

Bertrand MARZE - OPTI-ONE

De: SAP Partner Services Hub <partner_services@sap.com>
Envoyé: vendredi 15 août 2025 00:57
À: bertrand.marze@opti-one.fr
Cc: Tiggeler, Marc
Objet: SAP Business One On-Premise Excluded from CPI Increase Starting January 1st 2026

Importance: Haute

Dear Bertrand,

We are pleased to announce key updates to our SAP Business One, On-Premise maintenance fee policies. These changes aim to simplify calculations, reduce complexity and with this, we want to ensure that you as partner, driving this business, will be able to improve the overall experience, further focus and grow this business segment.

- **CPI Increase Removal:**

To enhance transparency and simplify your financial planning, **as of January 1st 2026, the CPI (Consumer Price Index) increase will be removed for SAP Business One On-Premise maintenance fees.** This change applies to all orders, regardless of their contract start date. Partners will now have a stable maintenance fee rate, providing clarity and predictability in your financial commitments.

- **Contract Renewal:**

Partners are recommended to invoice their end customers for the maintenance amount for year 2026 before November 30th, 2025. With the removal of CPI increases, **partners can initiate customer commitment discussions earlier**, ensuring continuous business relationships and avoiding unnecessary terminations and reinstatements.

- **Indirect Deals Only:**

These changes apply exclusively to **indirect deals**. Direct licenses purchased independently are excluded from this update.

Note: For SAP Business One Cloud Hosted By Partner contracts, the CPI rule remains unchanged and is not applied.

Timeline:

The CPI exemption will be applicable starting from January 1st 2026.

For any reinstatements occurring this year, CPI increase is applicable as per the current policy effective in 2025.

We believe these changes will significantly enhance your partner experience and streamline processes.

If you have any specific questions regarding this CPI increase removal, please contact cpinotification@sap.com. For further clarification on this topic or any other matter to drive growth in your business, feel free to reach out to your Channel Sales Manager.

Best regards,

Rodislav Ivanov
Business One Activation Specialist
Partner Services Hub, Partner Ecosystem Success

Joost Tigelaar
Senior VP, Global Sales SME Solutions