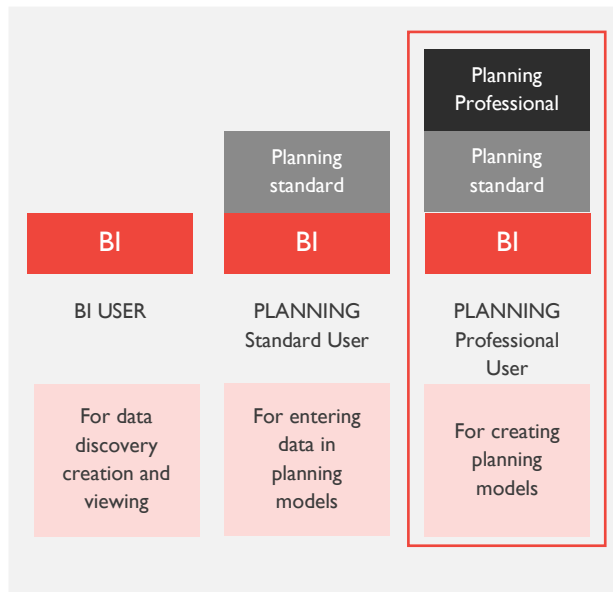




PACKAGE COMPONENTS

SAP ANALYTICS CLOUD



DELAWARE PACKAGED SERVICES

Enablement (5 days Business Consulting 1 year)

First Setup / year

- 1 Remote intake of business environment
- 1 Remote assistance of model settings
- 1 Remote consistency review of source data

First Run / year

- 1 Remote process validation of calculated results
- 1 Remote assistance on insights interpretation

Assumptions

- Manual copy/paste data into SAC tool by customer
- IP owned by delaware
- delaware not responsible for data quality
- Any model changes/customizations will be charged in time & material

PACKAGE PRICE

Revenue < € 1 billion
 | Professional Planning user
 | 10 BI users
 | Assisted Run per year
 Use of IP

Baseline price
€ 28,000 / year
 +
€ 30 per 1 million revenue / year

Contract for 3 years

Revenue > € 1 billion
 | Professional Planning user
 | 10 BI users
 | Assisted Run per year
 Use of IP

Baseline price
€ 48,000 / year
 +
€ 30 per 1 million revenue / year

Contract for 3 years

Terms & Conditions
 Contract for 3 years
 Early termination fee : 2 years
 Assistance limited to 5 days / year

Right to use IP during contract term

No integration
 No customization
 No warranty

ABOUT DELAWARE

We believe in a global, connected world with local entrepreneurship and corporate social responsibility where technology inspires people

1800 professionals
 28 offices in 14 countries
 € 200 mio revenue (2016)

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References:

