



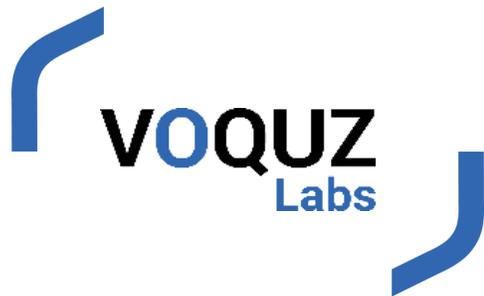
VOQQUZ
Labs

SAP LICENSE MEASUREMENT OR UNEXPECTED SAP AUDIT?

The way with Voquz makes both transparent and manageable!

INSTRUCTIVE WEBINAR BY VOQUZ LABS.

07 April 2021



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Managing Director
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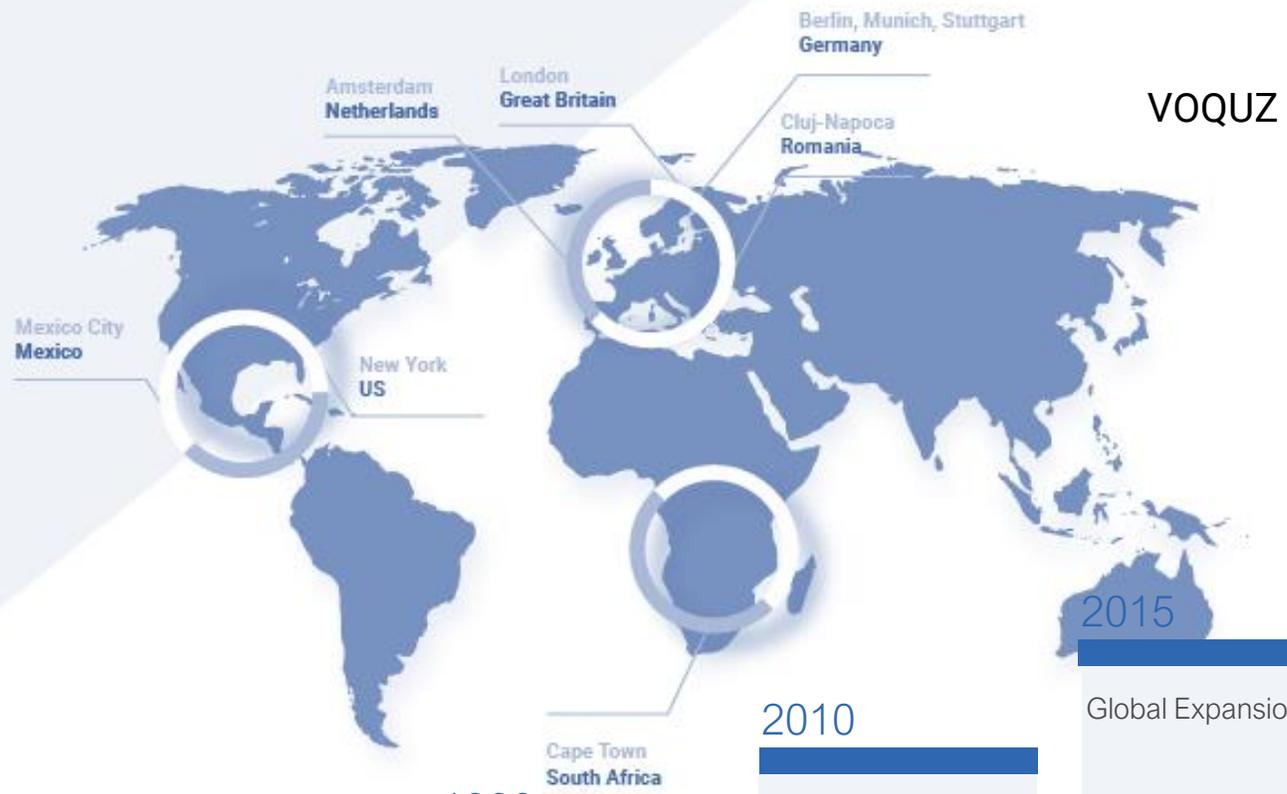
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Global Director Advisory
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Senior License Advisor
VOQUZ Labs

COMPANY AND PRODUCTS





VOQUZ

VOQUZ Labs is the leading provider of SAP License, Authorization & Compliance Management add-ons. Our Approach: we combine best-in-class SAP User Management solutions and a strong Consulting Expertise in License Advisory, Compliance, Security, Access Control and Efficient User Management.

2021

2018

Leading Provider



Recognized as preferred global solution provider for SAP License, Authorization & Compliance Mgmt.

Expansion to LATAM

License Advisory Group Expansion

setQ Go-to-Market



- AMSTERDAM
- BERLIN
- CAPE TOWN
- CLUJ
- LONDON
- MEXICO CITY
- MUNICH
- NEW YORK

2015

Global Expansion



samQ launch on the German and US market.

Opening of the New York office

samQ Go-to-Market

2010

samQ Launch

Based on the experience working in the SAP strategy department of the largest German utilities company, the samQ concept was born

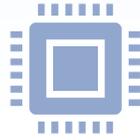
1980

Start-Up

IT Provider and Systems Integrator headquartered in Munich, Germany



BUSINESS SECTORS OF OUR CLIENTS



TECH



SEARCH ENGINES



CARS



FLIGHTS



MEDICAL



PHARMA



TRACTORS



CATERPILLARS



SPORTS APPAREL



RETAIL



FOOD



HOUSEHOLD



IT



ENERGY



OIL & GAS



INSURANCE

400+ clients

200 – 1.2 million users
per VOQUZ client

1 - 200 connected
SAP systems per client

+120 projects
per year

+\$250M saved
in 2019

VOQUZ
Labs

SAP LICENSE, AUTHORIZATION & COMPLIANCE MANAGEMENT

Named-User License Cost Optimization

Indirect Access / Digital Access

Authorization-based Licensing

Engine Measurement and Alerting

S/4HANA License Migrations

Compliant License Usage



SAP Authorization & Role Concept Design

Web-based Request & Approval Workflows

SAP SOX / SOD Compliance & Remediation

SAP Role Optimization (Expansion/Reduction)

Automatic Compliance Audit Documentation

SAP User Password Management

SAP Cost Reduction

Indirect Access Evaluation

SAP License Audit Defense

S/4HANA Contract Migration

Authorization Concept Redesign

Compliance Reporting

Access Security

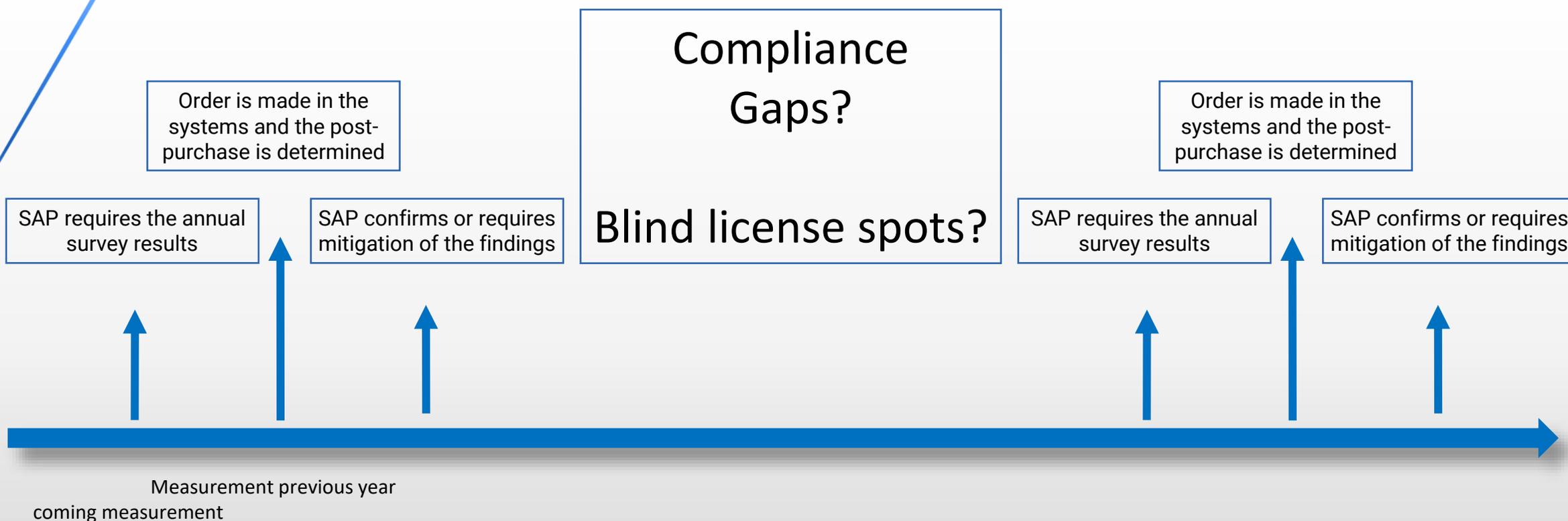
S/4HANA Role Migration

Content

1. License measurement - once a year?
2. Which licenses make sense for my company?
3. Compliance?
4. Digital Access - The New Challenge
5. The most sensible way to organize subsequent purchases
6. Sudden new costs in surveying - countermeasures

1. License measurement

... as you know it



1. License measurement

... cost optimized and compliant

SAP USER LICENSES

State: 2020-06-03

State: 2020-12-01

| SAP USER LICENSE ASSESSMENT | PURCHASED LICENSES | ACTUAL MEASUREMENT | ASSIGNMENT CORRECT | ASSIGNMENT TOO HIGH | ASSIGNMENT TOO LOW | OPTIMIZED CONFIGURATION | DEFICIT OR SURPLUS |
|---|--------------------|--------------------|--------------------|---------------------|--------------------|-------------------------|--------------------|
| mySAP Business Suite Developer (no license) | 6 | 4 | 2 | 2 | 0 | 5 | 1 |
| mySAP Professional (Cat. II) | 350 | 372 | 183 | 187 | 2 | 201 | 49 |
| mySAP Limited Prof. (Cat III) | 170 | 185 | 48 | 78 | 59 | 95 | 75 |
| mySAP Employee (Cat. IV) | 200 | 105 | 73 | 9 | 23 | 353 | -153 |
| mySAP Business Suite ESS User | 0 | 10 | 3 | 7 | 0 | 81 | -81 |
| SAP Worker User | 55 | 35 | 23 | 9 | 3 | 92 | - 37 |
| SAP Logistics User | 70 | 68 | 41 | 19 | 8 | 55 | 15 |
| SAP Project User | 0 | 0 | 0 | 0 | 0 | 12 | -12 |
| | 851 | 894 | 373 | 426 | 95 | 894 | |

Optimizing license software should...

- detect and automatically eliminate compliance gaps
- distribute existing licenses in the most cost-effective way
- make requirements transparent immediately

1. License measurement

... cost-optimized and compliant



permanent review ... permanent readjustment ... permanent transparency ... permanent compliance

SAP requires the annual
survey results

SAP requires the annual
survey results



Measurement previous year
coming measurement

2. Which licenses are useful for my company?

The **SAP Professional** is a defined user ...

The **SAP Employee** is a defined user ...

...

The **SAP Worker User** is a defined user ...

The **SAP Logistics User** is a defined user ...

The **SAP Manager Self-Service User** is a defined user ...

...

Special user

Making use of
the entire
license range

| | |
|---------|-------------------------------------|
| 7003012 | SAP Professional User |
| 7003013 | SAP Developer User |
| 7003015 | SAP Employee User |
| 7003016 | SAP Employee Self-Service User |
| 7009705 | SAP Learning User |
| 7010204 | SAP Retail User |
| 7011043 | SAP Employee Self-Service Core User |
| 7011045 | SAP Manager Self-Service User |
| 7011618 | SAP Logistics User |
| 7017376 | SAP Industry Portfolio User |
| 7017377 | SAP Project User |
| 7017378 | SAP Worker User |
| 7018053 | SAP Platform User |
| 7018395 | SAP Business Partner User |

| | |
|---------|--|
| 7018652 | SAP S/4HANA Enterprise Management for Professional use |
| 7018653 | SAP S/4HANA Enterprise Management for Productivity use |
| 7018654 | SAP S/4HANA Enterprise Management for Functional use |
| 7018682 | SAP S/4HANA, Developer access |

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...

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The **SAP Logistics User** is a defined user ...

The **SAP Manager Self-Service User** is a defined use

...

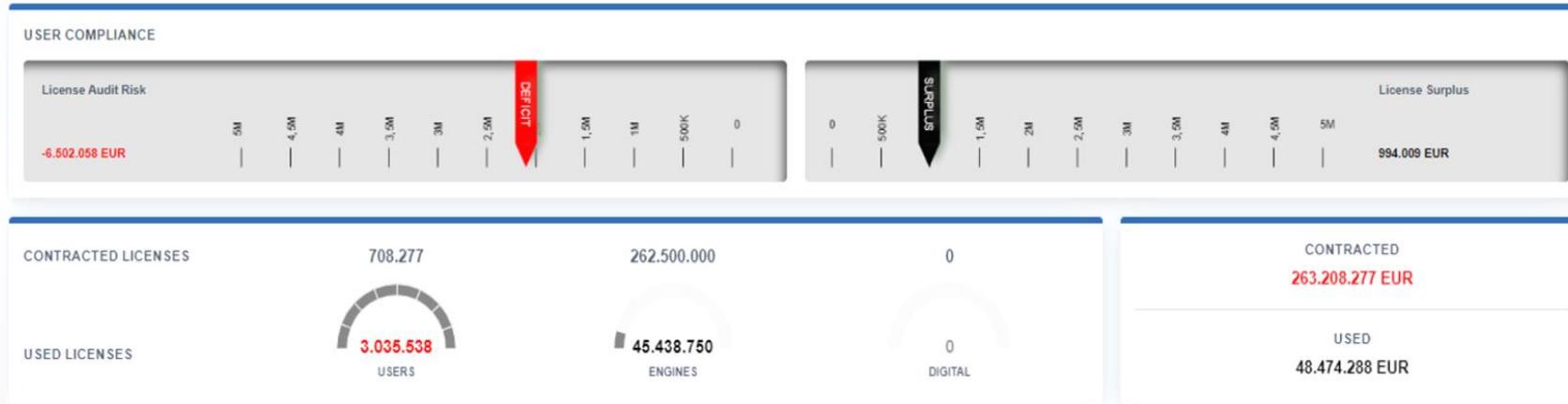
Special user

- Inclusion of the defined license conditions in customizing
- Based on SAP standard use rights documentation
- Automatic allocation of licenses in the background according to compliance rules and customizing
- Immediate transparency in case of license gaps or overlicensing
- Permanent analysis of possible new licenses



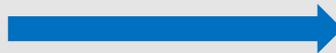
3. Compliance

samQ
LICENCE OPTIMIZER
FOR SAP®-SOFTWARE



- A compliance check in all SAP systems is hardly feasible manually
- Without license optimization, you open the door to a compliance check or an unexpected audit finding
- Knowing the terms of use, the company ensures maximal compliance

samQ
LICENCE OPTIMIZER
FOR SAP®-SOFTWARE



- The optimization software permanently checks compliance and immediately makes gaps visible
- Compliance does not have to be expensively purchased through overlicensing or lis prices
- The most cost-effective variant for restoring compliance is displayed

4. Digital Access or indirect usage

You have it in your hands...

... for now, SAP is still reluctant with legal claims

... but indirect use has been defined since 2018

... there is the DAAP (Digital Access Adoption Program) with a 90% discount offer

... digital access document findings in our client base show risks between 0 and 150 M USD

... it makes sense to be prepared

... the smart man takes care!

4. Digital Access or indirect usage

Option 1: Do nothing

- 2022 high risk of an unfriendly audit by SAP due to missing contract definitions for indirect use
- No discounts of 90% from the DAAP, which expires at the end of 2021
- Either accept all SAP demands from Digital Access later or negotiate all indirect activities free, which will hardly offer any advantage

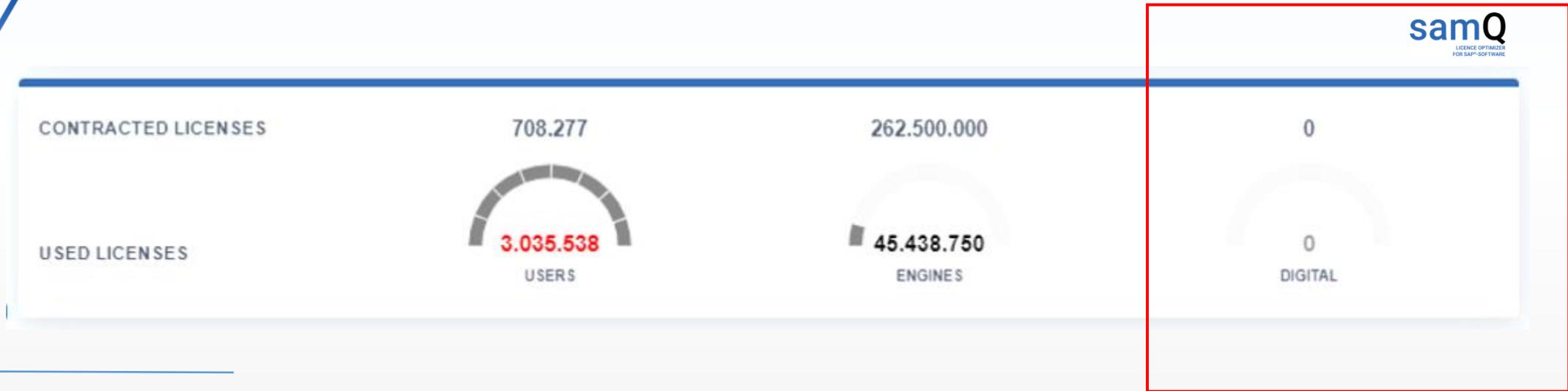
Option 2: Do nothing right now and license digital access after 2021

- The company loses the opportunity to close the license gap with a 90% discount
- There is a real danger that SAP will demand back-maintenance
- There is a lack of transparency as to what costs can be expected in the next few years

Option 3: Participation in the DAAP until the end of 2021

- Purchase of required documents with 90% discount
- SAP completely waives any back-maintenance related to indirect usage
- Further indirect activities beyond these documents are free of charge
- Later identified incorrectly counted Financial Documents can be objected if necessary

4. Digital Access or indirect usage



Digital Access with optimization software

- ⇒ Automatic count of paid digital access documents
- ⇒ Automatic check if there is an instant threat of underlicensing

5. Organize subsequent purchases sensibly

How does it work most of the time?

Request from SAP
for license measurement



Revealing the
possible shortages



Request from SAP to
purchase of the identified
shortages



Possible loss of the
company discount
because of too late order



What goes wrong?

No transparency
In the license inventory

Mostly only the quantity, but
but not the type of missing
licenses is known

Request to SAP to purchase the
identified missing licenses

No time for negotiations,
No knowledge about alternatives

5. Organize subsequent purchases sensibly

How should it go?

Constant control of the License level

Shortages are detected immediately upon occurrence

Time of purchase can be adapted to the company situation

Buying early with the knowledge of exactly what types of licenses are needed is the most favorable option.

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| | ACTUAL MEASUREMENT | ASSIGNMENT CORRECT | ASSIGNMENT TOO HIGH | ASSIGNMENT TOO LOW | OPTIMIZED CONFIGURATION | DEFICIT OR SURPLUS |
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| | 0 | 0 | 0 | 0 | 12 | -12 |
| TOTAL | 894 | 373 | 426 | 95 | 894 | |

5. Organize subsequent purchases sensibly



Summary

- Identify shortages at an early stage
- Compare shortages with any overlicensing that may exist
- Negotiate exchange possibilities with SAP
- Search for more cost-effective license variants
- Letting SAP determine type and quantity of required licenses should be avoided, because only the company knows exactly (with optimization software even better) what is really needed



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6. Avoid unplanned costs

What happens?

Unforeseen findings appear during the measurement.

SAP requests the customer to import one or more Notes and to repeat the measurement

Countermeasures

- Detect shortages in the named user inventories before the survey is performed
- Do not perform engine measurement at the measurement date, but check at least 4 times a year (can be done with a click of an optimization software).
- Over the year, monitor the SAP Market Place for new SAP Notes for measurement for the SAP releases used, if necessary, enter immediately in order to recognize new chargeable products at an early stage and to derive measures

THANK YOU FOR ATTENDING!

If you would like VOQUZ to assist you in your
licensing operations and commercial
transactions with SAP, contact us here:

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