the experts at award-winning NTT DATA Business Solutions are here to guide your organization every step of the way.

Contact us today to start planning your tailored roadmap and unlock the full potential of SAP Business Suite.

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