



# SAP LICENSE MEASUREMENT OR UNEXPECTED SAP AUDIT?

The way with Voquz makes both transparent and manageable!

INSTRUCTIVE WEBINAR BY VOQUZ LABS.

07 April 2021



**PETER RATTEY**  
Managing Director  
VOQUZ Labs



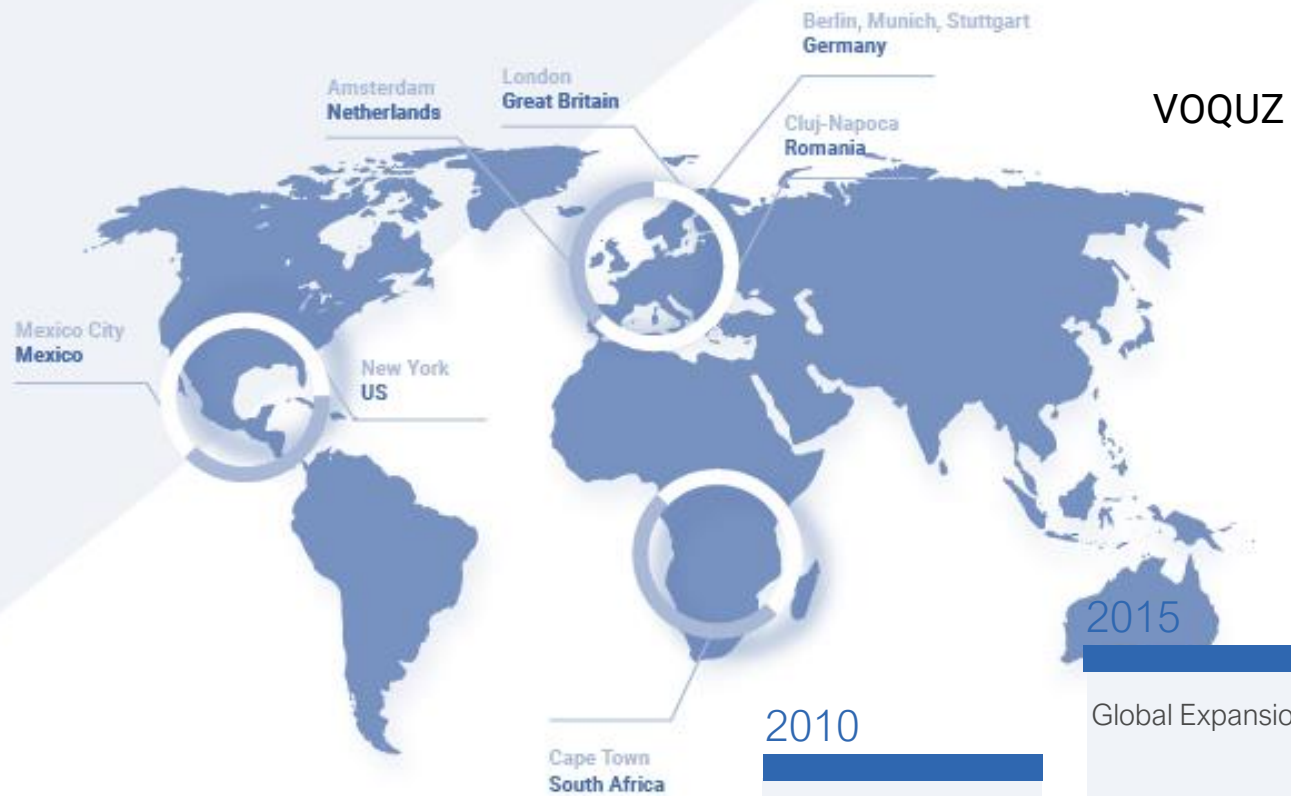
**FRANCISCO F. HANSEN**  
Global Director Advisory  
VOQUZ Labs



**ROGAN MORRISON**  
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

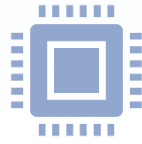
1980

Start-Up

IT Provider and Systems Integrator headquartered in Munich, Germany

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# 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

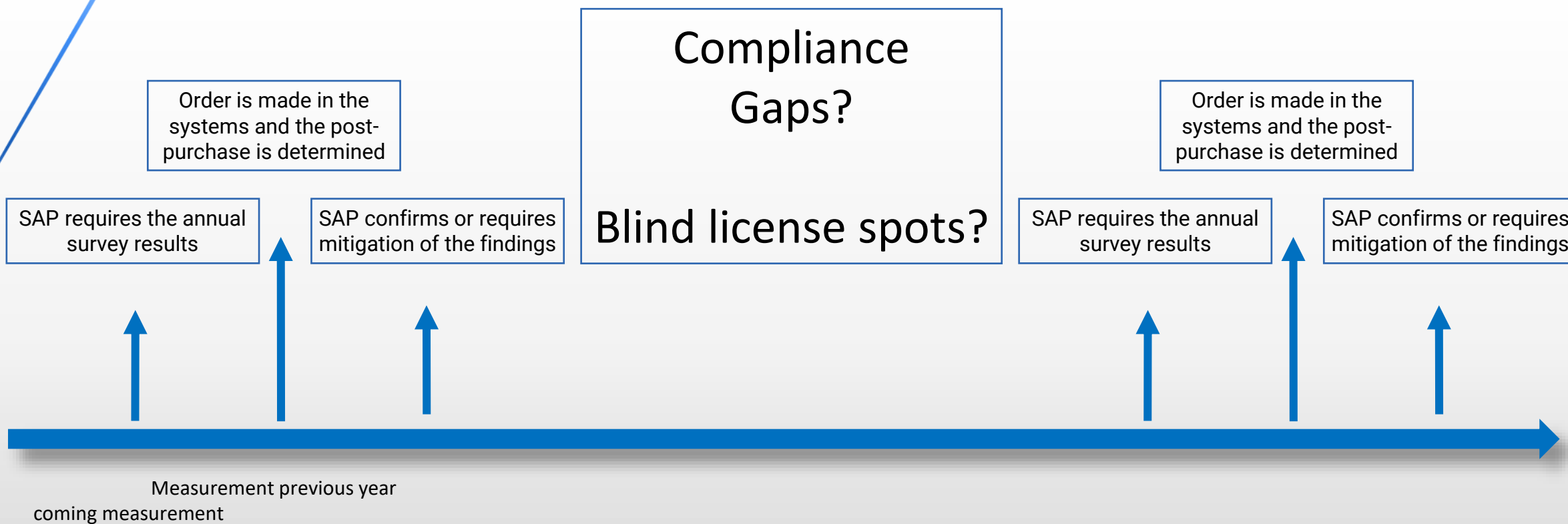


## Content

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	6	4	2	2	0	5	1
(no license)		115	0	115	0	0	0
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?

Making use of  
the entire  
license range

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

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

## 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 ...

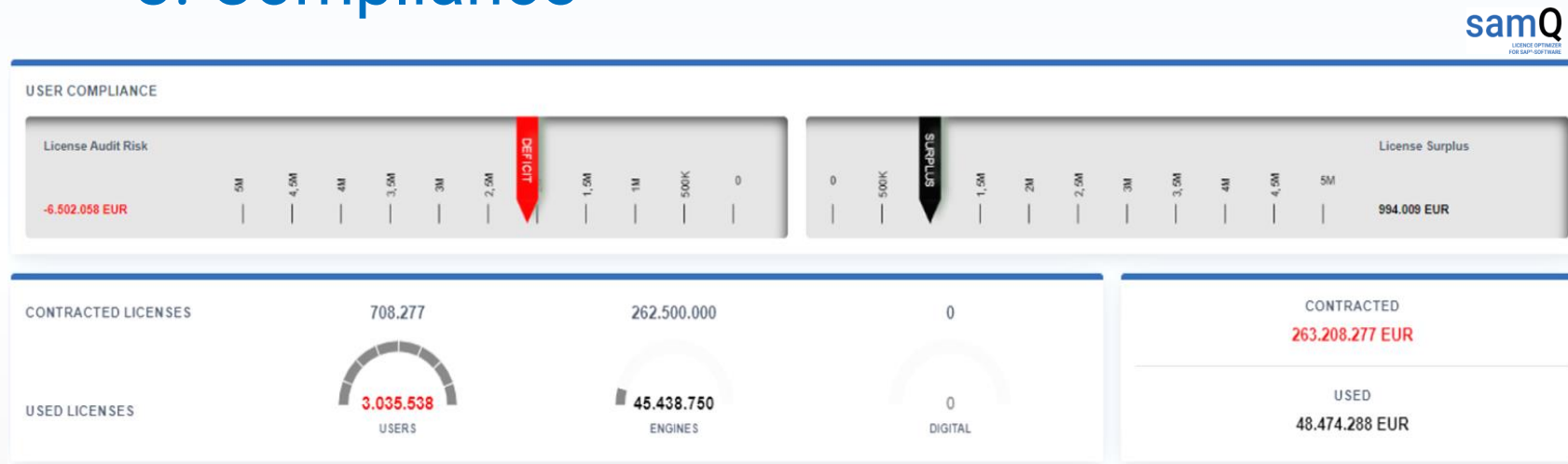
The **SAP Manager Self-Service User** is a defined use

...

Special user

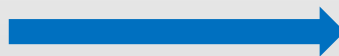
- Inclusion of the defined license conditions in customizing
- Based on SAP standard use rights documentation
- Automatic allocation of licenses in the background according to compliance rules and customizing
- Immediate transparency in case of license gaps or overlicensing
- Permanent analysis of possible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

### 3. Compliance



- 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

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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

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

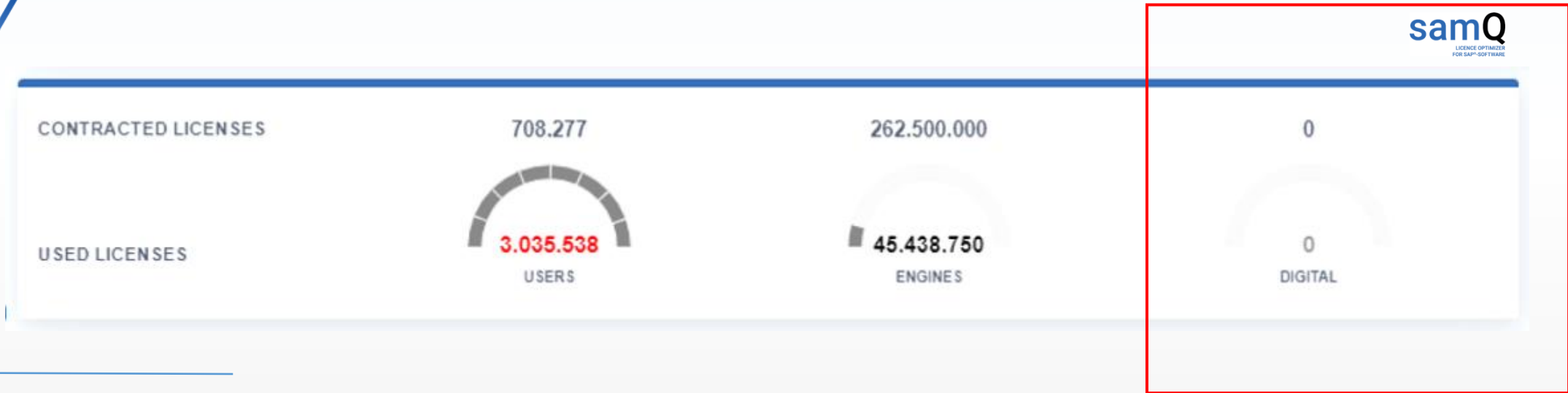
- The company loses the opportunity to close the license gap with a 90% discount
- There is a real danger that SAP will demand back-maintenance
- There is a lack of transparency as to what costs can be expected in the next few years

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### 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



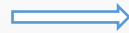
## 5. Organize subsequent purchases sensibly

How does it work most of the time?

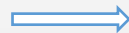
Request from SAP  
for license measurement



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

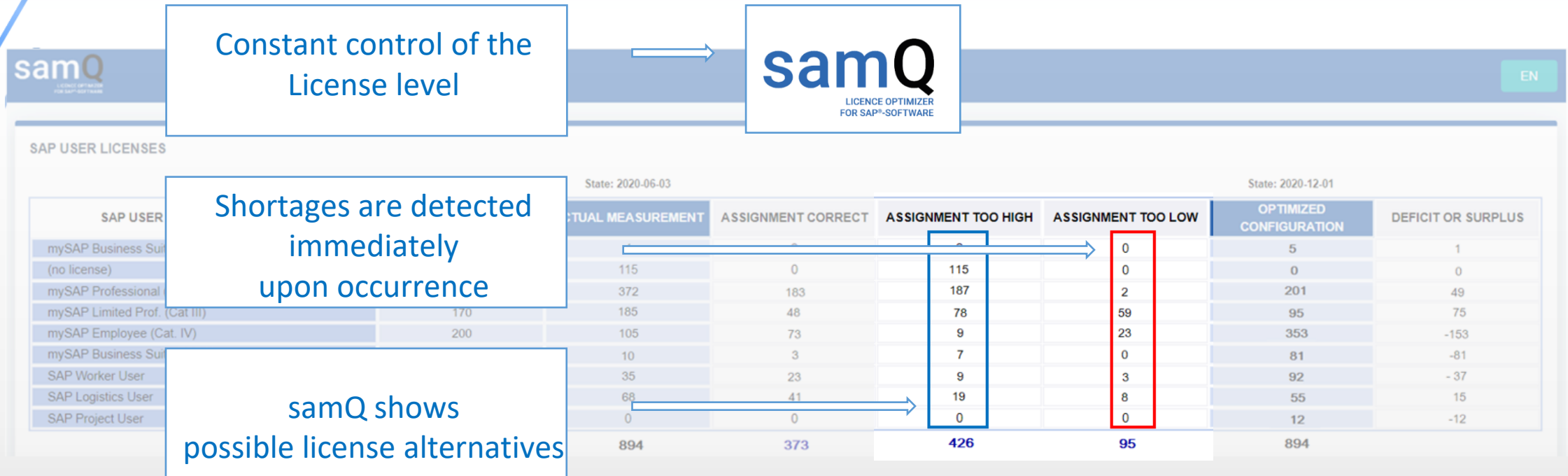
Mostly only the quantity, but  
but not the type of missing  
licenses is known

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?



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.

## 5. Organize subsequent purchases sensibly

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### 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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State: 2

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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:

PETER RATTEY  
MANAGING DIRECTOR  
VOQUZ Labs  
[peter.rathey@voquzlabs.com](mailto:peter.rathey@voquzlabs.com)

FRANCISCO F. HANSEN  
Global Director Advisory  
VOQUZ Labs  
[francisco.hansen@voquzlabs.com](mailto:francisco.hansen@voquzlabs.com)

JAN COOK  
Senior Licence Advisory  
AFRICA and Middle East  
VOQUZ Labs  
[rogan.morrison@voquzlabs.com](mailto:rogan.morrison@voquzlabs.com)