

SAP Licensing in the Cloud Era

From ECC to S/4HANA and Beyond

SAPSA Impuls Göteborg April 2026

1DigitalTrust

Agenda

1. **Setting the scene: Why SAP licensing has become a strategic topic**
1. **From ECC to S/4HANA: What has fundamentally changed**
2. **Cloud deployment models and their license impact**
3. **Key insights from the Nordic SAP License Benchmark 2026**
4. **Authorization the hidden license cost driver and security risk**
5. **From compliance to control: Practical takeaways**
6. **Where could you start with 1Digitaltrust – License review and optimization?**

WHO WE ARE

ERP

- S/4HANA AI powered Migration
- Business process optimization
- SAP – Salesforce connector

Data Ethics

- SAP S/4 & ECC Authorizations
- SAP Cybersecurity
- SAP Compliance
- Access & Identity Management
- GDPR Management
- Secure Logging

M I G N O W



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Compliance
NOW

SAP Strategy and License Management

- S/4 License conversions
- SAP Strategy
- License optimizations
- License and contract reviews
- M&A advisory

Customer Platform Services

- CIAM
- SAP CDC and CDP
- Customer Loyalty
- Consent Management
- BTP – Integration Suite & Event Mesh

Setting the scene: Why SAP licensing has become a strategic topic

Shift from On-Premise to Cloud

SAP licensing is evolving from static on-premise models to dynamic cloud-based subscription and usage metrics.

Impact on Architecture and Governance

Licensing now influences architecture decisions, program governance, and long-term cost management strategies.

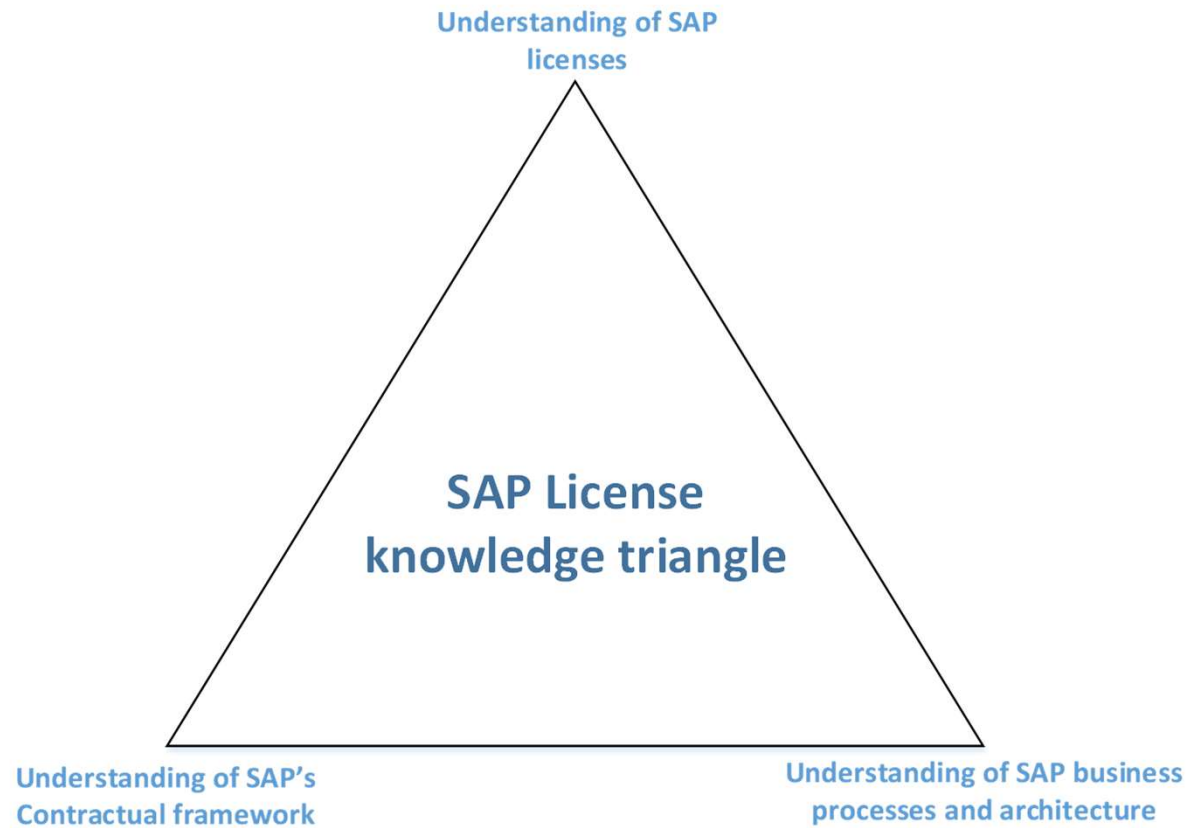
Greater Transparency and Control

Cloud models provide SAP greater insight into usage, requiring active management of authorizations and integrations.

Strategic Licensing Discipline

Licensing should be addressed proactively as a strategic discipline to manage risks and optimize costs.

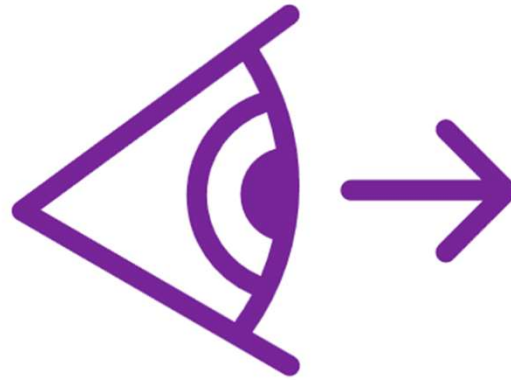
From ECC to S/4HANA: What has fundamentally changed SAP license knowledge triangle



SAP Sees Everything On Cloud

Reactive Compliance

- Periodic Reporting
- Audit Pressure
- After-the-fact Corrections



Proactive Compliance

- Real-Time monitoring
- Continuous Optimization
- Forecasting and Governance

“SAP licensing is moving from reactive reporting to continuous visibility. The shift is clear: from reactive compliance to proactive control.”

“In the cloud, SAP can see your license consumption at all times — which means organizations must shift from reacting to audits to proactively managing usage.”

Key insights from the Nordic SAP License Benchmark 2026

SAP license management remains complex

- More than 70% of customers still find SAP licensing complex, even with new tools and cloud models.

OUR 2026 LICENSE BENCHMARK SHOWED:

Fewer Companies Feel in Control of their SAP License Landscape.



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Key insights from the Nordic SAP License Benchmark 2026

Control over SAP licenses is declining

- Fewer organizations (58%) feel in control of their SAP licenses than in previous years – the lowest level in the benchmark's 15 years history.

OUR 2026 LICENSE BENCHMARK SHOWED:

Fewer Companies Feel in Control of their SAP License Landscape.



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Key insights from the Nordic SAP License Benchmark 2026

License usage and costs are increasing

- 62% report increased licenses. The overall SAP footprint is growing.

OUR 2026 LICENSE BENCHMARK SHOWED:

Companies Think Cloud can Reduce License Responsibility.



BUT IS THAT TRUE?



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Key insights from the Nordic SAP License Benchmark 2026

Cloud adoption is now mainstream – readiness is not. 80%+ have SAP cloud agreements, and many expect to go cloud-only within 1–5 years.

- Yet a significant (30%) move to S/4HANA or cloud without understanding the license impact.

OUR 2026 LICENSE BENCHMARK SHOWED:

Companies Think Cloud can Reduce License Responsibility.

BUT IS THAT TRUE?



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Key insights from the Nordic SAP License Benchmark 2026

Authorizations are the biggest hidden cost driver

- It is assigned access – not actual usage – that determines license cost.
- Nearly 60% have not aligned authorization concepts to S/4HANA or RISE license rules, creating major risk.

OUR 2026 LICENSE BENCHMARK SHOWED:

Companies Think Cloud can Reduce License Responsibility.



BUT IS THAT TRUE?



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Authorization the hidden license cost driver and security risk

Authorization Impact on Licensing

User license categories depend more on authorizations assigned than job titles or roles, affecting SAP licensing costs.

Risks of Standard Roles

Using standard SAP roles can lead to over-licensing due to broad access and higher license classifications.

Benefits of Customized Roles

Customized, process-oriented roles reduce costs and are easier to manage and govern over time. Both Financial and license Compliance.

Compliance and Governance Importance

Poor role design increases compliance risks and audit complexity, especially in cloud environments with high system visibility.

From compliance to control: Practical takeaways

Engage Licensing Early

- Involve licensing considerations early in transformation initiatives to avoid late surprises and maintain commercial and technical control.

Align Architecture, Access and License Strategy

- Architectural choices, authorization design, and licensing strategy must be aligned to ensure coherent decision-making and cost transparency.

Move from Reactive Compliance to Proactive Control

- SAP license management has evolved into a continuous discipline where real-time usage visibility replaces audit-driven, after-the-fact compliance.

Use Scenario-Based Forecasting and Governance

- Scenario-based forecasting and integration into governance forums enable better planning for growth, integrations, and organizational change.

Invest in Maturity and Cross-Functional Collaboration

- Sustainable license control requires investment in tools, processes, and skills, and close collaboration between IT, security, procurement, and business teams.

Contact us

We are always keen to talk SAP
... or wine

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AI in SAP Benchmark 2026

*Participate and benchmark your
organization with SAP peers - And WIN !!!*

