VISEO
POSITIVE DIGITAL MAKERS

SAP Gold Partner

IS SAP CLOUD ERP PUBLIC EDITION'S NEW LICENSING MODEL TRULY MORE PREDICTABLE THAN NAMED-USER LICENSES?

What we often hear from a CIO, CTO or CFO	What our SAP consultants actually say
"We have cashiers, stock managers, marketing staff and seasonal workers. How does that mix translate into PUPM (Per User Per Month)?"	Each user profile is weighted differently under the PUPM model, based on the type of access and transactions they perform, rather than licensed one-to-one as under the old named-user model. Getting this mapping right before signing is essential, it directly drives your subscription cost.
"Seasonal staff only work a few months a year. Do we pay for them year-round?"	That depends on your specific contract terms, SAP's **PUPM** model is generally less flexible about reducing volume mid-term than about adding it, so seasonal peaks need to be planned into your **PUPM** pool upfront, **but adjustment to the PUPM is allowed during the subscription period.**
"Is PUPM genuinely simpler than the old named-user categories, or just relabelled complexity?"	Genuinely simpler in structure, one pooled number instead of named-user types, but it still requires a precise classification exercise upfront. Underestimating that exercise is the most common cause of licensing surprises we see.
"How do we avoid over-buying PUPMs out of caution?"	By running a proper usage analysis of your current user base before you negotiate volume,mapping each role to its likely **PUPM** weighting rather than assuming worst case across the board.
"Does SAP's licensing model for SAP Cloud ERP Public Edition ever change, or is PUPM the final word?"	It has evolved before and is continuing to evolve, we're seeing signals of SAP moving toward simplified, more modular per-user pricing structures on parts of its cloud portfolio. Worth confirming the exact model in force when you contract, rather than assuming it's fixed.
"Can VISEO help us do that usage analysis before we sign with SAP?"	Yes, that's part of our qualification we help map your current user landscape to the licensing model on the table before you commit to a volume, not after.

This question deserves an answer before you sign, not during scoping.

Our position, without the sales pitch.



Before you sign,
Know the architectural reality.

What this actually means for you

If you're looking for speed and controlled cost, and you're willing to adapt to standard processes, SAP Cloud ERP Public Edition is a good fit, but be prepared to give up some of the custom development inherited from your ECC system.

If you stay close to standard, that's SAP Cloud ERP Public Edition's real advantage: security patches, regulatory updates and new product features arrive automatically with every **half yearly** release, with no upgrade project to fund and no team needed to maintain custom code.

Keep in mind that SAP Cloud ERP Public Edition's half yearly update cycle isn't a project scheduling detail: it's a recurring rhythm your IT team needs to build into its operations, with its own ongoing testing cycles.

Why this clarification protects you, especially with VISEO running the project

The choice between SAP Cloud ERP Public Edition and RISE determines the scope of customisation available, the testing schedule, and the total cost over three years. An architecture mistake identified after scoping **costs far more to fix than to anticipate.**

At **VISEO**, this qualification happens during our workshop: your customisation needs and regulatory constraints are **examined before starting, not discovered mid-project.**

Our SAP consultants validate the target architecture with you before any project start, which **avoids design rework and schedule slippage later on.**

Architectural clarity early on
reduces cost, risk and delivery delays.

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