



Snow Optimizer for SAP

THE WORLD LEADER IN SAP LICENSE MANAGEMENT SOLUTIONS

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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.

SAP LICENSE METRICS

USER LICENSE TYPES

More than 130 different types

FUNCTIONAL ENGINES

For example: Logistics, Finance, HR

INDUSTRY ENGINES

For example: for Real Estate, Energy, Banking etc.

INDIRECT USAGE

For example: Portals, SalesForce

PLANNED INTEGRATION OF LICENSE TYPES

For example: Business Objects, Ariba



THE CHALLENGE

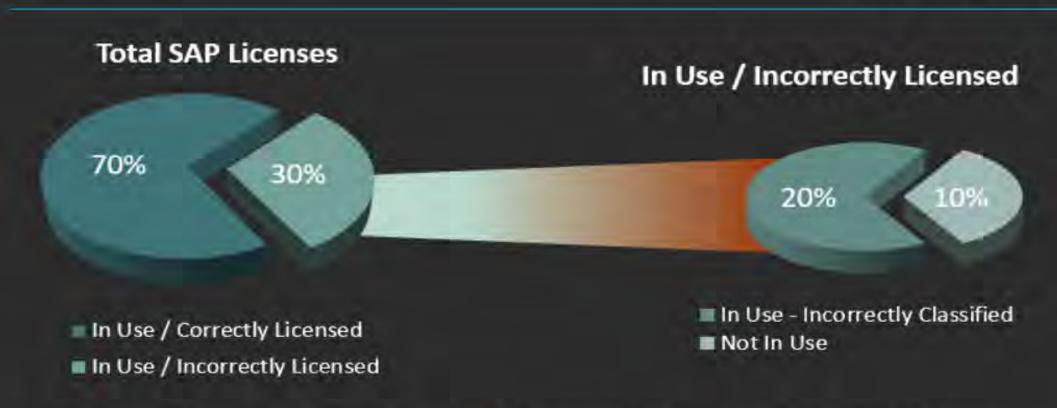
How can I guarantee that I am classifying my users correctly?

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"

GARTNER March 2016

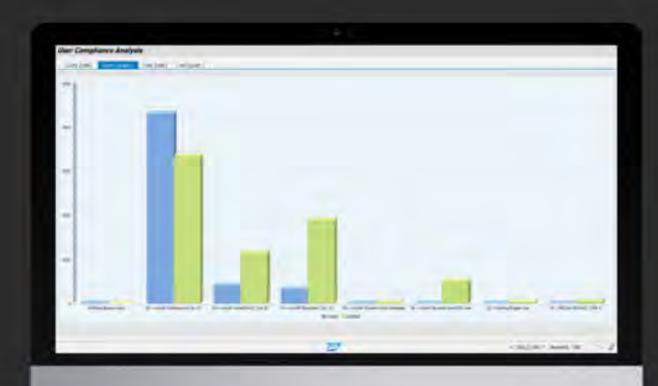




OUR TECHNOLOGY







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





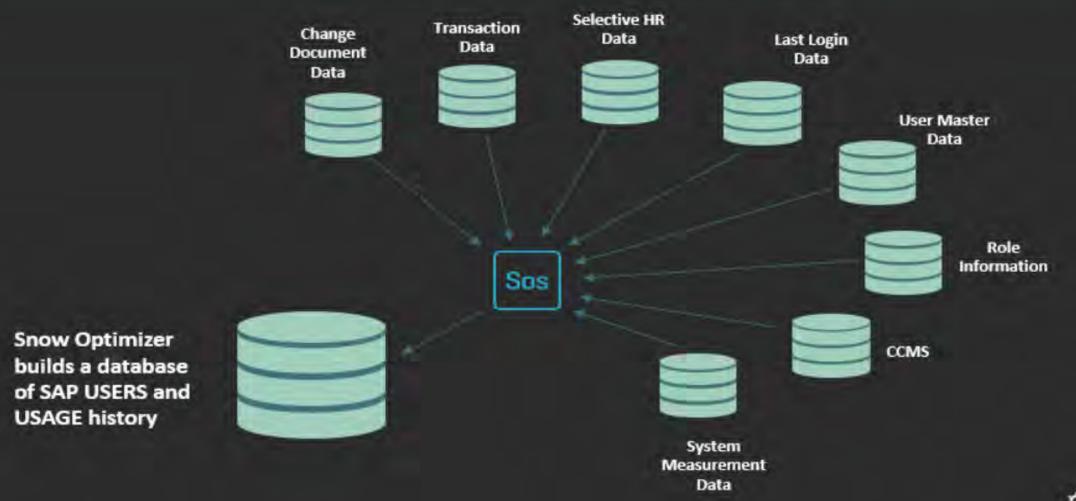
NO AGENTS!

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

Classification

Perfectly adjusted licenses

Make sure you have what you need

Optimization Shelf Ware

Indirect
Access Compliance

Recycle

Optimize your inactive licenses

Did the user logon on in the last 90 days?

Did the user ever used the license?

Why is locked?

Transparency

Monitor external access

Do I have to license it?

Avoid risks

Plan

Avoid unplanned spending

Buy what you really need

Conduct the narrative

Monitor in real time





DEMO



GRACIAS!





