

## Statement of Work (“SOW”)

This SOW issued and effective **DD. MMM. YYYY** (“Issued”) by and between

**SAP Fioneer GmbH**  
 Dietmar-Hopp-Allee 14  
 69190 Walldorf  
 Germany  
 (hereinafter in this SOW “SAP Fioneer”)

and  
**NAME**  
**ADDRESS**  
 (hereafter in this SOW “Supplier”)

that execute this SOW and is governed by and incorporates by reference the terms and conditions contained in the SAP Fioneer Procurement General Terms and Conditions for Services version 202302 (GTC) with the agreed deviations mentioned in Section 9 of this SoW.

### 1. Services

Insert details

### 2. Personnel and Pricing

Role/Functional Area	Resource Name or Service to be provided	Level / Qualification	Remote / Onsite	Total Days	Hourly Rate	Total

It is the responsibility of the Supplier to provide qualified personnel to perform these services.

Supplier will, at its discretion or as directed by SAP Fioneer, immediately remove or replace any personnel not performing in the best interest of SAP Fioneer.

### 3. Deliverables

**Describe as necessary.**

### 4. Schedule

Supplier shall begin work on **DD. MMM. YYYY** and shall complete all work by **DD. MMM. YYYY** with an estimated number of working days per week and person of **Z** days.

### 5. Travel; Expenses

Travel Expenses may only be claimed if travel is approved beforehand by SAP Fioneer.

### 6. Contact Person

SAP Fioneer Project Manager:  
 Supplier Project Manager:

### 7. Data Privacy and Security

The Services provided qualifies as Significant Subcontracting: No

**8. Deviations from GTC**

If any

**9. General**

**For subcontracting in consulting projects**

Supplier is aware that the Services shall be rendered as subcontractor for customer **Customer Name**. This SOW is concluded under the condition precedence that SAP Fioneer and customer enter into a binding agreement for the Services and that SAP Fioneer issues a purchase order number.

**For subcontracting not related to a consulting project**

This SOW is not authorized until a SAP Fioneer purchase order Number is issued by SAP Fioneer.

Any change to this SOW shall be subject to mutual written agreement of the parties.

IN WITNESS WHEREOF, the parties have so agreed as of the date written above.

**Acceptance :**

**SAP Fioneer GmbH**

**Acceptance :**

**Supplier Name**

Signature: \_\_\_\_\_

Print Name: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

Signature: \_\_\_\_\_

Print Name: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

Signature: \_\_\_\_\_

Print Name: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

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Date: \_\_\_\_\_