

# Questions and Answers for Business Owners About SAP NetWeaver® Cloud

The SAP NetWeaver® Cloud platform is a [scalable, secure, modular, open-standards platform as a service](#). It lets partners and customers of all sizes build loosely coupled cloud-based applications that integrate with and extend the value of existing cloud and on-premise solutions. You benefit from the innovation these applications bring without the disruption of updating legacy software.

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## What does SAP NetWeaver Cloud include?

SAP NetWeaver Cloud provides:

- An Eclipse-based software development kit (SDK) for building, testing, and deploying applications in the cloud
- A secure, scalable runtime environment with reusable platform services like persistency, enterprise content management, identity federation, and connectivity
- A Web-based operations console to monitor and control applications and the virtual infrastructure

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## What makes SAP NetWeaver Cloud unique?

The following features differentiate SAP NetWeaver Cloud from other offerings:

- Highly scalable, reliable, and secure platform – certified to meet the latest industry cloud standards – for building, deploying, and managing mission-critical, cloud-based enterprise business applications and application extensions
- Native connectivity to back-end enterprise business content, including content from SAP® and non-SAP solutions, whether cloud based or on premise
- Plans for SAP NetWeaver Cloud to leverage the real-time, in-memory computing technology and embedded analytics of the SAP HANA® database, enabling the kinds of applications not possible on other business platforms

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## Who are the target users of SAP NetWeaver Cloud?

The platform is designed for two types of users:

- SAP customers who want to build and deploy enterprise applications for their internal use
- SAP partners focused on building and delivering applications to their end customers on a software-as-a-service basis



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**How can SAP NetWeaver Cloud benefit my business?**

The benefits of the SAP NetWeaver Cloud platform depend on the target users and the nature of the applications being built and deployed. However, all businesses can benefit from:

- Accelerated time to value, with minimal training required for Java developers
- No up-front capital expenditures on hardware and perpetual software licenses
- No risk of vendor lock-in, given the use of standards-based technologies and application programming interfaces
- Low maintenance costs without the hassle of applying upgrades, service packs, and patches
- Scalability and security provided by SAP

**SAP customers** can increase productivity by rapidly building and deploying cloud-based applications that connect to their existing SAP and non-SAP enterprise software – both on premise and on demand. Because these cloud-based apps can extend the functionality and scope of legacy software, the SAP NetWeaver Cloud platform also drives down the total cost of ownership.

**SAP partners** can reduce their cost to develop, deploy, and maintain cloud-based applications by leveraging this platform.

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**What types of applications can be developed on SAP NetWeaver Cloud?**

You can build virtually any type of application on SAP NetWeaver Cloud, but you will likely benefit the most from applications that integrate with and extend the value of your existing solutions. Applications that take advantage of the speed and analytics of the SAP HANA database are also expected to be well received.

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**Will applications built on SAP NetWeaver Cloud work with my on-premise solutions?**

On-premise and cloud solutions can coexist. In fact, such “hybrid” solutions and networks are becoming the norm. You can choose services for different purposes from SAP NetWeaver Cloud, private clouds, and on-premise solutions. SAP NetWeaver Cloud makes this integration possible with a connectivity service.

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**Will I get my own hardware in SAP's data center?**

Currently, there are no plans to provide dedicated hardware for individual customers. By virtualizing hardware, SAP can achieve lower operational costs. These savings can then be passed on to customers and partners. Note that while certain hardware components may be shared, customer accounts are securely isolated in their own virtual machine.

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**How will SAP protect my data in the cloud?**

SAP has designed its data centers to offer comprehensive, multilevel security engineered to protect your mission-critical business data and assets. The built-in security extends from maintaining strong physical security of the data center to safeguarding the data itself and enabling reliable data center operations.

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**How is SAP NetWeaver Cloud priced?**

The pricing of SAP NetWeaver Cloud is loosely based on a resource consumption model. In other words, customers pay for the capacity of the system resources they consume. Four metrics determine the capacity consumed:

- Computing resources (memory and virtual CPU cores)
- Storage (both structured and unstructured)
- Transactions
- Bandwidth (egress only)

Customers can choose how much of each resource they want, or they can opt for preconfigured “soft bundles” starting at approximately €50 per month. Just as enterprise customers pay for the capacity of the system resources they consume, partners pay for the aggregated usage of all their customers.

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**Is there a commercialization model of SAP NetWeaver Cloud for partners?**

A thriving partner channel is a key part of the go-to-market strategy for SAP NetWeaver Cloud. Applications running on the SAP NetWeaver Cloud platform can, in the future, be made available for sale on the SAP Store. Partners are free to choose how they price their apps.

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**How can I get access to SAP NetWeaver Cloud?**

You may sign up for a free license or SAP NetWeaver Cloud by visiting the *SAP NetWeaver Cloud Developer Center* page on SAP Community Network at <http://scn.sap.com/community/developer-center/cloud-platform>. Click the download link in the *Developer Freebies* section. After accepting the terms of service, you will be taken to a profile page. Once you complete this page and select the *Submit* button, you will be presented with a page confirming your acceptance of the terms of service. You will then be prompted to create a free account. Click through on the new account button and your account number will be generated and presented to you.

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**Where can I get more information – including answers to technical questions – about SAP NetWeaver Cloud?**

While this document focuses on business-related FAQs about SAP NetWeaver Cloud, a similar document answering technical questions is also available. To download this document or obtain more information about SAP NetWeaver Cloud, please visit the *SAP NetWeaver Cloud Developer Center* page on SAP Community Network at <http://scn.sap.com/community/developer-center/cloud-platform>.

## [www.sap.com/contactsap](http://www.sap.com/contactsap)

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