SAP Shifts Cloud Platform to Consumption-Based Pricing

Written by Marco Attard
02 March 2018

SAP announces a consumption-based software delivery model for the SAP Cloud Platform at MWC 2018, stating it allows for a simplified buying and consumption experience for enteprise apps.

The company's previous cloud pricing model was subscription-based, similar to how it charges for Software-as-a-Service applications. The new consumption-based model is based on cloud credits acquired via pre-pay contracts. These are used to activate any available SAP Cloud Platform service or capability, such as storage, bandwidth or user experience, via self provisioning self-service cockpit. In the end of the day customers get regular reports of services consumed together with a cloud credit balance.

Customers can also configure and estimate cloud services for specific projects through the refreshed Cloud Platform website, all without need to renegotiate contracts with the vendor.

Another MWC 2018 SAP announcement involves iOS-- specifically an enhanced SAP Cloud Platform iOS SDK promising new controls and tighter integration with the Xcode development environment. It is integrated with other SAP Cloud Platform capabilities, and supports consumption of SAP Leonardo services such as image recognition from a mobile app.

Also released by the software vendor are two iOS mobile apps, SAP Insurance Sales Assistant (provides customer insights through a 360-degree customer view and an overview of performance KPIs) and SAP Asset Manager (manages work orders, notifications, conditioning monitoring, material consumption, time management and failure analysis).

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