



ASUGMEX
Asociación de Usuarios de SAP en México A.C.

CONFERENCIA ANUAL
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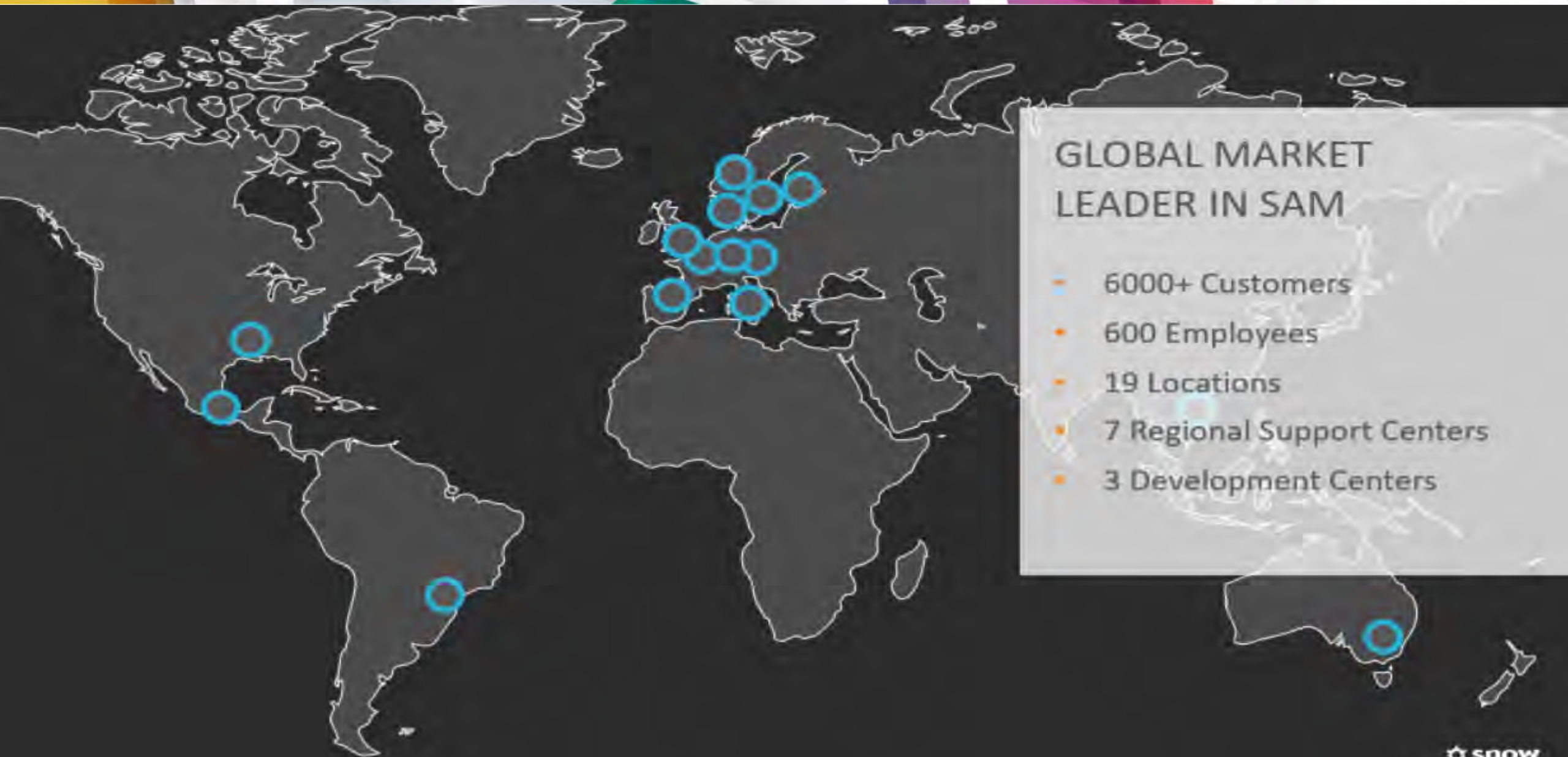


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Snow Optimizer for SAP

THE WORLD LEADER IN SAP LICENSE MANAGEMENT SOLUTIONS

Elvis Martins | Pre Sales Manager LATAM



GLOBAL MARKET LEADER IN SAM

- 6000+ Customers
- 600 Employees
- 19 Locations
- 7 Regional Support Centers
- 3 Development Centers



SAP LICENSING



THE CHALLENGE

SAP has complex licensing metrics. For an accurate understanding of actual usage, these need to be accounted for and compared to specific usage rights in each contract.





THE CHALLENGE

- How can I guarantee that I am classifying my users correctly?



52 – Professional?
53 – Limited Professional?
54 – Employee?
55 – Developer?
71 – Special B2B?

The selection is often the “best guess”



THE CHALLENGE



- “Gartner clients that mature their SAM processes and use tools to focus on license optimization typically report up to **30%** spending reductions within one year”



OUR TECHNOLOGY



SNOW OPTIMIZER FOR SAP



- SAP Native (SAP add-on)
- SAP Certified!
- HANA ready!
- Business Objects ready!
- Quick & Easy installation
- Monitor the Indirect access!
- End to End User Optimization
1- 2 weeks
- Prerequisite : Netweaver 7.01



NO AGENTS!

The Snow Optimizer is installed on an SAP system (SOLMAN) and then connected to the other systems via the RFC without the need for agent installation.





DATA COLLECTION





SNOW OPTIMIZER FOR SAP





DEMO



GRACIAS!