

SAP LICENSE INTELLIGENCE

Solutions for current challenges in
SAP License Management

Evolution of SAP License Management

Automation / Artificial Intelligence

AI for automated classification / optimization of the Ruleset

RPA for Automization of Processes

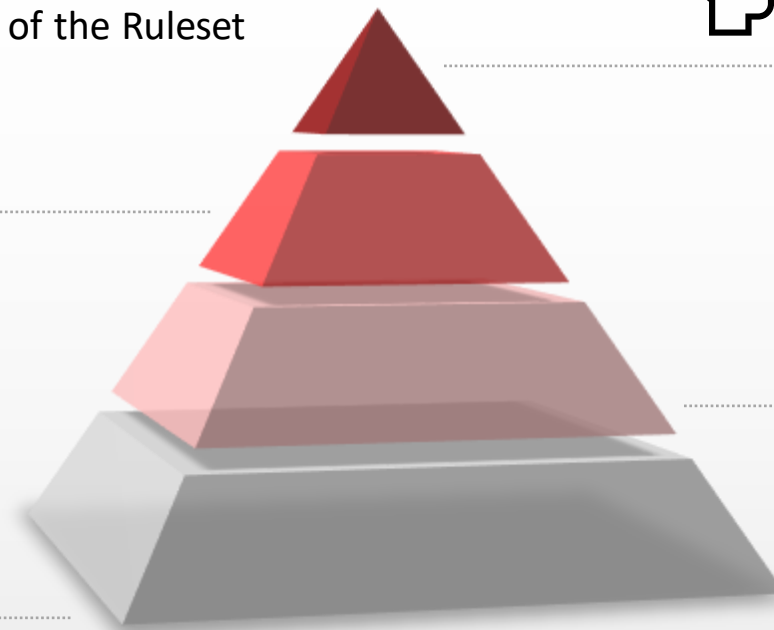
Vision: fully automated SAP Measurement

SAP License Management Tool

Data Extraction & Consolidation

Rules for User Classification

Administration of SAP Measurement



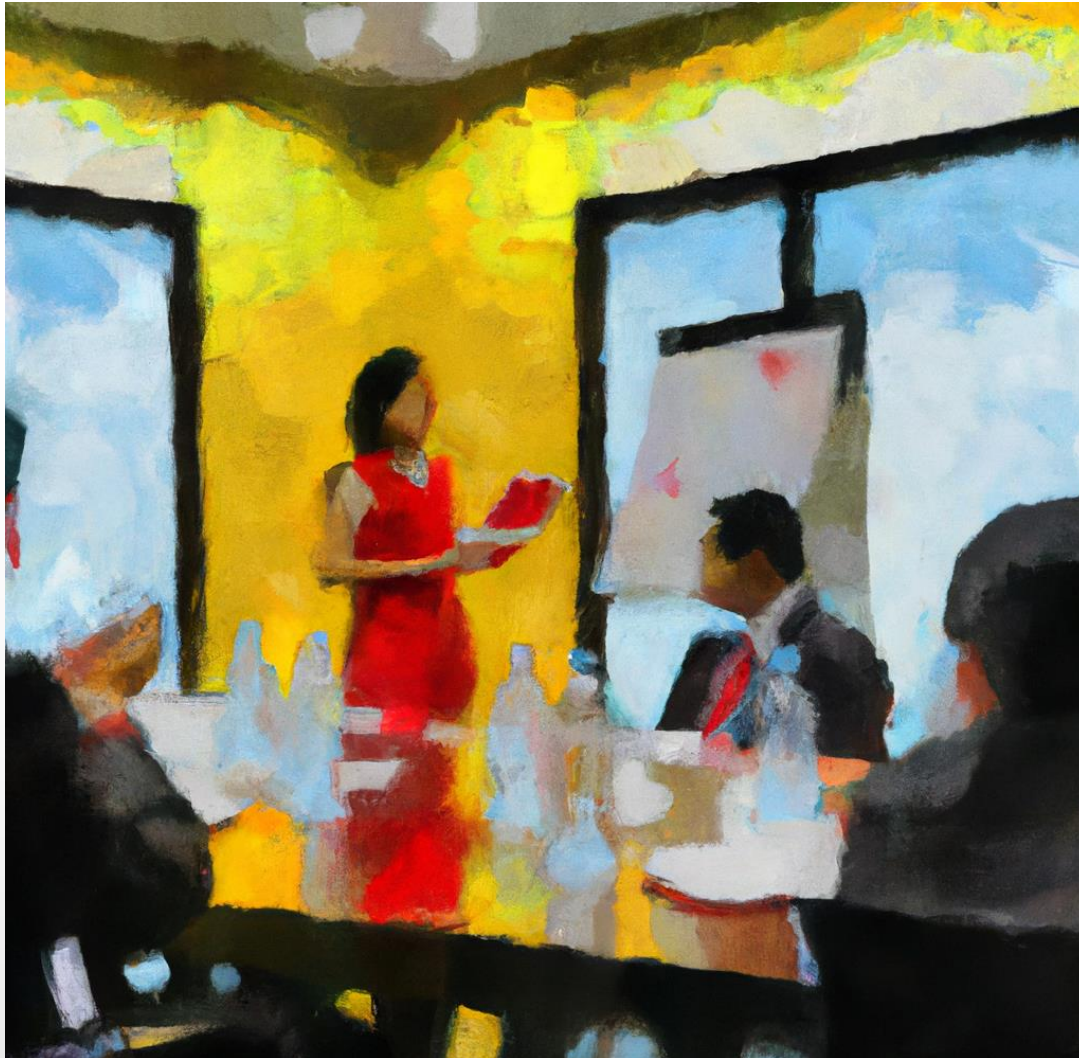
SAP License Intelligence

Content / Interpretation

Ruleset for ECC License Types

Ruleset for S/4HANA License Types

Ruleset for RISE with SAP (FUE Metric)



“Is your Solution able to automatically calculate a

SAP Contract and Product Conversion

based on your Content and your License Management Tool without your Consulting Service?”

Question in the context of a tender for an SAP License Management Tool, 2022

Evolution of SAP License Management

**“No, it is not able to
automatically calculate a
SAP Contract and Product
Conversion, ...**

... but it should be!”

Michael Sandmeier
SAP License Consultant since 2007



“Just as BI tools help a Business Manager to make good decisions, SAP License Intelligence should help a SAP License Manager not only to evaluate Potential and Risks, but also to identify real solutions and make good decisions objectively – to achieve the Potential resp. to cover the Risk!”

Michael Sandmeier
SAP License Consultant since 2007



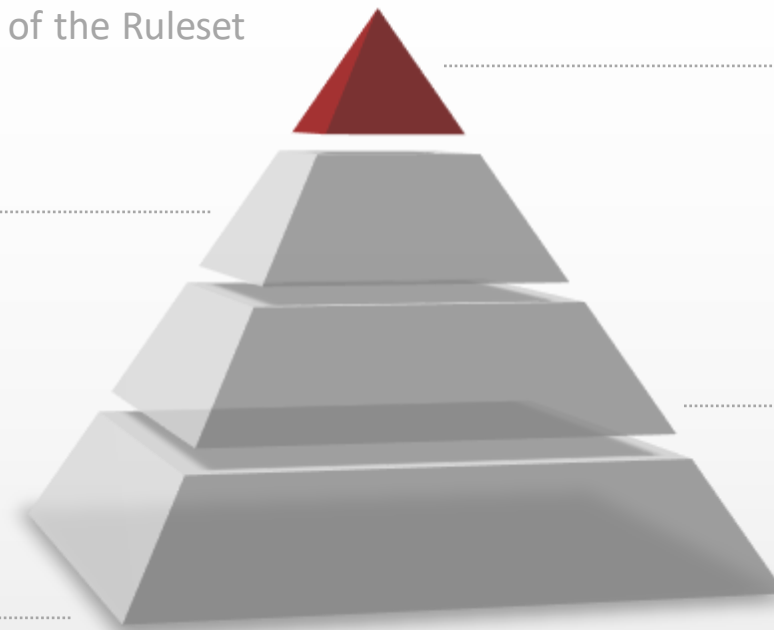
How much SAP License Management do we need?

Automation / Artificial Intelligence

AI for automated classification / optimization of the Ruleset
RPA for Automization of Processes
Vision: fully automated SAP Measurement

SAP License Management Tool

Data Extraction & Consolidation
Rules for User Classification
Administration of SAP Measurement



SAP License Intelligence

Dashboards for SAP License Management

Simulation / Methods, e. g. Contract vs. Product Conversion

Benchmarks / Prices

Content / Interpretation

Ruleset for ECC License Types

Ruleset for S/4HANA License Types

Ruleset for RISE with SAP (FUE Metric)

It depends on the result - the path is interchangeable.

SAP License Intelligence

Dashboards & Simulations



Next Evolution of SAP License Management

Management-friendly KPI Dashboards, Decision Templates,
What-If-Simulations, Benchmarks

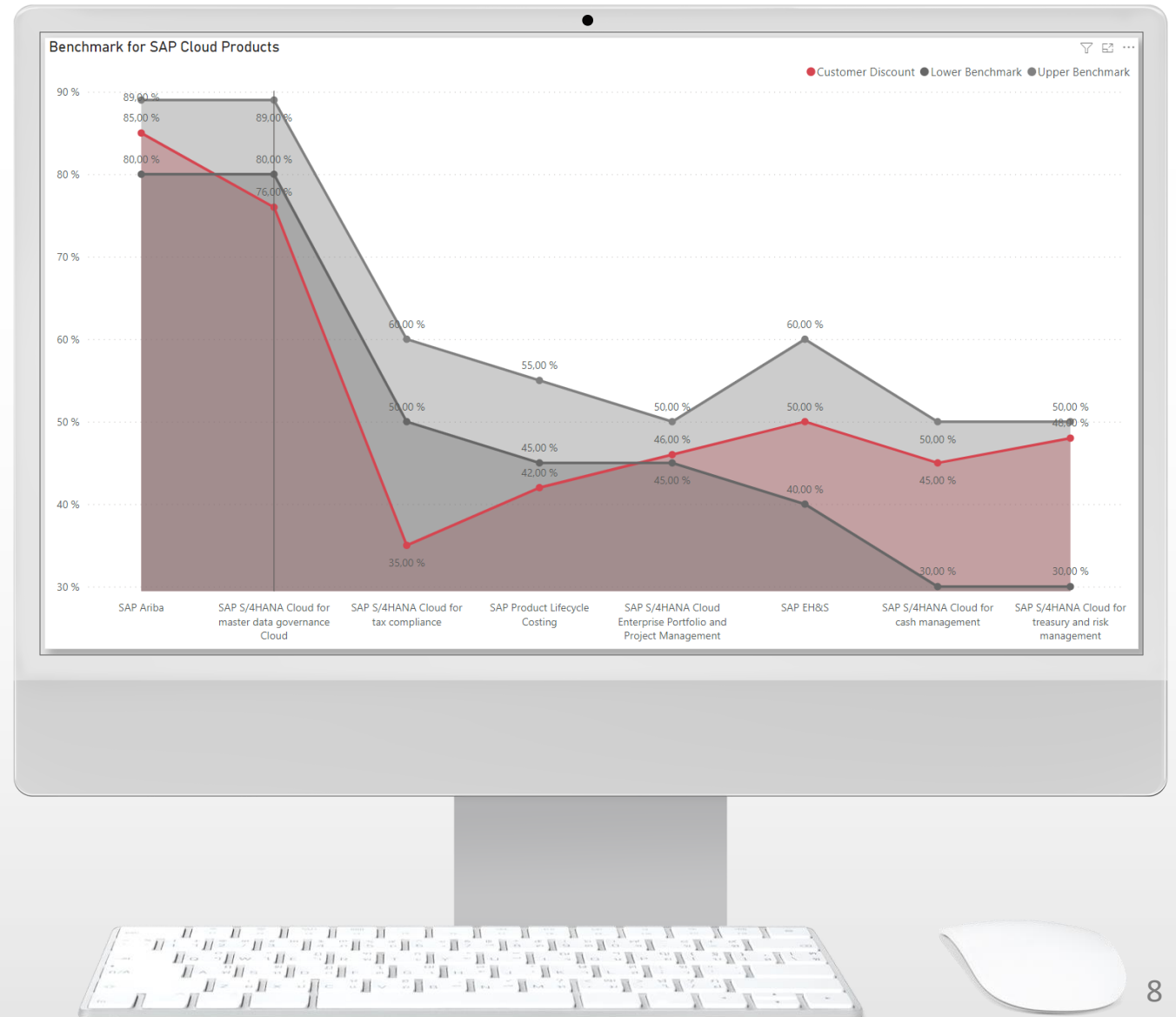
SAP License Intelligence

Benchmark for SAP Cloud Products

HIGHLIGHTS

- Benchmarks for Cloud Conditions (ranges)
- Comparison with Customer Conditions / SAP Proposals

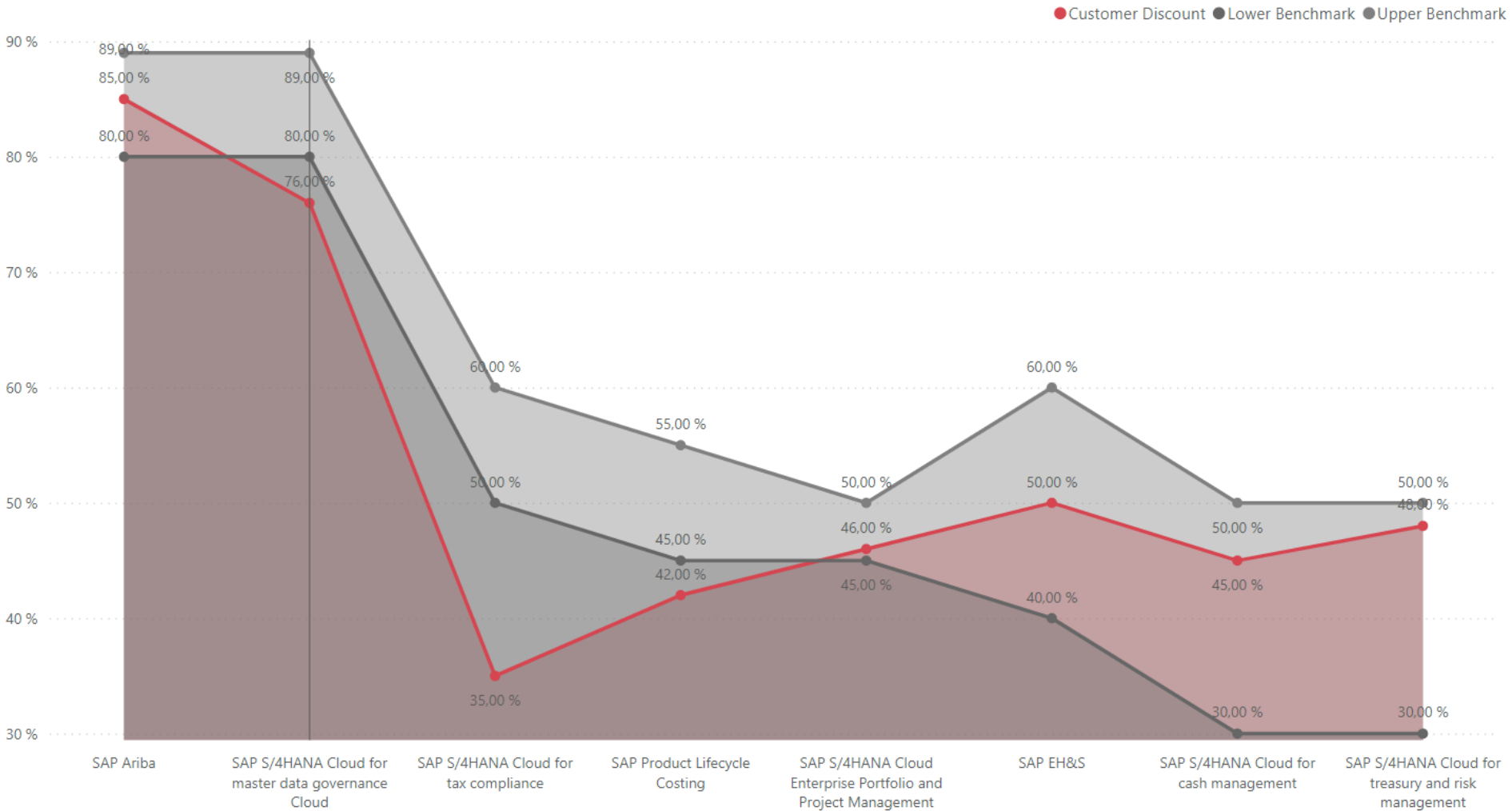
(Numbers in the picture are not the real Benchmarks!)



SAP License Intelligence

SAP Cloud Products

Benchmark for SAP Cloud Products



SAP License Intelligence

SAP Cloud Products

Order Selection

- Order1001
- Order1002
- Order1004

Order Volume

342,56 Tsd.

Average Discount

34,74 %

Content

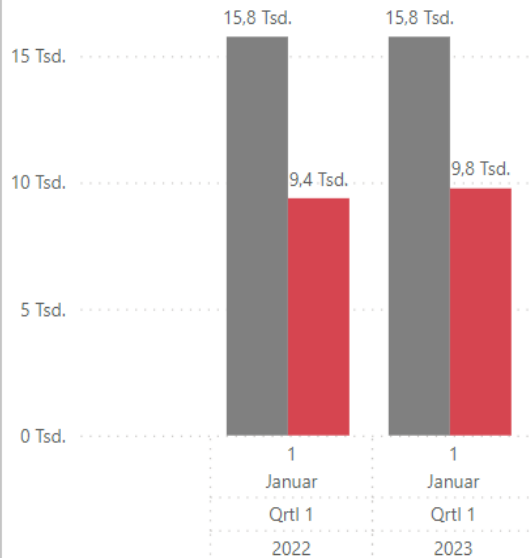
SuccessFactors

Pos.	Article	valid from	valid to	# months	DeploymentModel	Quantity	Summe von Price	PriceUnit	Discount
1	8008642	2021-01-01	2023-12-31	36		11800	35.000,00		23,00 %
4	8011733	2021-01-01	2023-12-31	36		10500	83.323,80		32,00 %
3	8011734	2021-01-01	2023-12-31	36		10500	41.013,00		40,00 %
5	8011735	2021-01-01	2023-12-31	36		10500	41.013,00		40,00 %
2	8011739	2021-01-01	2023-12-31	36		11800	28.971,36		12,00 %
6	8011740	2021-01-01	2023-12-31	36		11800	59.472,00		40,00 %
7	8011743	2021-01-01	2023-12-31	36		11800	53.769,06		39,00 %

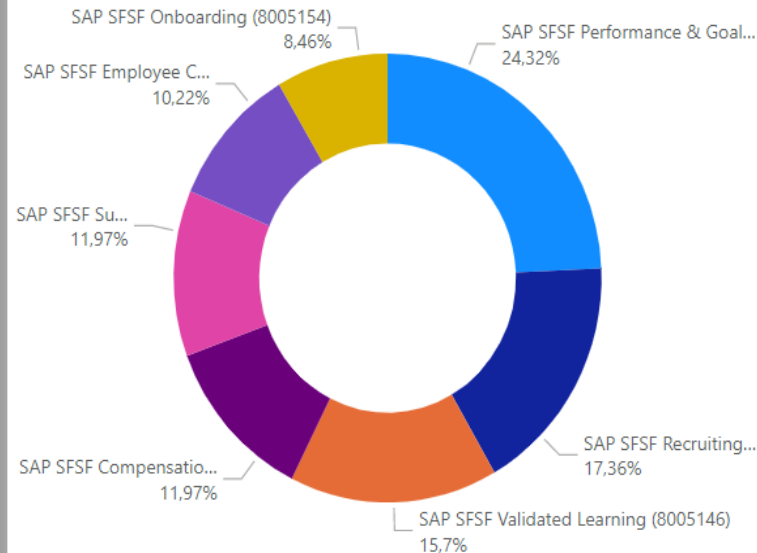
342.562,22

Subscription per Month vs. Measured Volume

● subscribed ● measured



Summe von Price nach ArticleName



Signature Date

23.12.2020

Termination Date

30.09.2023

Signature Cust.

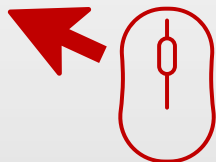
signed by Mr. Miller

Signature Suppl.

signed by Mr. Klein (SAP)

Special Agreement

Special Agreements:
Swap Right for each year, no exception.
Discount for post Purchases until the end of contract.
No price increase during the contract period.



SAP License Intelligence

SAP Cloud Products

Order Selection

- Order1001
- Order1002
- Order1004

Order Volume

83,32 Tsd.

Average Discount

32,00 %

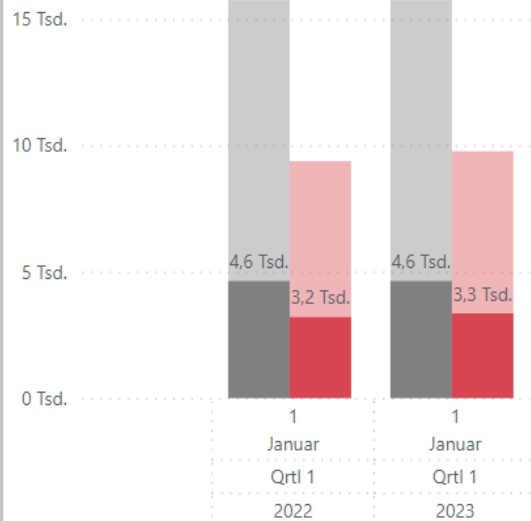
Content

SuccessFactors

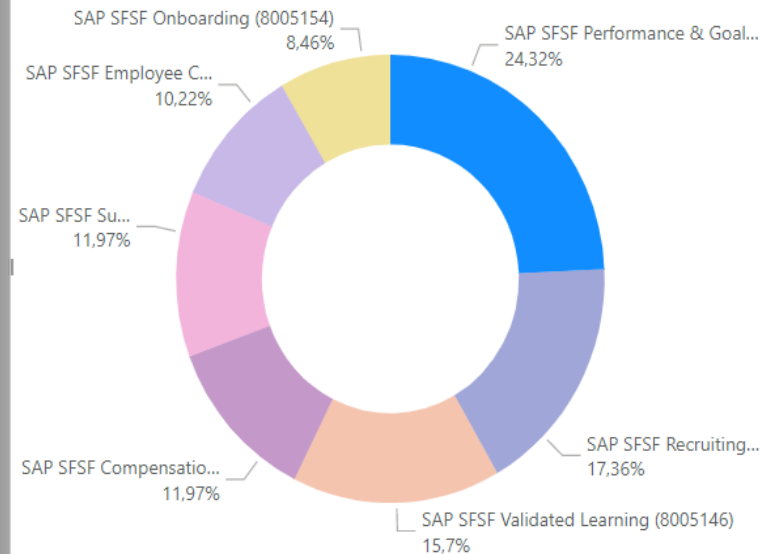
Pos.	Article	valid from	valid to	# months	DeploymentModel	Quantity	Summe von Price	PriceUnit	Discount
4	8011733	2021-01-01	2023-12-31	36		10500	83.323,80		32,00 %
							83.323,80		

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SAP License Intelligence

SAP Cloud Products

ArticleName	subscribed	measured	Consumption in %
SAP AnalytCloud BI pred public CF (CS) (8006137)	5,00	3,10	62,00 %
SAP AnalytCloud Plan Pred Prof public CF (8006116)	1.299,38	0,00	0,00 %
SAP AnalytCloud Plan Pred Std Public CF (8006115)	1.657,50	0,00	0,00 %
SAP SFSF Compensation (8005103)	1.139,25	247,81	21,75 %
SAP SFSF Employee Central, CPI option (8005136)	972,22	889,91	91,53 %
SAP SFSF Onboarding (8005154)	804,76	0,00	0,00 %
SAP SFSF Performance & Goals (8005102)	2.314,55	1.868,39	80,72 %
SAP SFSF Recruiting (8005155)	1.652,00	1.533,28	92,81 %
SAP SFSF Succession & Development (8005104)	1.139,25	484,45	42,52 %
SAP SFSF Validated Learning (8005146)	1.493,59	1.302,20	87,19 %

01.01.2022 01.01.2023

Ratio subscribed to measured Value



● measured value ● value overlicen...

OrderGroup

ALL

Order

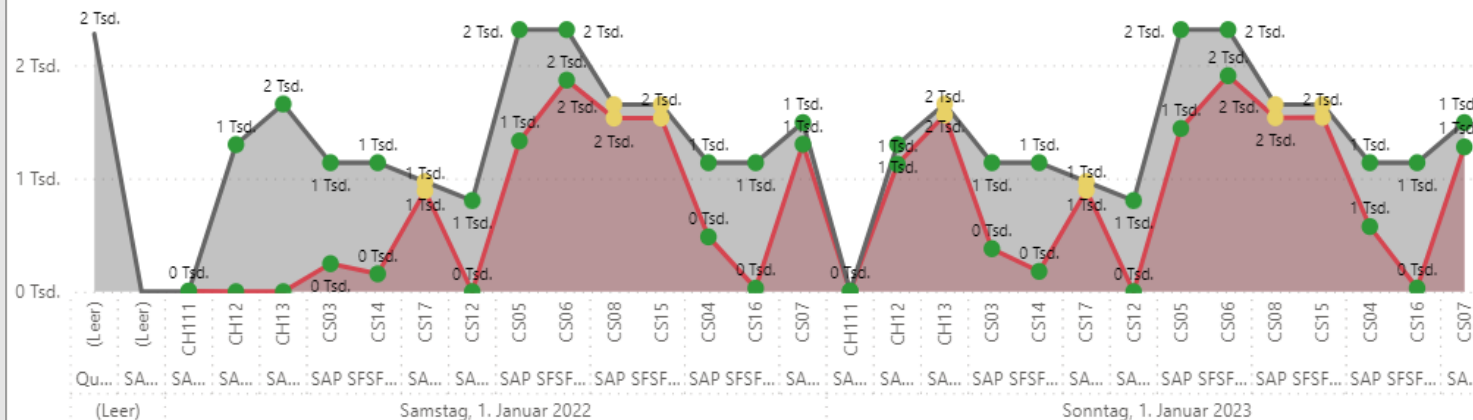
Mehrfachauswahl

Article Name

(Leer)	SAP CP, app ser...
Cloud Platform ...	SAP IBP for dem...
Qualtrics for Su...	SAP IBP test ten...
SAP AnalytClou...	SAP Jam Collab...
SAP AnalytClou...	SAP SFSF Comp...
SAP AnalytClou...	SAP SFSF Emplo...
SAP AnICld test ...	SAP SFSF Onbo...
SAP Ariba Buyin...	SAP SFSF Perfor...
SAP Ariba Com...	SAP SFSF Recrui...
SAP Ariba Strate...	SAP SFSF Succ...
SAP Business N...	SAP SFSF Valid...
SAP Cloud for cr...	SAP Sig Mgmt b...

Consumption in %

● measured ● subscribed



Article / Metric

SAP License Intelligence

SAP Cloud Products

CORE FctConsumption.ConsDate ArticleName	Samstag, 1. Januar 2022				Sonntag, 1. Januar 2023		
	# measured	# subscribed	measured value	subscribed value	# measured	# subscribed	measured value
SAP AnalytCloud BI pred public CF (CS) (8006137)	31	50	3,10	5,00	33	50	3,30
SAP AnalytCloud Plan Pred Prof public CF (8006116)	0	15	0,00	1299,38	13	15	1126,13
SAP AnalytCloud Plan Pred Std Public CF (8006115)	0	255	0,00	1657,50	240	255	1560,00
SAP SFSF Compensation (8005103)	2284	10500	247,81	1139,25	3500	10500	379,75
SAP SFSF Employee Central, CPI option (8005136)	10801	11800	889,91	972,22	10870	11800	895,60
SAP SFSF Onboarding (8005154)	0	11800	0,00	804,76	0	11800	0,00
SAP SFSF Performance & Goals (8005102)	8476	10500	1868,39	2314,55	8654	10500	1907,63
Gesamt	47297	8737	12529,41	2314,55	49712	8737	13169,17

01.01.2022 30.06.2024

Order Group

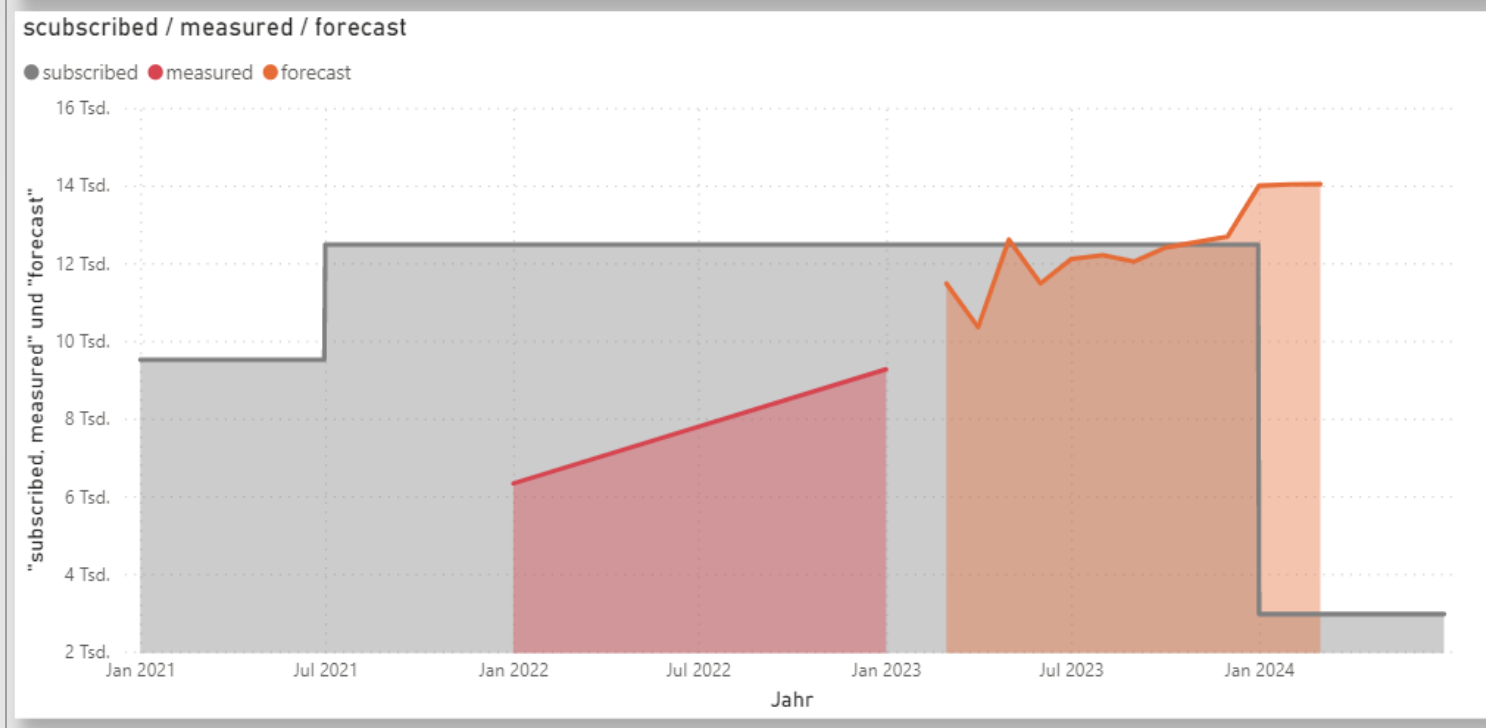
ALL

OrderID

Mehrfachauswahl

CORE.DimArticle.ArticleName

SAP AnalytCloud BI pred public CF (CS) (8006137)	SAP SFSF Onboarding (8005154)
SAP AnalytCloud Plan Pred Prof public CF (8006116)	SAP SFSF Performance & Goals (8005102)
SAP AnalytCloud Plan Pred Std Public CF (8006115)	SAP SFSF Recruiting (8005155)
SAP AnICld test ten pred ed priv op 64GB (8006117)	SAP SFSF Succession & Development (8005104)
SAP SFSF Compensation (8005103)	SAP SFSF Validated Learning (8005101)
SAP SFSF Employee Central	



SAP License Intelligence

Contract versus Product Conversion

HIGHLIGHTS

- Recommendation of Contract or Product Conversion
- What-if-Simulation of UPFRONT and BAYG Deals
- Detailed Information for each Scenario with Chances, Risks & Recommendation for Negotiation

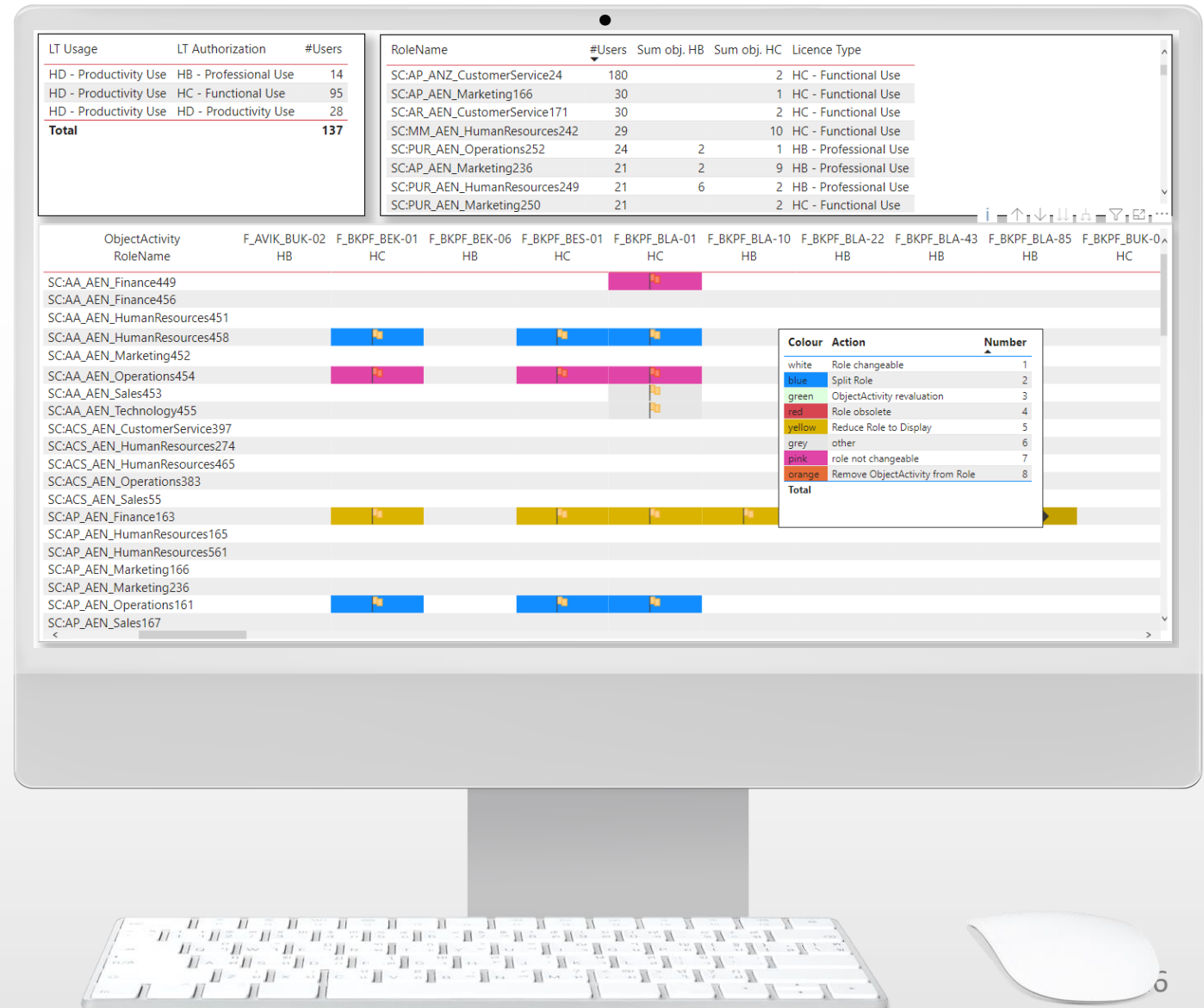


Contract versus Product Conversion



SAP License Intelligence

From SAP License to Authorization Management



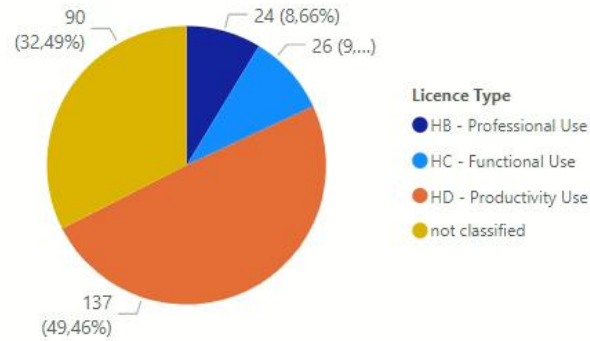
HIGHLIGHTS

- Simulation of Changes in SAP Authorizations with impact of SAP License Classification
- Identification of relevant SAP Roles for an optimized SAP Measurement based on SAP Authorizations

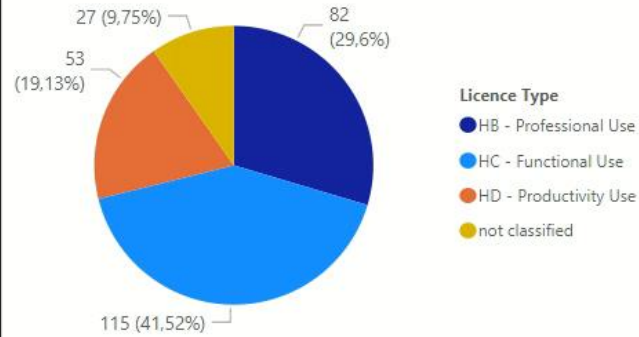
SAP License Intelligence

From SAP License to Authorization Management

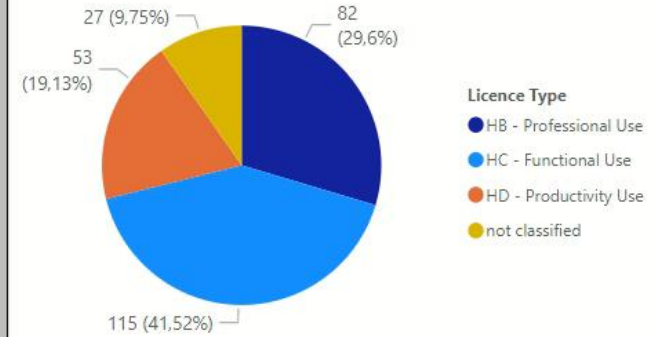
License Type S/4HANA Usage



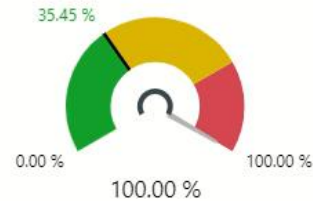
License Type S/4HANA Authorization



License Type S/4HANA Simulation



License Type	#Users
HB - Professional Use	24
HC - Functional Use	26
HD - Productivity Use	137
not classified	90
Total	277

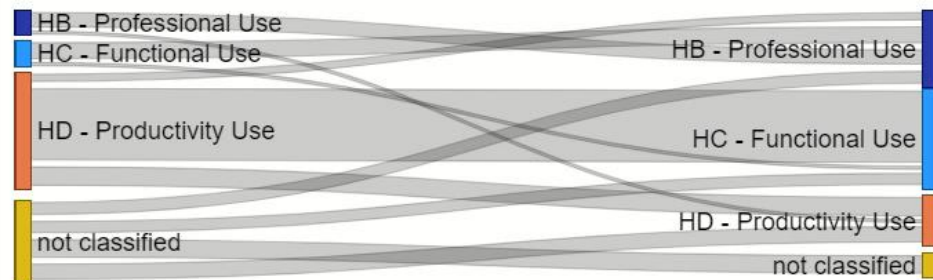


License Type	#Users
HB - Professional Use	82
HC - Functional Use	115
HD - Productivity Use	53
not classified	27
Total	277

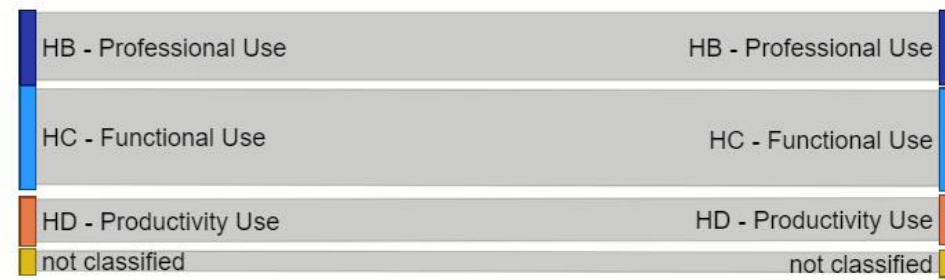


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not classified	27
Total	277

Comparison License Type S/4HANA Usage & Authorization



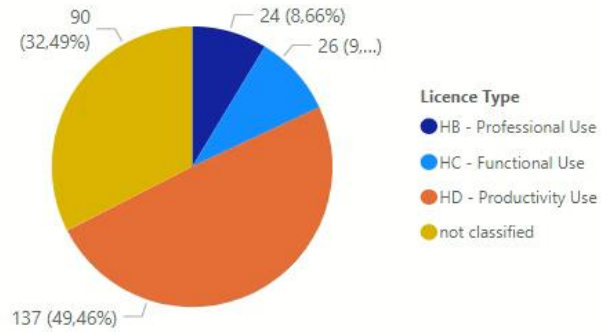
Comparison License Type S/4HANA Authorization & Simulation



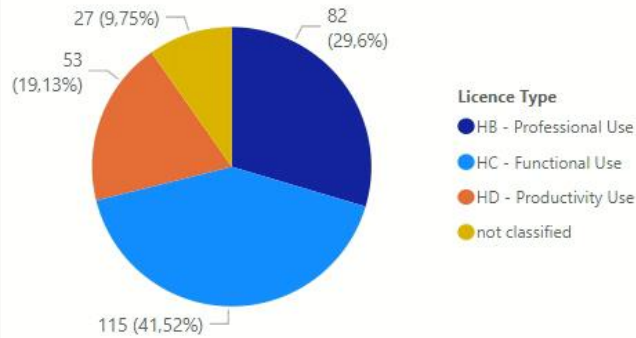
SAP License Intelligence

From SAP License to Authorization Management

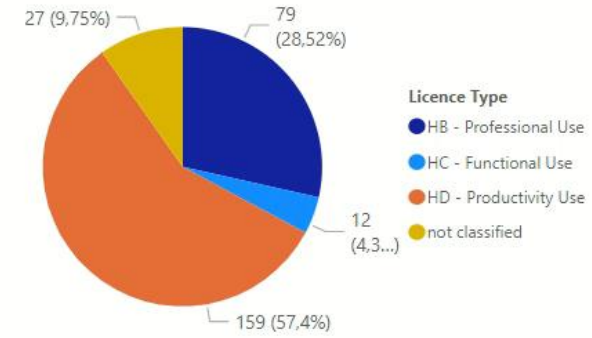
License Type S/4HANA Usage



License Type S/4HANA Authorization



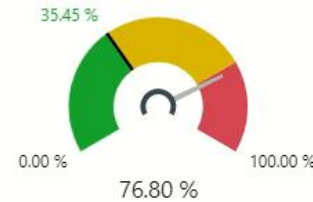
License Type S/4HANA Simulation



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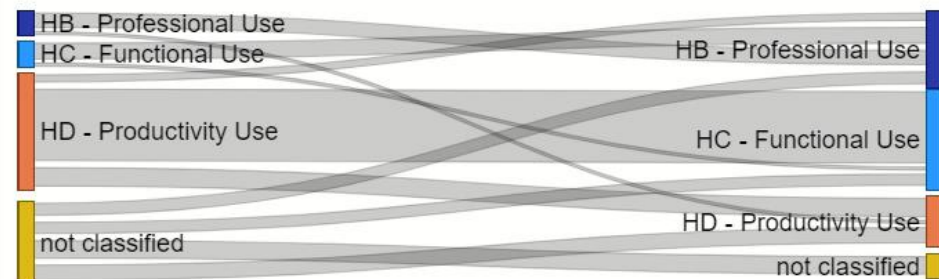


License Type	#Users
HB - Professional Use	82
HC - Functional Use	115
HD - Productivity Use	53
not classified	27
Total	277

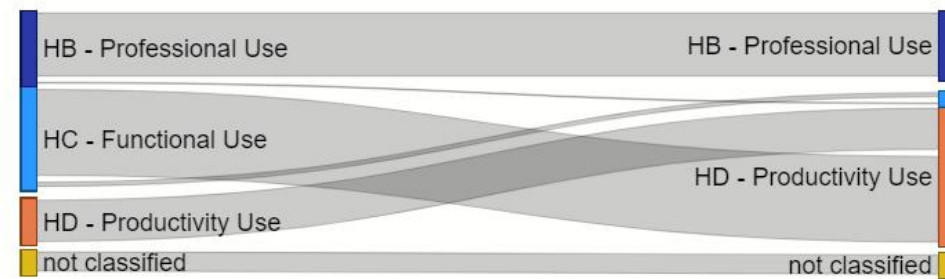


License Type	#Users
HB - Professional Use	79
HC - Functional Use	12
HD - Productivity Use	159
not classified	27
Total	277

Comparison License Type S/4HANA Usage & Authorization



Comparison License Type S/4HANA Authorization & Simulation



Meet the Experts!



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