

# TAKING CONTROL OF YOUR SAP LICENSES



SAP currently supports approximately 100 different license types which do not contain a black-and-white definition unlike other vendors, making assessing the cost-effectiveness and value of SAP licensing more challenging for business users.

We have found that it is generally hard to define SAP licensing challenges as each organization is different and utilizes the SAP Platform specifically to meet its business objectives. Once a customer faces one licensing hurdle, such as being unsure of software usage due to specific complex engine metrics or an increased user base due to user duplication across multiple SAP systems, they usually come head to head with multiple non-compliance risks only identified when they learn more about their SAP estate.

Gartner state that SAP is in the top five software vendors most likely to audit, so finding out your compliance position at the end of a requested review is going to end up costly for your company. Customers need to introduce both systems and processes to pro-actively manage their SAP estate in order to give themselves a competitive advantage when the annual renewal requirement is received.

Many organizations are often procuring SAP software in one way but consuming it in another unknowingly putting their compliance position at risk. As the software usage is difficult to assess, licensing is often not optimized to support current and future business needs which can introduce complexities resulting in significant overspend and risking your compliance status. Knowing your areas of underspend or overspend will give you intelligent data so you can optimize and start to align for future needs. Having the

capacity to identify how the software is being used across the business will assist you to move forward pro-actively and put you in a prime licensing position.

Understanding and optimizing your SAP Contracts and Exhibits will provide senior stakeholders with an operational and strategic view of SAP software licensing and how licensing levels are determined. Through the service on offer we provide your organization with the ability to track the behavior of each SAP user which allows the reclassification of users based on functionality and volume of usage rather than the usual role based and organizational structure license allocation process. This ensures you align and optimize the licenses available based on factual utilization

Furthermore, by automatically identifying and monitoring if duplicate users exists, licenses can be recalculated to ensure you have an accurate view for when the review anniversary arrives and you have to submit your utilization to SAP. Having a comprehensive data set can also assist procurement to deliver against the short and long-term business strategy which can include both cost reduction objectives and smart purchasing.

Taking control of your SAP software licensing and understanding your company's exact risks, will enable you to understand the costs associated

with being non-compliant, ensuring actions can be taken to align future business requirements with rationalized software investment.

## What is the answer?

Recognizing, optimizing and controlling your SAP estate.

To give your organization the knowledge and expertise you need to make decisions based on facts we have created our Managed Service.

### License Dashboard SAP Service Provides

- List of inactive users
- List of duplicate license counts
- Reclassification of licenses based on actual user behaviour
- A platform to map and combine SAP systems and users
- Automatic user-matching across different systems and applications
- Real-time presentation of SAP license utilization
- Complete control of SAP estate
- Reduced costs of licenses and maintenance
- Reduced manual effort of annual audits

## LICENSE DASHBOARD MANAGED SERVICE

	1. Recognize	2. Optimize	3. Control
<b>License review &amp; compliance baseline</b>			
Initial license review & compliance verification	✓	✓	✓
Initial in-depth current license position report	✓	✓	✓
<b>Re-occurring* management, reporting &amp; optimization</b>			
On-going license review & compliance verification		✓	✓
Regular baseline report		✓	✓
Regular license optimization consultancy		✓	✓
Regular detailed management report		✓	✓
Access to over 100 reports delivered via a secure web portal		✓	✓
<b>On-going* expert advice and proactive SAM processes</b>			
Direct contact with a dedicated SAM advisor			✓
Access to SAM Director, our world leading self-service solution			✓

\* monthly or quarterly

License Dashboard can take care of all your SAP license management needs with a comprehensive service that includes a regular detailed management report, the ability to automate any identified user reclassifications back in to the SAP system, proactive SAP Engine management, access to a dedicated SAM advisor and recommendations for future licensing strategy - all of which ensures your organization never buys any unnecessary SAP software licenses again.

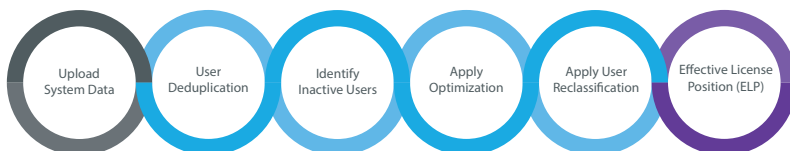
The first step towards a successful SAP licensing process is to understand your SAP baseline, gathering contract information and comparing it with data extracted from the SAP system including user and LAW reports, establishing your current license position.

With this information License Dashboard can then help you apply best fit license entitlements, mitigate any financial risk of non-compliance, plus arm your organization with the key information when re-negotiating your SAP agreements. One of the major benefits of choosing a service, which shouldn't be overlooked, is having an extended, like minded team to approach for advice and talk things through.

The Baseline Engagement Process



The Recognize Enhancer Managed Service Process



### FIND OUT MORE

For further information, please contact the License Dashboard Team:

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