



Get in control of licensing while transitioning to S/4HANA

SAPSA/ Snow Software
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Snow Presenters:

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Agenda

- 1 S/4HANA Considerations
- 2 Visibility for Intelligent Negotiation
- 3 How Snow can Help
- 4 Audience questions

Transition on S/4HANA

SAP continues to drive adoption of S/4HANA

SAP announced the extension of maintenance for Business Suite 7 to 2027

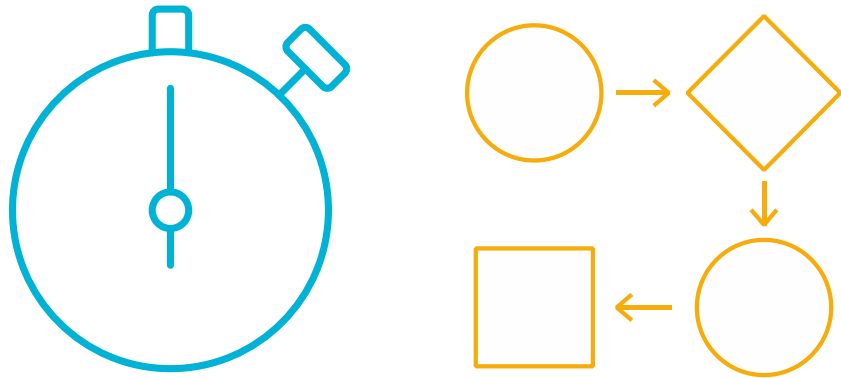
- S/4HANA **isn't a simple product upgrade**, it is essentially a new product
- Transitioning to S/4HANA requires SAP technical teams and often external consultants to support with implementation efforts over what can be a **considerable amount of time**
- It comes with **additional costs**, including additional licensing costs



Product conversion

Keep existing contract –
phased product conversion

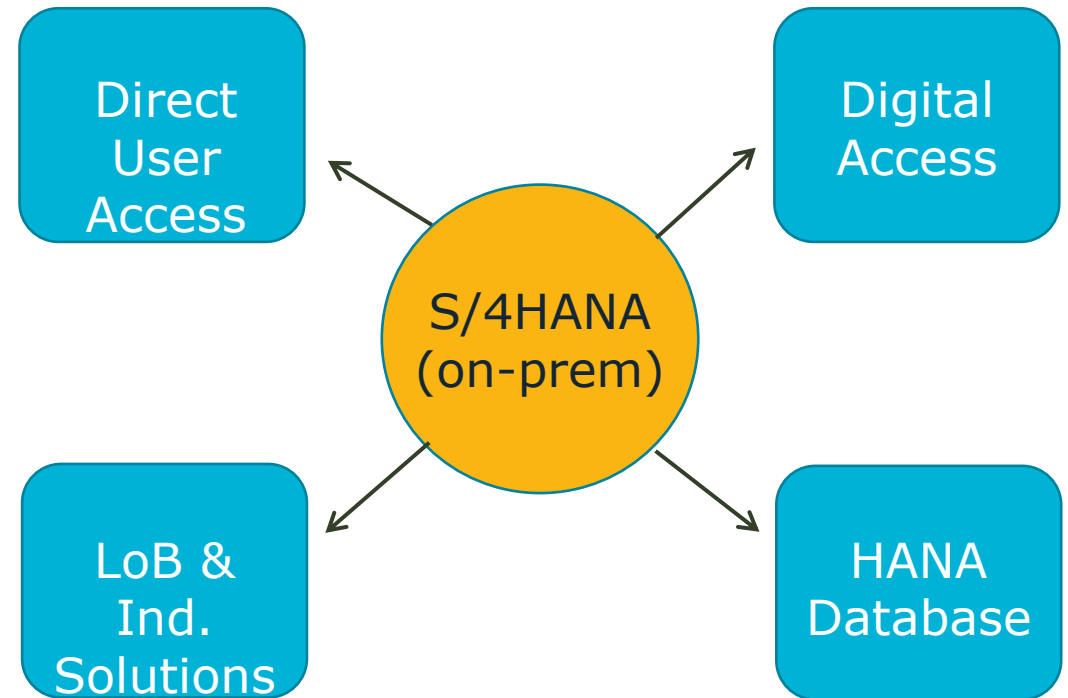
- Phased adoption plan
- You pick and choose the products you wish to convert/upgrade to S/4HANA
- You maintain your named user licenses



*100% credit for existing product conversion

Contract conversion

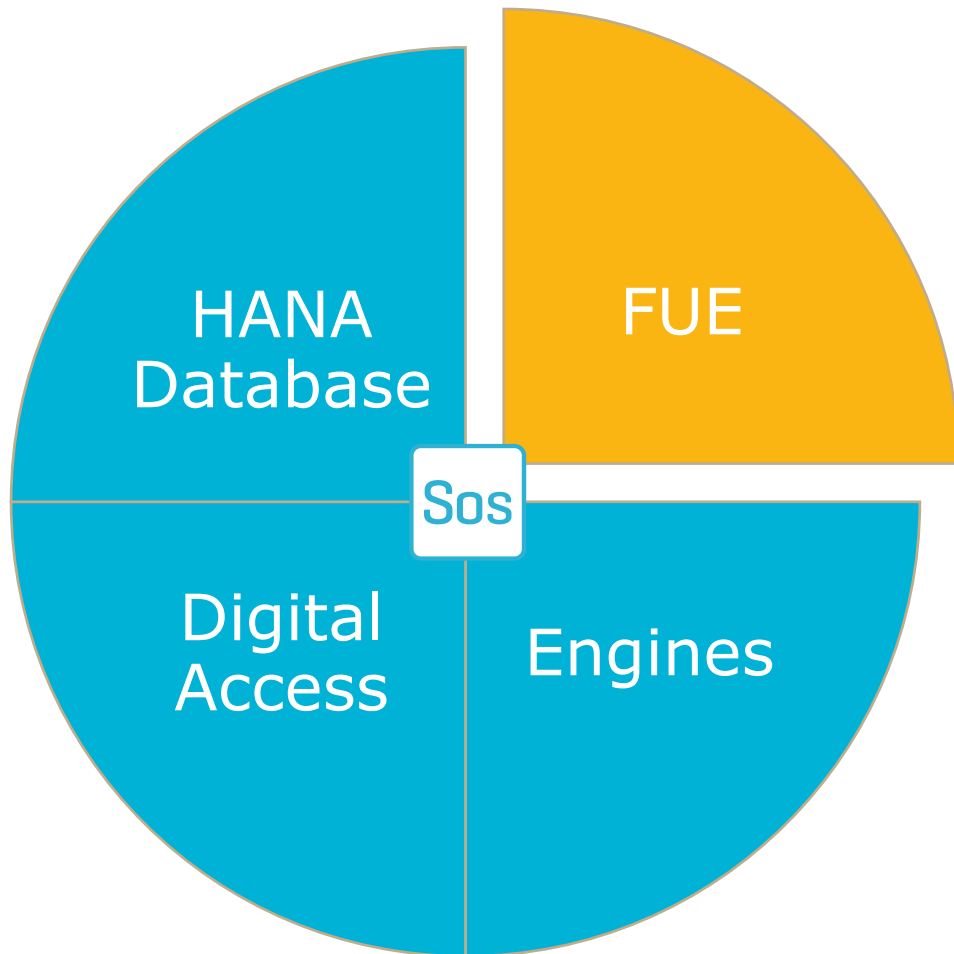
New contract –
new licensing model



*Fund 90% of net new contract

*2019 Year

Intelligence for Negotiations



1 x FUE equals:

1 x SAP S/4HANA
for advanced use

or

5 x SAP S/4HANA
for core use

or

30 x SAP S/4HANA
for self-service use



Visibility Provides Intelligent Data for Negotiations



Embedded SAP Tools provide limited visibility and are not designed for license management

Examples of “underwater areas”:



Duplicate users



Inactive users



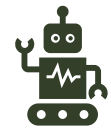
User license allocation



Unused licenses



Usage data & Authorizations



Indirect Access

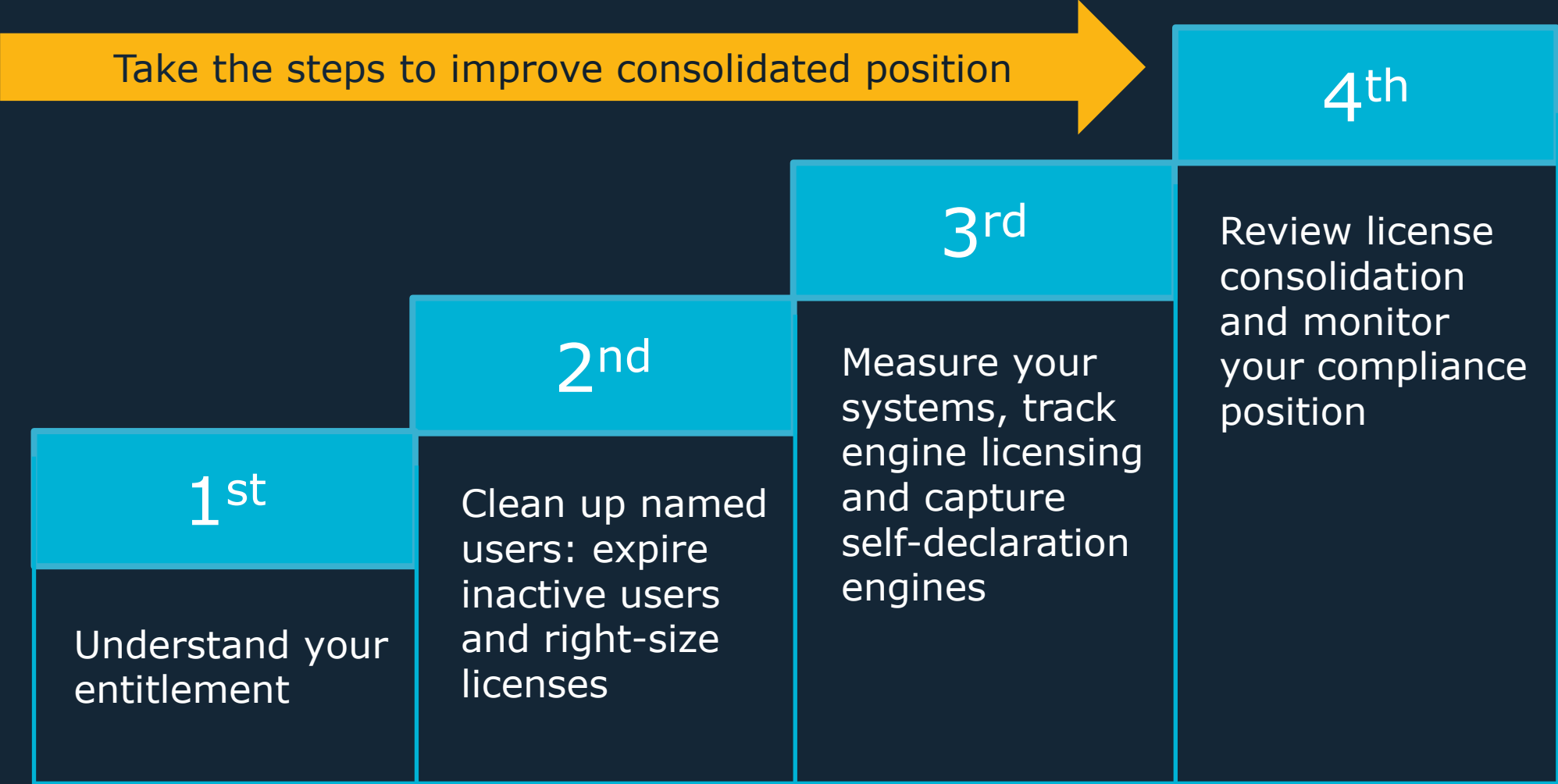


SAP contracts can be highly personalized and SAP systems can be heavily customized

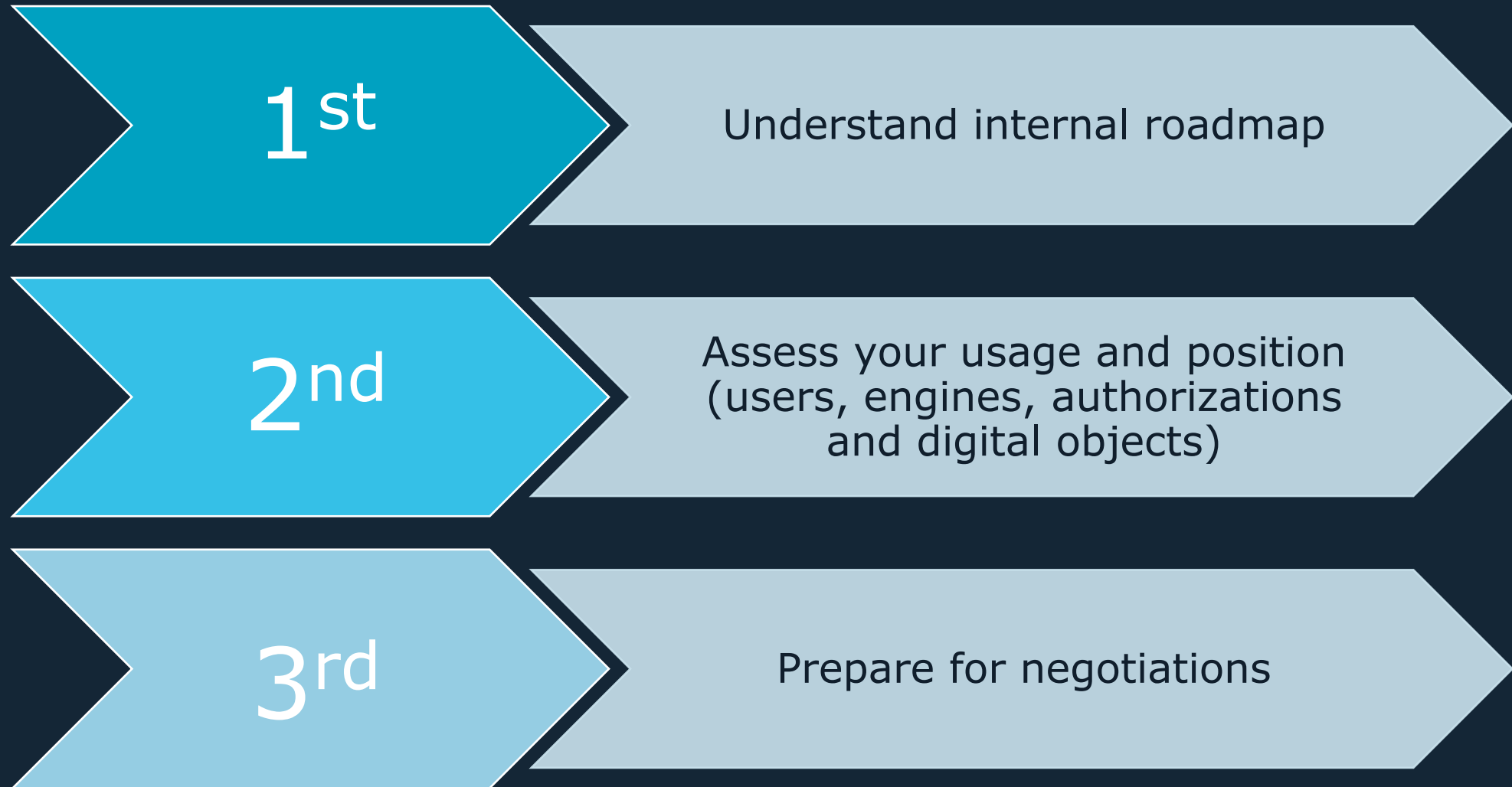
License definitions can sometimes seem vague and open to interpretation

There may be special clauses unique to you

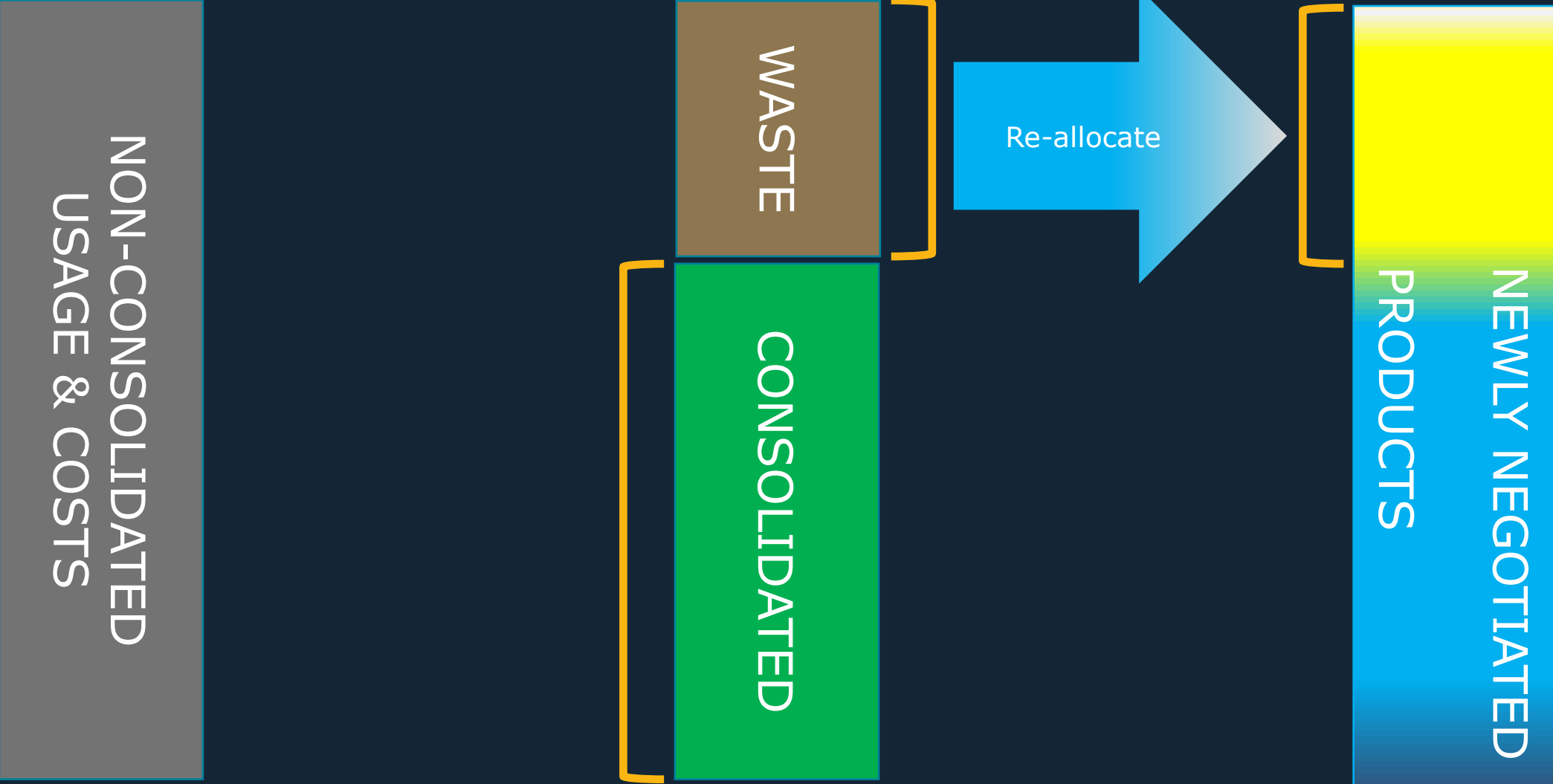
Customized transactions need to be taken into consideration



Get all the data you need and prepare to negotiate



Negotiation leverage with SAP



How Snow can Help

Snow Optimizer for SAP



Native to SAP, written in ABAP with data securely held within SAP



First end to end license optimization in 1 - 3 weeks



Agentless – no footprint on SAP production environments



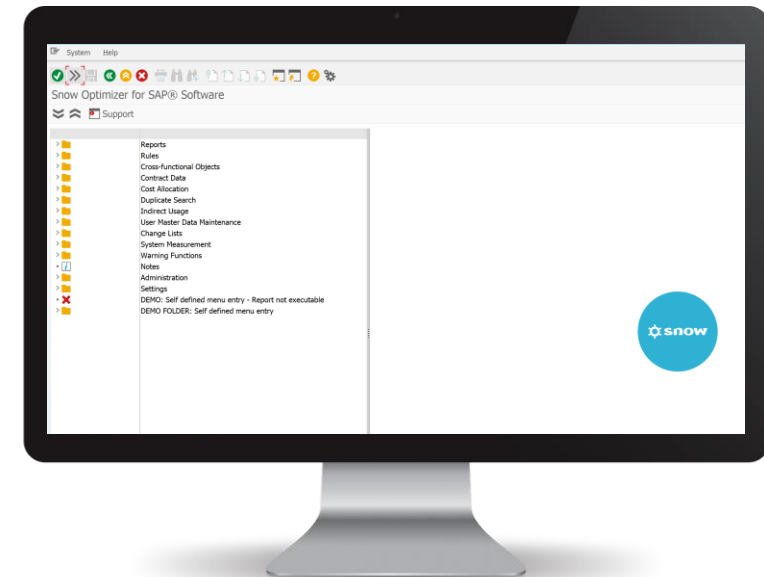
Certified - SAP, ITAM Review, KPMG



S/4HANA on-premises and in the cloud



Control over SAP spend



Audience questions





Thank You

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