

Statement of Change (SEPTEMBER 2014)

Statement of Change to the Delegation of Authority (DOA)

Previous DOA Section	Current DoA Version Section	Description of Change	Reviewer/Approver Requirement
Summary of changes to Sections and Subsections	Summary of changes to Sections and Subsections		
SAP GC DELEGATION OF AUTHORITY			
SAP AG	SAP SE	Revised text description	Change in Legal Name
APPENDIX TO SAP GC DELEGATION OF AUTHORITY			
General Changes			
E&C	GPO	Revised text description	Due to branding change
Notes and Legend			
A. SOFTWARE	A. ON PREMISE	Revised text description	
	B. CLOUD	New	
B. MAINTENANCE	C. MAINTENANCE	Re-numbered	
	D. ONE SERVICES	New	
C2. EDUCATION	E. EDUCATION	Re-numbered	
D. OTHER TERMS (ALL LOBs WHERE APPLICABLE)	F. OTHER TERMS (ALL LOBs WHERE APPLICABLE)	Re-numbered	
Summary of Changes to individual topics			
A. ON PREMISE			
	A. ON PREMISE		
	A1. DIRECT CHANNEL		
	III. NON-STANDARD PRICING		
	1.Unlimited usage. For 3rd party & SAP Branded product, Global 3rd party Licensing/Royalty is required.	Revised approval process	Removed Global CFO approval
	A2. INDIRECT CHANNEL		
	4. Net Value >1M, Discount >= 80%	Revised approval process	Added Regional President approval if discount >90%
F. OTHER TERMS (ALL LOBs WHERE APPLICABLE)			
	F. OTHER TERMS (ALL LOBs WHERE APPLICABLE)		
	F1. NON STANDARD PAYMENT TERMS		
	4. Promissory note(P note)	New	Added Regional CFO approval
	F2. INVOICING TERMS		
	5. Invoice split or payment agreement(upfront approval is required)	New	Added Regional CFO approval