

SAP Business Network

Enterprise account fee model

A supplier enterprise account on SAP Business Network unlocks **extended capabilities to enhance collaboration with your customers**. You can automate more transactions, gain insight, improve compliance, and benefit from extended support and services.

The enterprise account fee model is detailed below.

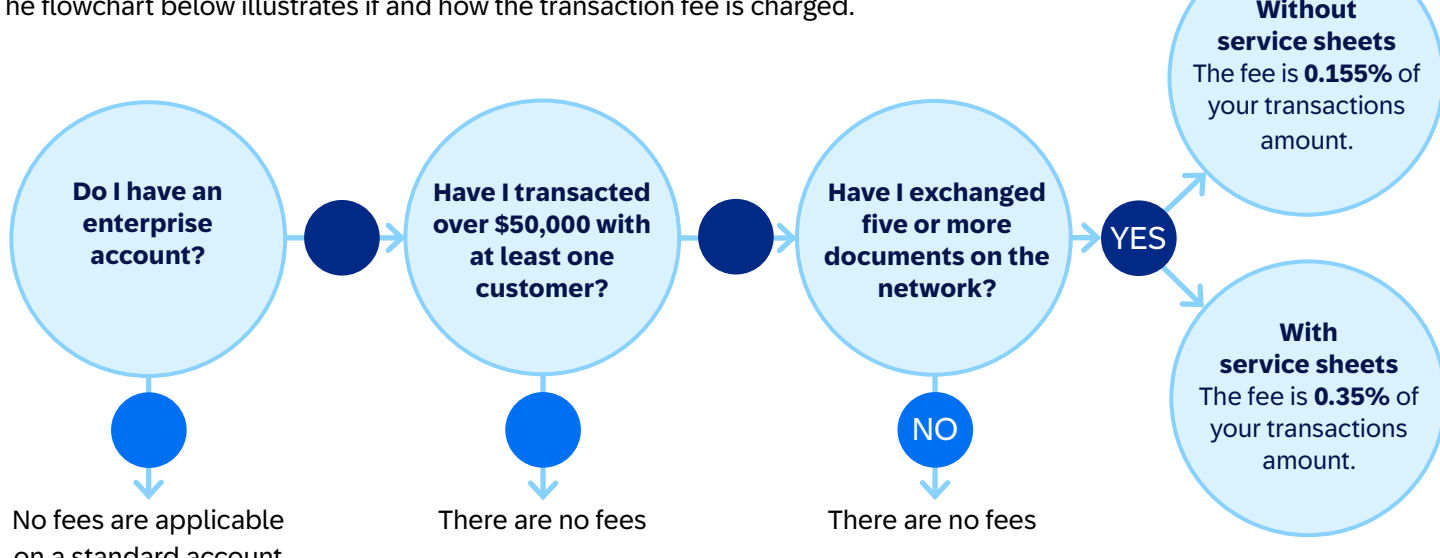


Fee or no fee?

As a supplier on SAP Business Network, you pay fees only under the following conditions:

1. You have an enterprise account.
2. You meet both of these thresholds in any customer relationship:
 - a. You have transacted over US\$50,000 worth of orders or invoices.
 - b. You have exchanged at least five documents.

The flowchart below illustrates if and how the transaction fee is charged.



Did you know?

93.1%

of active suppliers on SAP Business Network transact for free*

Fee model

If your enterprise account is chargeable, the fee comprises two components: the transaction fee, based on document value, and the subscription fee, based on the number of documents.



Transaction Fee

(Billed quarterly)

The transaction fee is a percentage of the value of purchase orders or invoices exchanged, whichever is greater.



Subscription Fee

(Billed annually)

The subscription fee is a set amount based on your account level, determined by the number of annual documents (1) you transact across all customer relationships.

0.155% of transacted value for relationships without service sheets (3)

0.35% of transacted value for relationships with service sheets (3)

Capped at \$20,000 per customer relationship



Number of documents per year	Subscription level	Yearly fee
5 to 24 documents or <\$250,000 (2)	Bronze	\$50
25 to 99 documents	Silver	\$750
100 to 499 documents	Gold	\$2,250
>500 documents	Platinum	\$5,500



1. Only purchase orders (POs), invoices, and service sheets are considered chargeable documents. All other documents (order confirmations, ship notices, and more) are excluded from the document volume count.
2. Suppliers transacting less than \$250,000 annually are automatically placed at the lowest annual fee level, regardless of the number of documents transacted.
3. Service sheets are used to record services as they are actually performed with reference to the specifications from the PO. In general, you can enter an invoice for a PO only after the service entry sheet has also been accepted. Only accepted service sheets are charged.

Examples of total annual cost

- A supplier that exchanged 32 documents with a total transaction value of **\$120,000** in a customer relationship without service sheets is placed at the bronze level and pays **\$236 per year** $((120,000 * 0.155\%) + 50)$.
- A supplier that exchanged 250 documents with a total transaction value of **\$600,000** in a customer relationship without service sheets is placed at the gold level and pays **\$3,180 per year** $((600,000 * 0.155\%) + 2,250)$.
- A supplier that exchanged 80 documents with a total transaction value of **\$250,000** in a customer relationship including service sheets is placed at the silver level and pays **\$1,625 per year** $((250,000 * 0.35\%) + 750)$.
- A supplier that exchanged three documents with a total transaction value of **\$120,000 doesn't pay any fees**.

Your first bill for SAP Business Network

When your transaction value or document volume exceeds the free threshold, you become a chargeable supplier and owe subscription fees.

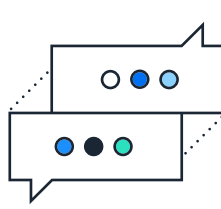
When this occurs, SAP Business Network totals your historical monthly document counts across all customer relationships, up to three months if available, and annualizes that amount to determine your subscription level for the next year. The date your transactions first become chargeable is your anniversary date. Each year on that date, your subscription level is reevaluated. This reevaluation is based on your total number of documents transacted during the previous 12 months.

Additional resources



Calculate your fees

Use our online [fee calculator](#) to get an estimate of the yearly fees for your enterprise account.



Get supplier assistance

Find more information and support on our help center by clicking the question mark icon (❓) in the top-right corner of your supplier [login page](#).

Currency conversion table

Billing is in the following currencies, based on your region. If you're not transacting in U.S. dollars, please use the tables below to find the corresponding amount in your local currency.

Currency	Transaction threshold	Transaction fee cap	Bronze-level transaction cap
U.S. dollar	USD 50,000	USD 20,000	USD 250,000
Canadian dollar	CAD 65,000	CAD 26,000	CAD 325,000
Australian dollar	AUD 68,250	AUD 27,300	AUD 341,250
Singapore dollar	SGD 68,450	SGD 27,375	SGD 342,200
Japanese yen	JPY 5,550,000	JPY 2,220,000	JPY 27,750,000
Euro	EUR 43,250	EUR 17,300	EUR 216,250
British pound	GBP 38,750	GBP 15,500	GBP 193,750
Swiss franc	CHF 49,500	CHF 19,800	CHF 247,500
South African rand	ZAR 950,000	ZAR 380,000	ZAR 4,800,000
Brazilian real	BRL 250,000	BRL 100,000	BRL 1,250,000
Chilean peso	CLP 44,300,000	CLP 18,000,000	CLP 221,500,000

Subscription package pricing

Currency	Bronze	Silver	Gold	Platinum
U.S. dollar	USD 50	USD 750	USD 2,250	USD 5,500
Canadian dollar	CAD 50	CAD 750	CAD 2,250	CAD 5,500
Australian dollar	AUD 50	AUD 750	AUD 2,250	AUD 5,500
Singapore dollar	SGD 70	SGD 1,040	SGD 3,125	SGD 7,600
Japanese yen	JPY 4,500	JPY 68,200	JPY 198,000	JPY 484,000
Euro	EUR 45	EUR 670	EUR 2,000	EUR 4,900
British pound	GBP 35	GBP 500	GBP 1,500	GBP 3,770
Swiss franc	CHF 50	CHF 740	CHF 2,200	CHF 5,450
South African rand	ZAR 950	ZAR 14,500	ZAR 43,000	ZAR 105,000
Brazilian real	BRL 250	BRL 3,700	BRL 11,100	BRL 27,200
Chilean peso	CLP 45,000	CLP 665,000	CLP 1,995,000	CLP 4,900,000

*Source: SAP internal data

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