



Adoption Insights Services

Global Adoption & Experience CoE
Adoption Insights & Services

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SAP



Team Introduction

Adoption Insights & Services (AIS)

as part of SAP Global Adoption & Experience CoE, exposes a range of data, tools and services that:

- help customers stay compliant and optimize their software usage
- provide actionable insights and comprehensive usage data
- deliver unparalleled value through data-driven, tailored recommendations

“Our mission is to enable data-driven steering with adoption and experience insights across the whole portfolio, as well as tools and services for customers and partner





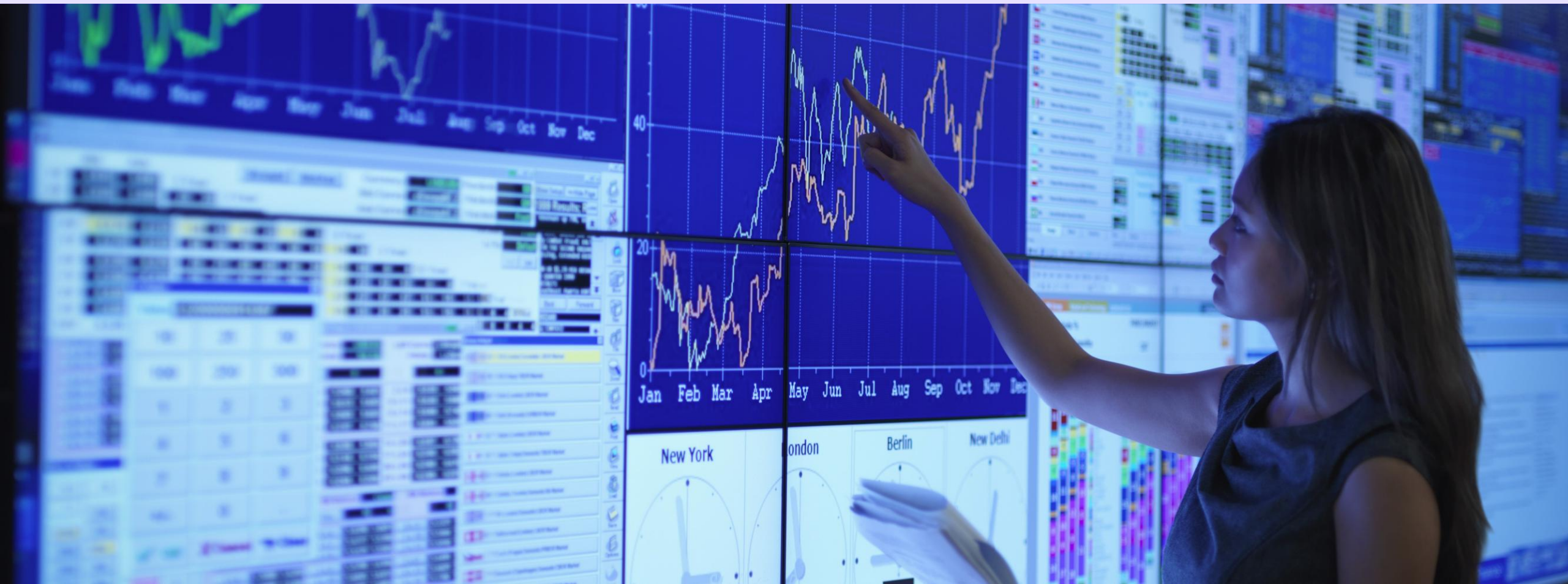
Agenda

- **License PathFinder**
- **Adoption Insights Service**
- **SAM4U**
- **SAP4me**



SAP License PathFinder

Introduction



Introduction

Description

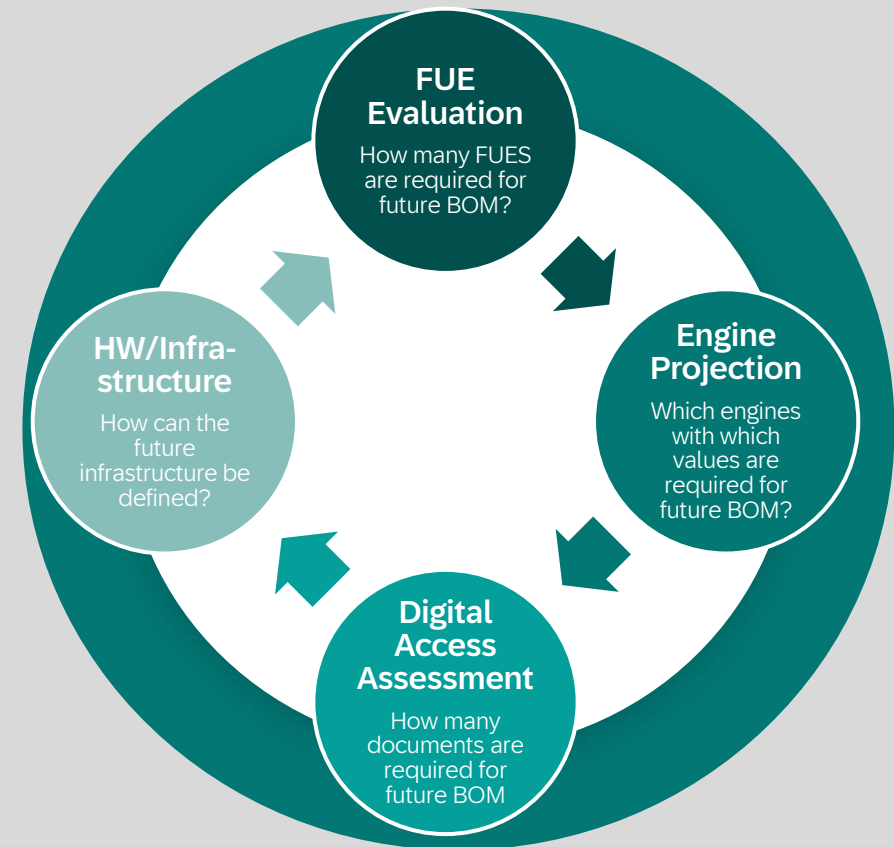
License Pathfinder for RISE is a data-driven, free of charge and non-binding service designed to assist your migration from an on-premise to a private cloud environment.

PathFinder Service

License PathFinder for RISE is a comprehensive data-driven service that assists organizations in **projecting** their license requirements for a seamless migration from an on-premise environment to a **Private Cloud RISE** environment.

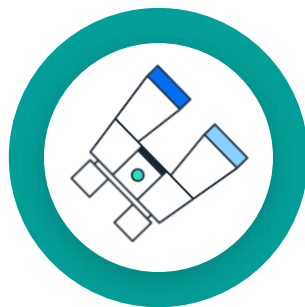
This service encompasses STAR Analysis for **optimizing FUE** (Full Use Equivalent) requirements, an **engine** for license projection based on future metering methods, and **infrastructure insights** for accurate RISE sizing.

LicensePathfinder for RISE is a **modular** service, allowing customers to add or discard various components based on their specific needs



Components

Overview



FUE

Projection of future FUEs based on existing authorizations of users in the system



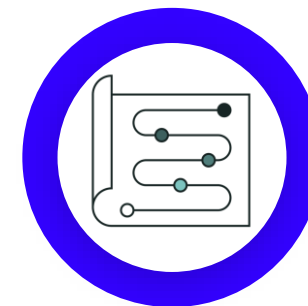
Engines

Projection of engines based on existing system landscape



Digital Access

Projection of required documents based on historic data in the system

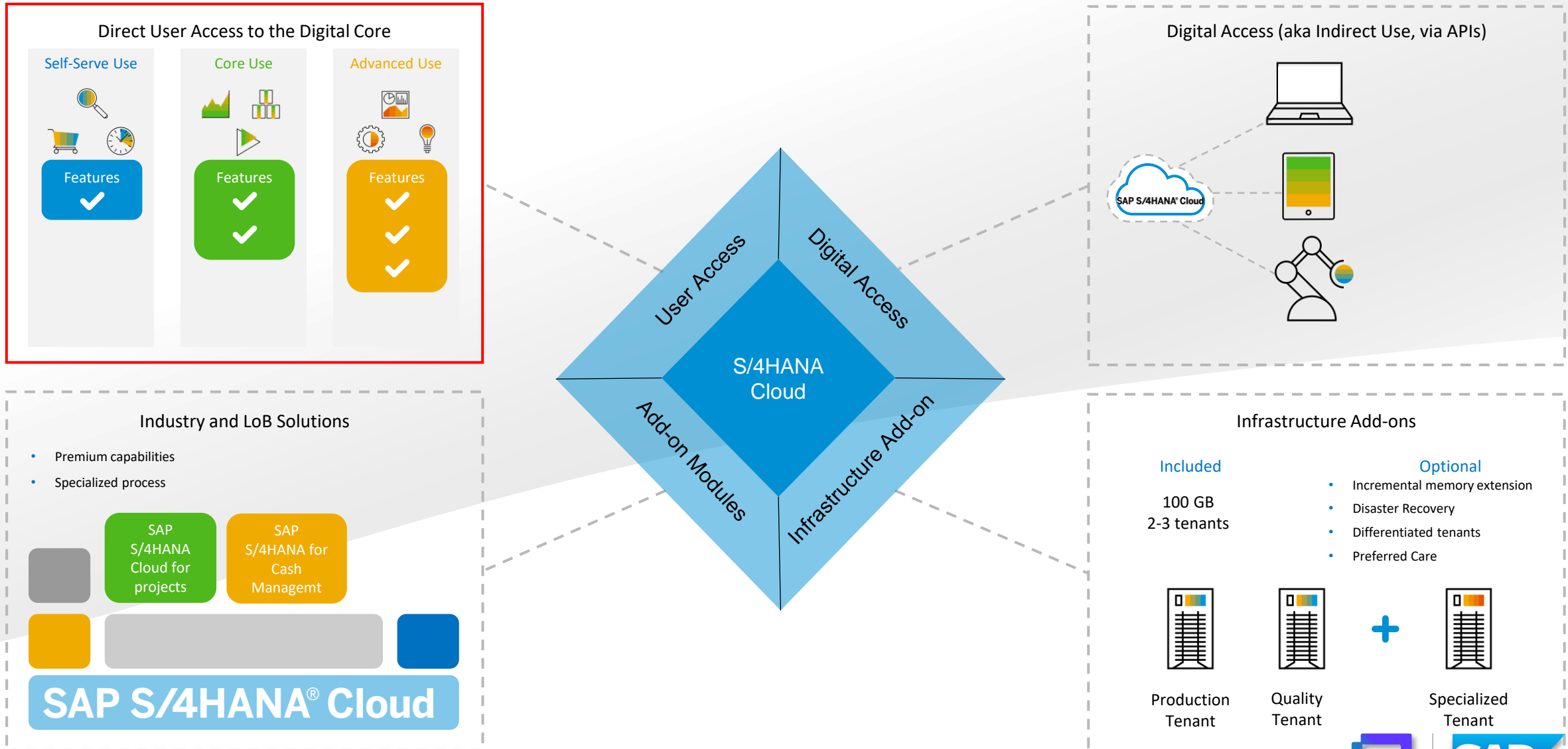


Infrastructure

Recommendation based on existing system set up

FUE Analysis

The 4 Dimensions of S/4HANA Cloud Licensing



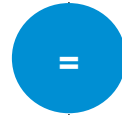
SAP S/4HANA Cloud Licensing

Licensing user access to digital core via full usage equivalents

Full Usage Equivalents - FUEs

- All SAP S/4HANA Cloud use types can be purchased by one license material: **Rise with SAP S/4HANA Cloud**
- This license material has the metric Full Usage Equivalents (FUE)
- One unit of **Rise with SAP S/4HANA Cloud** i.e. one FUE can be allocated to different use types with a specific weighting factor
- Customer can re-allocate their users to avoid shelf-ware during their life-cycle

➤ **Flexible license model**



Rise with SAP S/4HANA Cloud use types

Weighting factor	Use Type
0,5	SAP S/4HANA Cloud, Developer Access
1	SAP S/4HANA Cloud for advanced use
5	SAP S/4HANA Cloud for core use
30	SAP S/4HANA Cloud for self-service use

Example

How to allocate FUEs to different use types:

40 SAP S/4HANA Cloud for advanced use	= 40 FUE
75 SAP S/4HANA Cloud for core use	= 15 FUE
270 SAP S/4HANA Cloud for self-service use	= 9 FUE
<hr/>	
SUM	= 64 FUE

Flexibility of the Full Usage Equivalents (FUEs)

Customer can re-allocate their users to avoid shelf-ware during their life-cycle

Example: **Before re-allocation**

User type	# users	FUE ratio	# FUEs	Swap FUEs	Swap Users
S/4HANA Cloud for advanced use	70	1:1	70	-10	-10
S/4HANA Cloud for core use	350	1:5	70	+10	+50
S/4HANA Cloud self-service use	600	1:30	20		

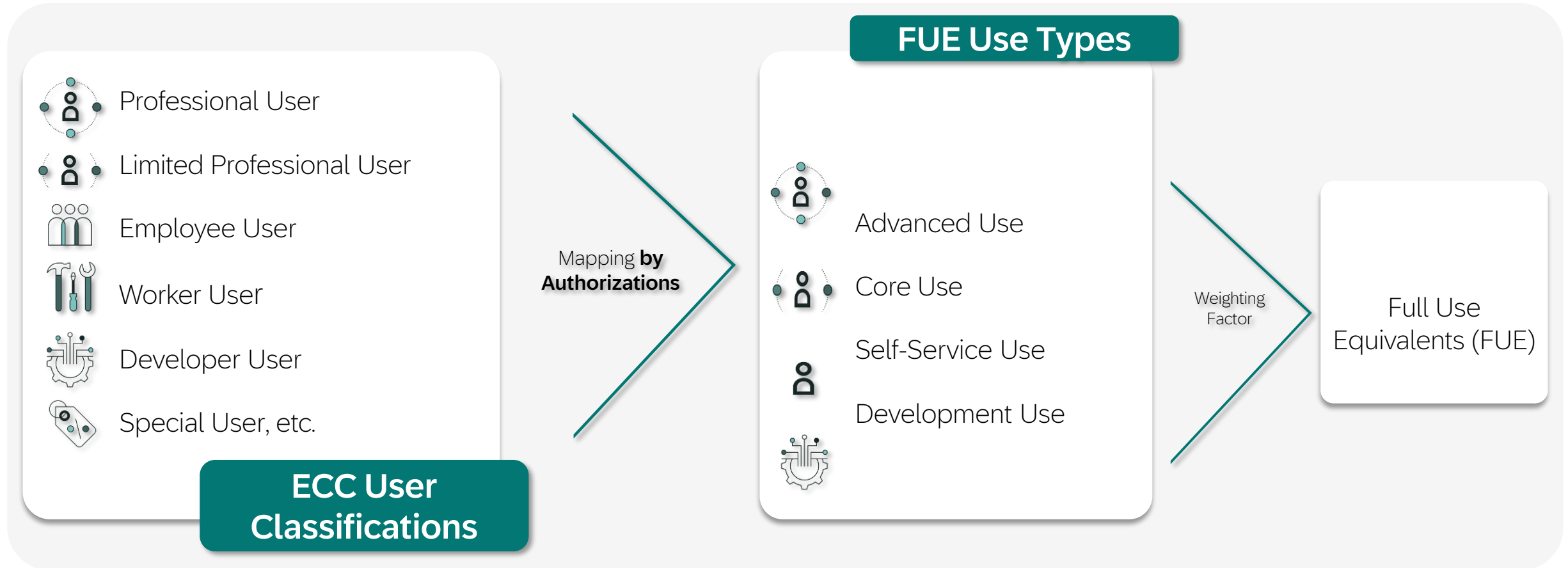


After re-allocation

User type	# users	FUE ratio	# FUEs
S/4HANA Cloud for advanced use	60	1:1	60
S/4HANA Cloud for core use	400	1:5	80
S/4HANA Cloud self-service use	600	1:30	20

FUE Projection

Mapping ECC Users to SAP cloud ERP private use types



SAP Cloud ERP private use types

Functional Solution Capabilities

The more expensive Use Type always **includes the capabilities of the cheaper Use Type**:

- SAP S/4HANA Cloud for advanced use includes the capabilities SAP S/4HANA Cloud for Core Use;
- SAP S/4HANA Cloud for core use includes the capabilities of SAP S/4HANA Cloud for self-service Use.
- Display Use Rights and Approval Use Rights are included in SAP S/4HANA Cloud for Self-service Use. (Display Use Rights are the right to display/view all transactional data and all master data of all SAP S/4HANA Enterprise Management features and Approval Use Rights are the right to approve workflows for all capabilities of SAP S/4HANA Enterprise Management.)
- Legally binding use type definition in: [SAP Cloud Service Description Guide](#)

LoB	SAP S/4HANA Cloud for Self-service Use		SAP S/4HANA Cloud for Core Use	SAP S/4HANA Cloud for Advanced Use
Asset Management	Maintenance Execution Maintenance Demand Processing		All	All
Finance	None		None	All
HR	Organizational Management Time Sheet		Organizational Management Time Sheet	All
Manufacturing	Material Requirements Planning Production Control Production Execution		All	All
R&D / Engineering	None		All	All
Sales	None		All	All
Service	None		All	All
Sourcing & Procurement	Self-Service Requisitioning		Self-Service Requisitioning	All
Supply Chain	Available to Promise Batch Management Delivery Management Goods Movements Handling Unit Management	Physical Inventory Serial Number Management Transportation Management Warehouse Management Empties Management	All	All

SAP S/4HANA Authorization Object Analyzer

Key Features

- Report with ruleset and documentation delivered via SAP Note [3113382](#)
- Object Analysis Ruleset & engine Indicator
- User Validation or Role/Profile Validation
- Drilldowns into Users, Roles/Profiles and Authorization Objects
- Versional Comparison/Simulation
- Encryptional Capabilities

User Validation Results

Current Classification	Total	HB Profession...	HD Productiv...	Not classifi...
Not Classified (Default User Type)	626	464	Z	155

User List

User	Full Name	IT Current Classification	Target Classificati...	Rat...	Ref Us...
_JA	Jaishankar Rajendran	Not Classified (Default User Type)	Not classified	1/1	
AB_DPP_AUDIT	DPP Auditor	Not Classified (Default User Type)	HB Professional	4/7	
AB_DPP_TEST	DPP Tester	Not Classified (Default User Type)	HB Professional	4/7	
ABOBACKERA	Ashiq Aboo Backer	Not Classified (Default User Type)	Not classified	1/1	
AD	Dharshan A	Not Classified (Default User Type)	HB Professional	4/6	
ADLERT	Tobias Adler	Not Classified (Default User Type)	HB Professional	4/6	
AHMEDNA	Naved Ahmed	Not Classified (Default User Type)	HB Professional	4/6	
AKANSHA	AKANSHA	Not Classified (Default User Type)	HB Professional	4/6	
ALESDFICA	ALESDFICA	Not Classified (Default User Type)	HB Professional	4/6	
ANDRAJ	Jashua Andra	Not Classified (Default User Type)	HB Professional	4/6	
ANDBEEV4	Kirill Andreev	Not Classified (Default User Type)	HB Professional	4/6	
APRA_2017_W	APRA_2017_W	Not Classified (Default User Type)	HB Professional	5/8	
APRA_2017_WO	APRA_2017_WO	Not Classified (Default User Type)	Not classified		
APRM_2017_W	APRM_2017_W	Not Classified (Default User Type)	HB Professional	5/8	

Role List

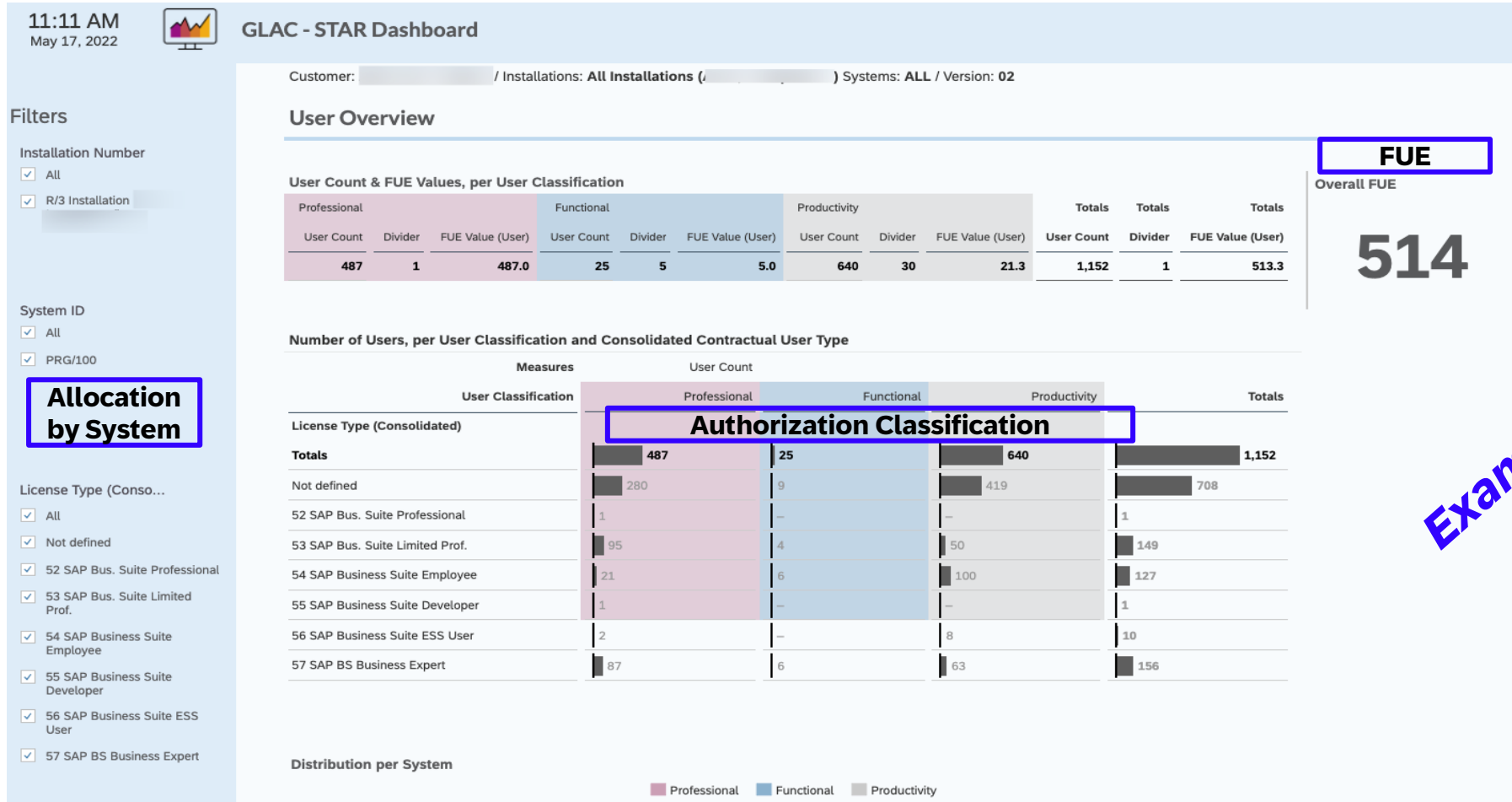
Role	Short Description	Target Classificati...	Ratio	Obj...	Use...
SAP_QAP_TESTER_NEW	STANDARD - TEST - Standard Tester Authorizatio...	HB Professional	42/101	1 323	459
SAP_QAP_TESTER_AUTH_TEST	STANDARD - TEST - Test SAP roles (roles for deli...	HB Professional	8/11	116	455
SAP_QAP_S_CFC_AUTH	SAP_QAP_S_CFC_AUTH	Not classified		3	455
SAP_QAP_PPOMA	STANDARD - TEST - To change HR ORG data	Not classified		2	455
SAP_QAP_BW	STANDARD - DEV/CUST/TEST - Standard BW aut...	HB Professional	1/3	243	455
SAP_QAP_CUST_DEPEND	STANDARD - TEST - To create customizing transp...	HB Professional	3/4	14	455
SAP_QAP_RECACL	INTERNAL - DEV/TEST - ALL - only for DLM Servi...	Not classified		7	169

Details for Role SAP_QAP_TESTER_NEW

Object	Text	Field na...	Descripti...	Value L...	Description	Target Classification
/AIF/CFUNC	Custom Functions	ACTVT	Activity	03	Display	HD Productivity
/AIF/CLINK	Custom Data Links		Activity	01	Create or genera...	HB Professional
			Activity	02	Change	HB Professional
			Activity	03	Display	HD Productivity
			Activity	06	Delete	HB Professional
/AIF/CTEXT	Custom Message Texts		Activity	01	Create or genera...	HB Professional

Dashboard Sample Results

Analytics provided by SAP



Example for illustrative purposes only

Engine Projection

Engine Projection

Overview

The report includes

- A notes check to support installation of missing engine modules
- A file with all available function modules
- A runtime environment to execute PCE function modules

It shows

- Notes that need to be implemented
- Snapshot of subscription values for the measured engines for the selected customer systems
- Details for user based function modules

 [Link to the Engine Projection Note](#)

Measurement User: MSCHIRNER Planned Jobs: 0 Active Jobs: 0
Measurement Date: 04.04.2024 Measurement Time: 09:10:44 Completed Jobs: 45 Aborted Jobs: 3
Measurement Status: Measurement contains aborted engines

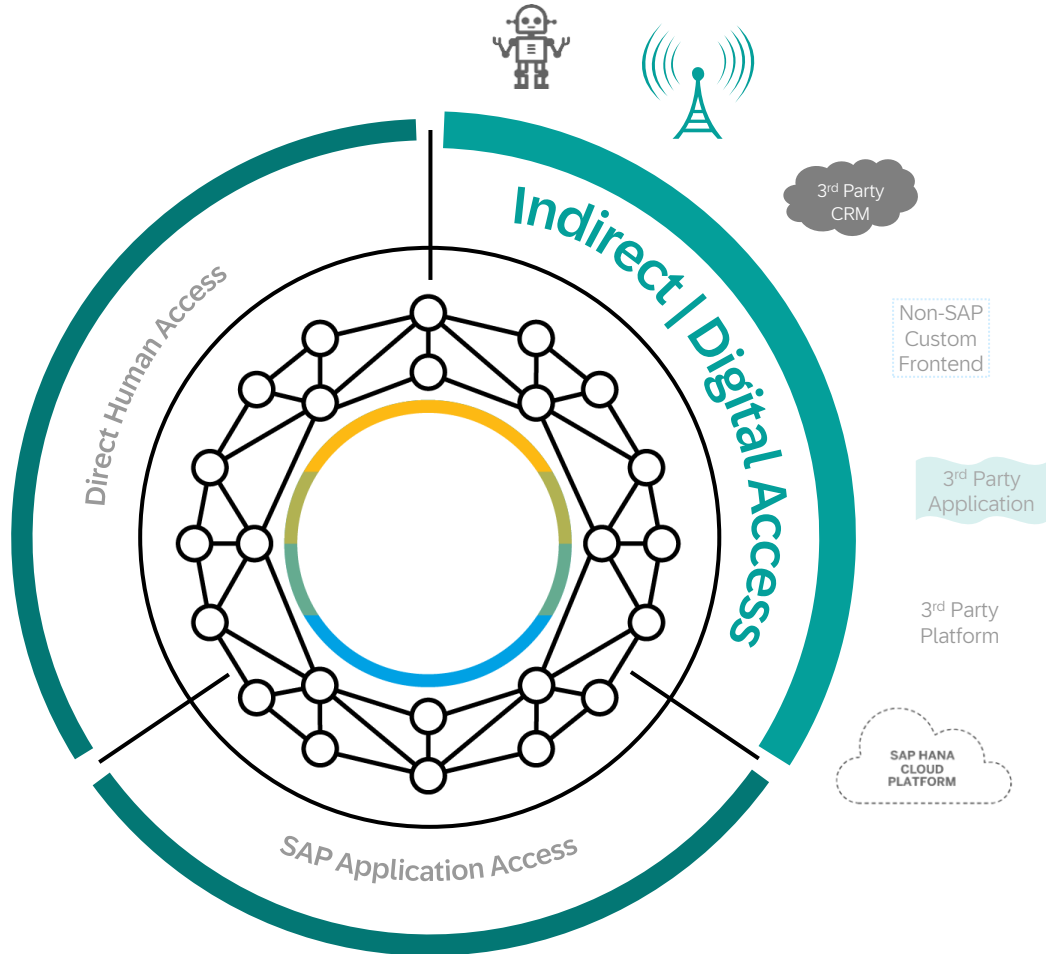
Notes Measurement Results Details

Application	Application Name	Unit	Unit Name	Start	End	Timestamp	Counter	Curr.
3250	Application Interface Framework	3250	AIF Customer Interfaces					2
3605		3605						1,709
4100	Potential Financial Documents	4101	Financial Document Item (in K)	01.03.2024	31.03.2024			1
4100	Potential Financial Documents	4101	Financial Document Item (in K)	01.02.2024	29.02.2024			2
4100	Potential Financial Documents	4101	Financial Document Item (in K)	01.01.2024	31.01.2024			1
4110	Potential Time Management Documen...	4111	Time Sheet Record (in K)	01.03.2024	31.03.2024			1
4110	Potential Time Management Documen...	4111	Time Sheet Record (in K)	01.02.2024	29.02.2024			1
4110	Potential Time Management Documen...	4111	Time Sheet Record (in K)	01.01.2024	31.01.2024			1
5334	S4H Commercial Project Management	5334	Users comm. proj. mgmt. Workspaces	01.03.2024	31.03.2024			170
5334	S4H Commercial Project Management	5334	Users comm. proj. mgmt. Workspaces	01.02.2024	29.02.2024			171
5334	S4H Commercial Project Management	5334	Users comm. proj. mgmt. Workspaces	01.01.2024	31.01.2024			74
5334	S4H Commercial Project Management	5335	Users comm. proj. cost and rev. planning	01.03.2024	31.03.2024			36

Digital Access

Introduction

Digital Access License Model



9 Document Types that address the most valuable business outcomes from ERP

Document Types	Multiplier
<ul style="list-style-type: none"> Sales Document (counted at line-item level) Invoice Document (counted at line-item level) Purchase Document (counted at line-item level) Service & Maintenance Document Manufacturing Document Quality Management Document Time Management Document 	1.0x
<ul style="list-style-type: none"> Financial Document (counted at line-item level) Material Document (counted at line-item level) 	0.2x

License Calculation

License calculation based on **initial Document created**
Read, Update, or Delete Documents are **not** counted

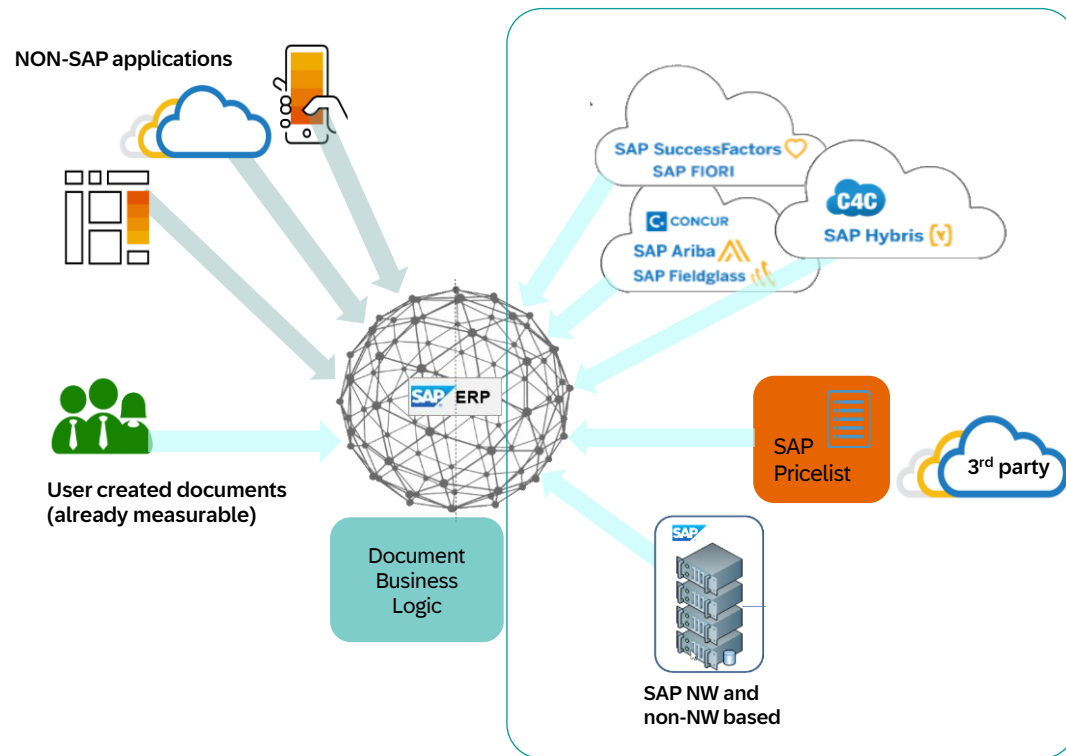
$$(\text{Document (\#)} * \text{Multiplier}) + \dots + (\text{Document (\#)} * \text{Multiplier})$$

Where (#) is the Document Type from 1-9

Digital Access Evaluation Service (DAES)

Measurement Options

Available tools



Built-in Functionality

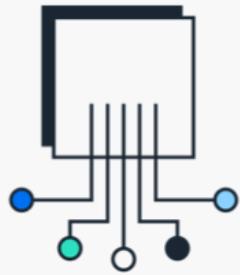
- Technical identifier (“SAP Passport“) is sent to distinguish calls from SAP and non-SAP sender applications
- Within Digital Core (S/4H and ECC) the call is logged, and documents are counted if the technical identifier is missing
- Transaction RSUVM_DAC

Estimation Note

- Estimate based on how documents have been entered into the system (via technical users)
- In cases of doubt, results will lean higher versus lower to avoid being misleadingly optimistic

Tools to evaluate Digital Access

Estimation Note / SAP Passport

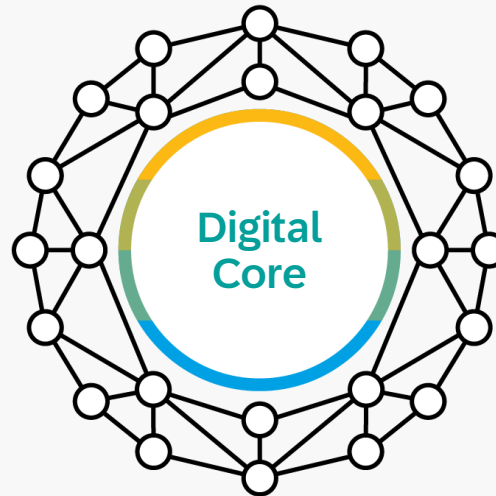


Estimation Note

ERP systems (ECC): [2992090](#)

S/4HANA systems: [2999672](#)

SAP Notes to access functionality



SAP Passport

Summary of technical requirements in Central Technical Guide Note [2738406](#)

Hardware / Infrastructure

Hardware / Infrastructure

KPI's

Collection of data for estimation of

Future Landscape

System Statistics

- System Name
- System Type
- DB Type / DB Version
- SAP Version
- Patch Level
- Installed Components
- Unicode/Languages



Memory Statistics

- Database Size
- No. of CPUs / Cores
- No. of application servers
- Memory consumption
- Storage per server
- HANA Sizing Report

Prerequisites:
System Overview

Provided by
Customer / SAP

Evaluation by
N/A

Delivery:
Report Summary for sizing (to be delivered later by SAP Architects)






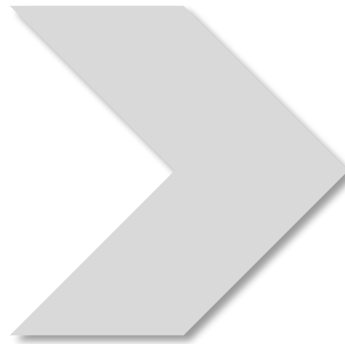
SAP Adoption Insight Service



Challenges & Resolution | Cloud ERP Private

Challenges

-  Lack of Transparency into consumption levels when automated metering is not possible
-  Difficulty in budgeting, accurate cost allocation and chargeback
-  Renewal risks due to unclear usage patterns and price list or product licensing changes



Resolution

Adoption Insights Service



Existing customers

Gain transparency into usage across entities and landscapes

Prepare for renewals with insights into gaps vs. commitments

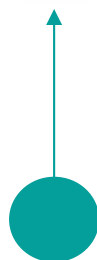
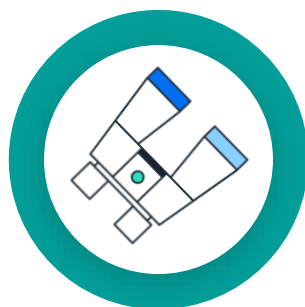


New customers

Start confidently with full visibility into consumption from day one

Components

Overview



FUE

Projection of future FUEs based on existing authorizations of users in the system



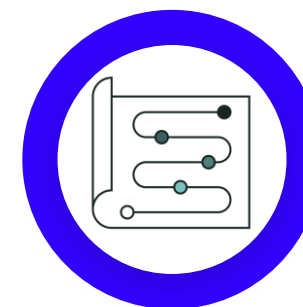
Engines

Projection of engines based on existing system landscape



Digital Access

Projection of required documents based on historic data in the system



Infrastructure

Recommendation based on existing system set up

Approach & Components | How the services differ?

	License Pathfinder	Adoption Insights Service
When	Before RISE / Private Cloud contract	After RISE / Private Cloud contract
How	Same components, toolset, and delivery approach	
Why	Support RISE migration with: <ul style="list-style-type: none"> • Fact-based BOM projection • Minimized risks of unused subscriptions • Overall license-related topic for transition 	Support RISE journey to maximize value with: <ul style="list-style-type: none"> • Transparency into consumption & shelfware • Ongoing mitigation against compliance risk • Usage patterns against updated pricing & licensing • Enablement to self-measurement

Benefits & Customer Success

ENERGY & SERVICES CUSTOMER

“...The session was well-structured and insightful, providing us a clear understanding of our software usage and opportunities for optimization.

We particularly appreciated the joint STAR analysis, which enabled a detailed review of our FUE consumption....”

RETAIL CUSTOMER

“...We gain valuable insights across all service topics, which strengthen our understanding of licensing and allow more precise internal billing.

Enablement on how to determine software product consumption is helpful, providing transparency that supports adoption improvement and adjustment...”

RETAIL CUSTOMER

“...Your guidance has been instrumental in helping us monitor and optimize FUE consumption, especially through housekeeping activities like user access. Thanks to that, we were able to reduce significantly our FUE utilization, and we will continue to work on further license usage optimization...”



Other services

- **STAR**
- **DAES**
- **Private Cloud Metering**
- **License Rights Management Service**
- **And more**

How To Engage With Us



With the Adoption Insights Service, you get complete transparency, control, and flexibility over your software use, helping you maximize value today and stay ready for tomorrow.

► **Interested to learn more about our services?**

Contact us or your SAP Account Executive to request our support.

Thank you!

Susanne Jonasson
SAP Adoption Insights Manager

