In This Session

Companies are facing economic uncertainties. IT leaders need to rethink their strategies – their road for digital transformation, while facing a decreasing budget.

In the SAP world, it looks quite similar. Digital transformation and the transition to S/4HANA are the key challenges – A lot of questions arise. RISE with SAP packages, stay on-premise, or move to the cloud? When moving to the cloud, should we go together with SAP or do we want to have more control and use private cloud option?

We will review these topics and how Avoid License Cost Explosion. We will focus on the transition to SAP S/4HANA or RISE with SAP.

What We'll Cover

- IT Budget Reduction

- Digital Transformation

- Security Risks

- New Technologies

- SAP S/4HANA Transition

- RISE With SAP®

- HANA DB

- SAP Cloud vs. On-prem

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Top 3 SAP Migration Challenges

Platform of Choice

Technical Migration

Licensing Options

Optimization of S/4HANA Migration

Agriculture Supplier

- 3,500 employees

Task

- Recommendation product versus contract conversion with SANDMEIER samplics method

- Negotiation with SAP

Result

- Recommendation for contract conversion

- Nearly **€1M Savings (-50%)** in S/4HANA migration costs (compared with already negotiated SAP offer)

- Additional volume/products within invest

- Flexibility (Configuration/post-purchase conditions during S/4 migration project)

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Business Suite 7 Mainstream Maintenance Ends in 2027

- S/4HANA isn't a simple product upgrade; it is essentially a new product

- Transitioning to S/4HANA requires SAP technical teams and often external consultants to support with implementation efforts over what can be a considerable amount of time

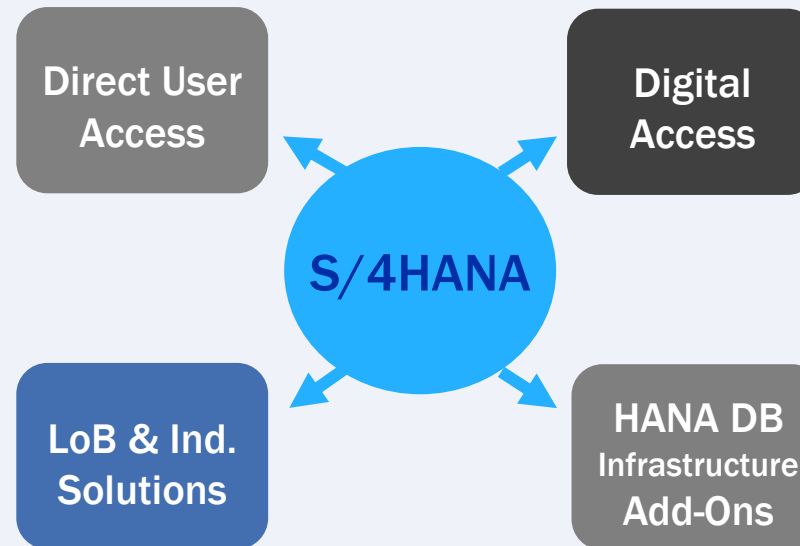- It comes with additional costs, including additional licensing costs

Moving to the Next Technology Generation

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Product Conversion

- Keep existing contract

- Phased adoption plan

- Pick and choose the products you wish to upgrade to S/4HANA

- Maintain your named user licenses

Four Dimensions of S/4HANA Licensing

Direct User Access

Digital Access

S/4HANA

LoB & Ind. Solutions

HANA DB Infrastructure Add-Ons

Contract Conversion

- Opportunity to negotiate new contract

- Simpler contract

- Choose products in S/4

RISE with SAP

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RISE with SAP

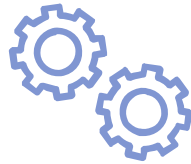## What's included — and what isn't

Solving your problems? Maybe, but know your requirements!

- HANA DB – limited to 100 GB per FUE

- Ariba — limited amount of documents

- Asset Intelligence Network — limited amount of equipment, connections, partner invitees

- Logistics Business Network — limited number of documents, service providers

- Business Process Intelligence — free online one-time report

- Qualtrics — optional and limited number of users

- Cloud for group reporting — limited entities

- Cloud for advanced compliance reporting — limited transactions

- Learning Hub — optional

- Digital Access — additionally licensed

- Test system — additionally licensed

- Solution Manager — additionally licensed

- Disaster Recovery — only standard — enhanced is extra

Better Information Allows Organizations to Meet Strategic Goals and Avoid Waste

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Maximize ROI from existing SAP investment

Drive digital transformation initiatives

Rightsize migration to S/4HANA

Adopt new SAP cloud technologies

Take advantage of SAP incentives and offerings
- RISE with SAP
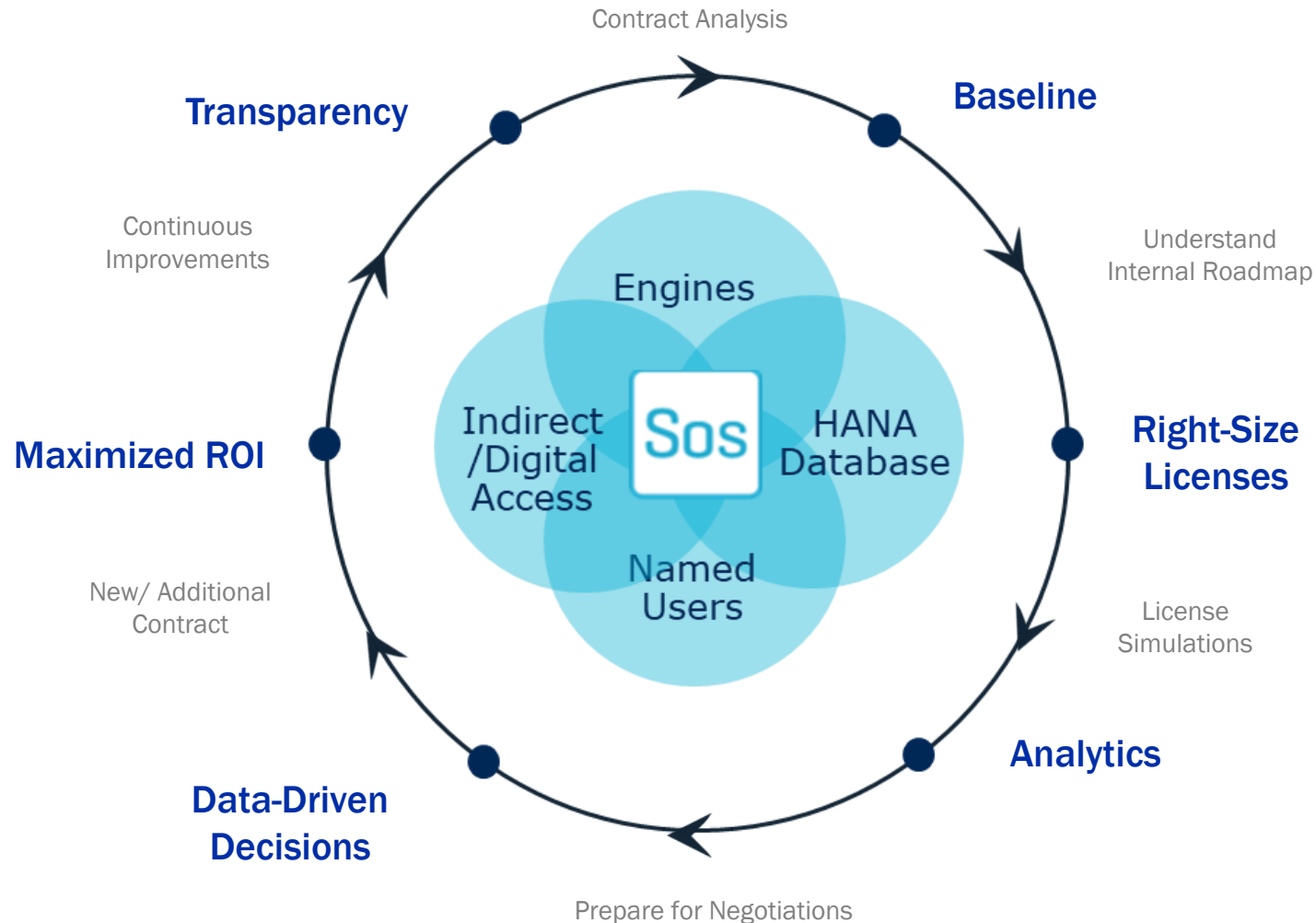- DAAP (Digital Access Adoption Program

Deloitte Insights:
An adaptive business in the 21st century is typically a digitally powered business, leading many organizations to pursue digital transformation[1]

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Why Snow Optimizer for SAP Software?

Solving Your Problem

Full insight into SAP licensing data

Contract Analysis

Transparency

Baseline

Continuous
Improvements

Understand
Internal Roadmap

Engines

Indirect
/Digital
Access

Sos

HANA
Database

Named
Users

Maximized ROI

**Right-Size
Licenses**

New/ Additional
Contract

License
Simulations

Analytics

**Data-Driven
Decisions**

Prepare for Negotiations

- **Native to SAP** — written in ABAP and data securely held in SAP

- **Time to value** — first optimization within 1-3 weeks

- **Agentless** — one installation centrally

- **Automation** — reduces manual efforts and mistakes and provides real-time insights on demand

SAP® Certified
Integration with SAP NetWeaver®

ITAM
VERIFIED
SAP License Management
Snow Optimizer for
SAP Software
2023 - 2025

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SoS — License Intelligence — What is it?

The most comprehensive content package on the market:

- More than 200,000 SAP transactions analyzed and assigned to SAP user types

- More than 70 out-of-the box rules, 6 rulesets and 60 profiles for both usage- and authorization-based licensing

- Available for ECC, S/4HANA, RISE with SAP and other simulations

- Easily adaptable to customer-specific situations and licenses

- Clear definitions and descriptions of content and use

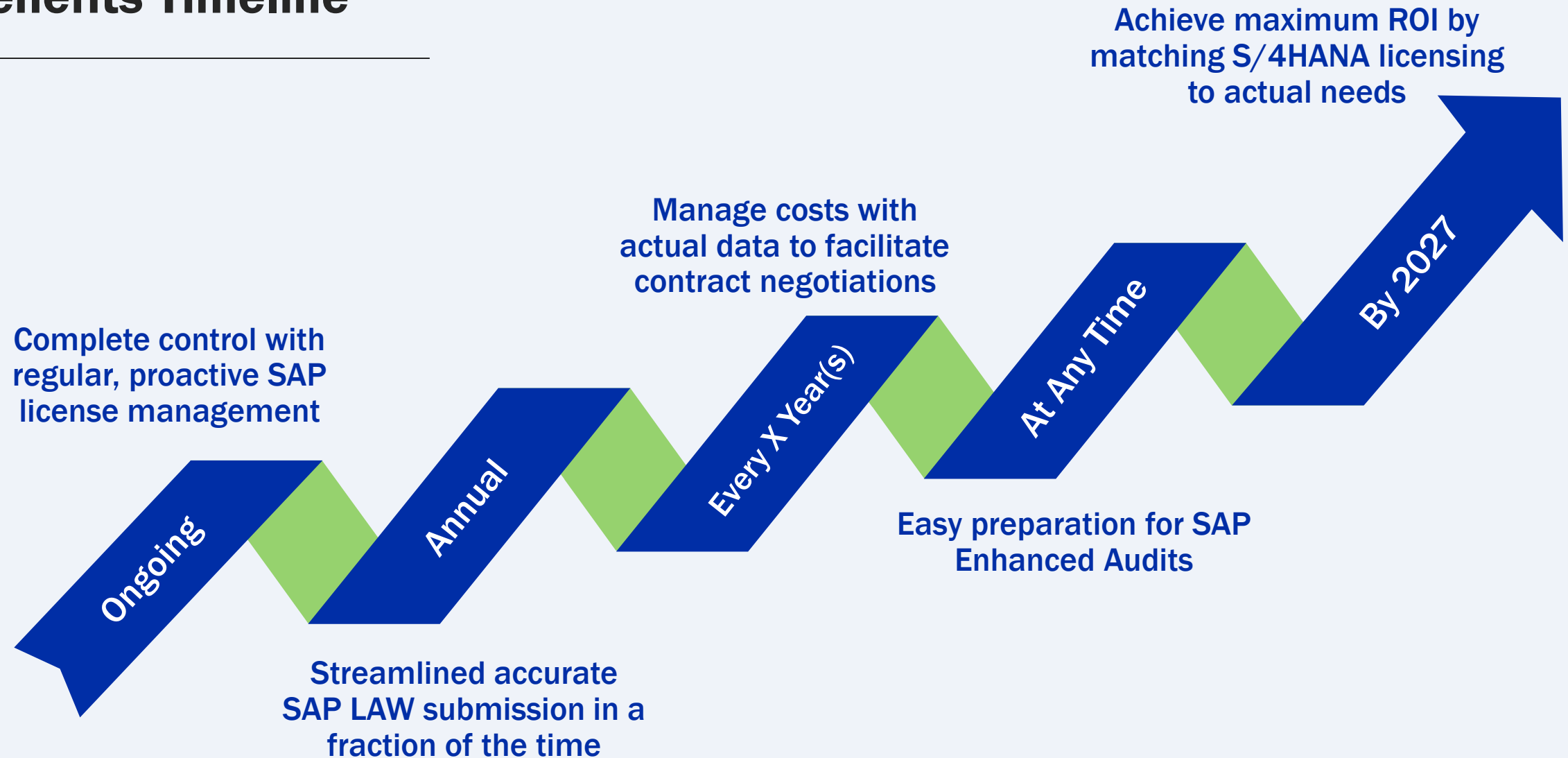- Regular updates and improvements

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SoS — License Intelligence — How will it help you?

Improved ROI with the highest quality:

- Faster implementation projects

- More and improved automation in SAP License Management — fewer resources required

- Improved license compliance with state-of-the-art rules

- Fast simulations for new license types and models on demand

Benefits Timeline

Complete control with regular, proactive SAP license management

Ongoing

Streamlined accurate SAP LAW submission in a fraction of the time

Annual

Manage costs with actual data to facilitate contract negotiations

Every X Year(s)

Easy preparation for SAP Enhanced Audits

At Any Time

Achieve maximum ROI by matching S/4HANA licensing to actual needs

By 2027

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The Value of Data to Our Customers

TranS/4mation

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2873
SAP Users

18
SAP Systems

**Baseline +
S/4HANA
Simulation**

Baseline – License Optimization

Consolid. license typ	Description	Σ Current	Σ	Recommend.	Difference Σ	Licensed count	Compliance current	Compliance recomm.
06	Development Workbench	8		0	-8	0	-8	0
52	SAP Bus. Suite Professional	1.737		981	-756	1.203	-534	222
53	SAP Bus. Suite Limited Prof.	3		0	-3	0	-3	0
54	SAP Business Suite Employee	203		618	415	407	204	-211
55	SAP Business Suite Developer	8		19	11	11	3	-8
56	SAP Business Suite ESS User	383		291	-92	171	-212	-120
71	Limited Pro Mobile	246		173	-73	233	-13	60
72	Limited Pro Support	42		0	-42	0	-42	0
74	Managers	70		204	134	88	18	-116
91	Test	175		685	510	0	-175	-685
		■ 2.875 ■		2.971	■	2.113		

S/4HANA
– License Simulation

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Consolid. license typ	Description	Σ	Current	Σ	Recommend.	Difference	Σ	Licensed count	Compliance current	Compliance recomm.
06	Development Workbench		8		0	-8		0	-8	0
52	SAP Bus. Suite Professional		1.737		0	-1.737		1.203	-534	1.203
53	SAP Bus. Suite Limited Prof.		3		0	-3		0	-3	0
54	SAP Business Suite Employee		203		0	-203		407	204	407
55	SAP Business Suite Developer		8		0	-8		11	3	11
56	SAP Business Suite ESS User		383		0	-383		171	-212	171
71	Limited Pro Mobile		246		0	-246		233	-13	233
72	Limited Pro Support		42		0	-42		0	-42	0
74	Managers		70		0	-70		88	18	88
91	Test		175		694	519		0	-175	-694
HA	S/4HANA EM Developer access		0		41	41		0	0	-41
HB			0		1.109	1.109		0	0	-1.109
HC			0		576	576		0	0	-576
HD			0		425	425		0	0	-425
		■	2.875	■	2.845		■	2.113		

18

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User Licenses Results

Comparing the options shows a clear strategy for the upcoming negotiations

Actual Use	Licensed	Optimized (current)	Optimized (new)	S/4HANA (on-premise)	
€ 4.42 M	€ 3.15 M	€ 2.74 M	€ 2.55 M	€ 3.70 M	Licenses
€ 972 K	€ 694 K	€ 604 K	€ 562 K	€ 816 K	Maintenance

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Indirect/Digital Access Results

Identification of possible risks

System Name	Third Party Non-SAP	SAP® Activity Check Warning	Updates in SAP	Digital Documents	Unlicensed User	Risk of Indirect Access
Sales Order Mgmt.	Yes	No	Yes	Yes – 77299	Yes – 1	**Yes**
EDI	Yes	Yes	Yes	Yes – 448157	No	**Yes**
Laboratory Information System	Yes	Yes	Yes	Yes – 7823	Yes – 87	**Yes**
Manufacturing	Yes	Yes	Yes	Yes – 4569	Yes - 68	**Yes**
Labelling	Yes	No	No	No	No	No
FedEx	Yes	No	No*	No	No	No
Supply Chain	Yes	No	No*	No	Yes – 2	No
Salesforce	Yes	No	No	No	No	No
Transportation Mgmt.	Yes	No	No*	No	No	No
UPS	Yes	No	No*	No	No	No
SAP Concur	No – SAP SaaS	N/A	N/A	N/A	N/A	N/A
SAP Data Repository	No – SAP On Premises	N/A	N/A	N/A	N/A	N/A
SAP IBP	No – SAP On Premises	N/A	N/A	N/A	N/A	N/A
...						

* These applications are known to perform updates in SAP. However, these updates are asynchronous and/or do not appear to produce any identifiable change documents.

Additional users required:	158	est. 150k €
Nr. of docs to be licensed:	537.848	est. 25k €

Wrap Up

- **Hidden data and expert services to put you in control**

- **Now you have learned that hidden data, especially regarding the use and licenses but also regarding the terms and conditions of SAP, can have significant impact on your next steps in the journey to S/4HANA or RISE with SAP**

- **After this, the next question can be answered more qualified:**

  - Do we want to go in the Cloud? SaaS?

  - Do we want to do a greenfield approach? Or a brownfield? Or a mixture?

  - And what are the technical prerequisites?

If you would like to learn more about our solution and services, please visit us at our booth. And we are sure, we can help you with your Hangover, to ease your pain at least a little bit and to make sure you avoid any cost explosion.
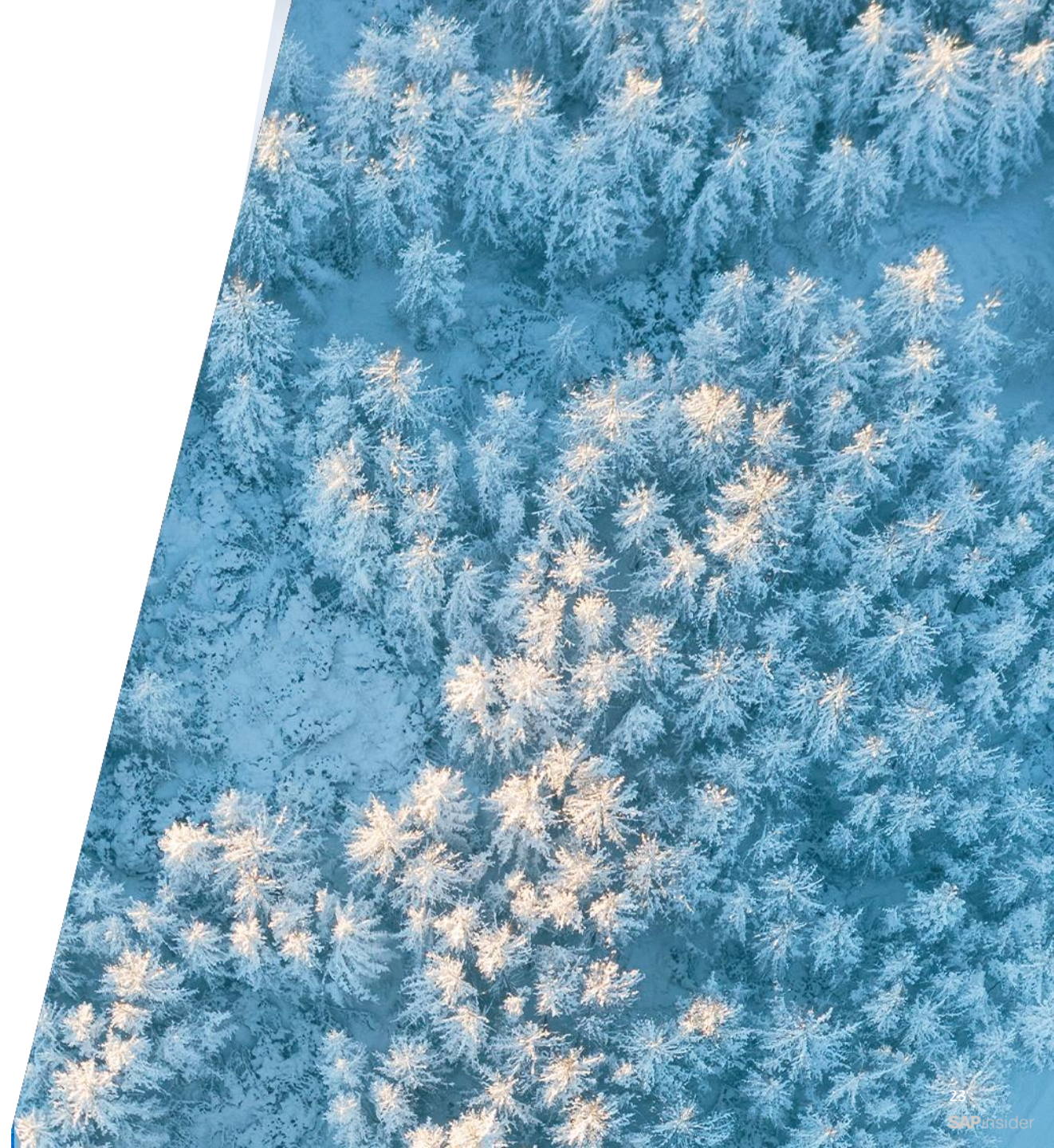
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Where to Find
More Information

Product Page

Datasheet

Reimagining SAP License Management in a Hybrid World

Case Study – Edeka Digital

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Key Points to Take Home

- Product Conversion vs. Contract Conversion vs. RISE with SAP

- Upgrade isn't just a simple product upgrade. It is essentially a new product

- Better information allows organizations to meet strategic goals and avoid waste

- How Snow Optimizer for SAP Software can help

- Enormous risks and opportunities

Thank you! Any Questions?

Timothy Jesser

https://www.linkedin.com/in/timothyjesser/

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Please remember to complete your session evaluation.

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