

SOLUTIONS⁺ by VOQUZ Labs



VOQUZ Labs' **samQ**, **visoryQ Business Case Builder**, and **visoryQ FinOps Manager** provide enterprise-grade solutions for license optimization, strategic transformation, and financial control—delivering long-term value across your SAP® landscape.

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**MAXIMIZE
YOUR ERP**

cost-effective. compliant. clever.



+

samQ License Optimizer for SAP[®] Software

*Are you sure you
have the correct
SAP[®] licenses?*



samQ automates and centralizes all SAP[®] licensing processes to optimize your costs, reduce risk and improve compliance. Usage and authorization based license distribution keeps you prepared and optimized for annual system measurement at all times – without the need to classify users manually.

By optimizing your SAP[®] license inventory with samQ, you can guarantee permanent, ideal distribution of the existing license inventory based on actual usage and assigned authorizations. The result is a permanently optimized and compliant SAP[®] landscape.

**MAXIMIZE
YOUR ERP**

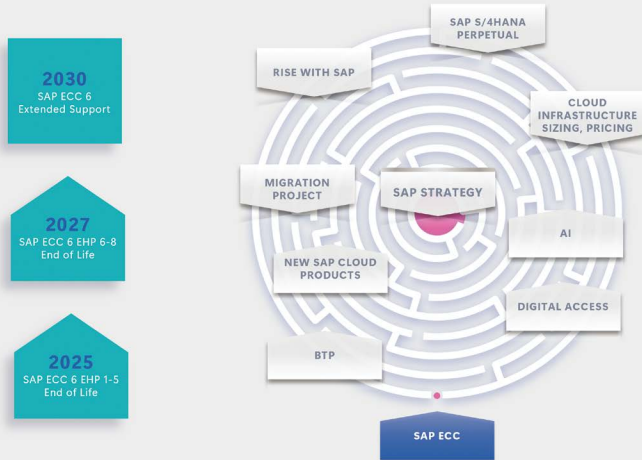
cost-effective. compliant. clever.

COMPLEX REQUIREMENTS

SAP® license management

Any company that deploys SAP® software is only permitted to use it in accordance with the contractual terms. However, different license metrics and licensing conditions exist for the various SAP® products.

SAP® S/4HANA is just around the corner and considerations regarding on-premise or cloud, or perhaps outright RISE with SAP®, present multiple challenges. SAP®'s overall cloud applications also need to be considered.



The graphics above show the possible SAP® challenges for the next years

SAP® SYSTEM MEASUREMENT

Are you paying too much?

To prove correct use of SAP® products, based on SAP® standard practice, companies must measure their systems once a year. They do this independently, but according to SAP®'s guidelines, and then submit the results to SAP®. SAP® writes in this regard:

“To be able to measure all users of your SAP® installation clearly and exactly, you must classify your users in accordance with the current use and the underlying price list before every system measurement. If your contract changes, you must reclassify the users that have already been classified in accordance with the user types in the new license.”

Source: SAP® Help Portal (Documentation), *Process of System Measurement, 7. Classify the Users*

Companies with a large number of SAP® users and a complex SAP® landscape with several productive systems face an enormous challenge. Reliable usage data must be collected in order to assign the optimal license to each SAP® user at all times. However, this requires significant effort in terms of personnel, time, and ultimately costs that cannot be managed manually. To ensure compliance and prevent under-licensing, SAP® customers therefore often allocate licenses on the basis of authorizations, many of which are out of date, and not a true reflection of actual requirements.

Whilst this is in line with SAP®'s current standard user definitions, the result is that users receive a maximum license instead of a cheaper one that would be much better suited to their needs. This means that customers are paying unnecessary additional costs for licenses and maintenance due to over-licensing.

NON-COMPLIANCE & UNDER-LICENSING

Another major financial and legal risk exists in the case of under-licensing. In this case, the actual usage of an individual exceeds the scope of authorization of their license. SAP® can therefore demand

additional payments or the purchase of additional licenses - even in the context of a legal dispute. Often, however, no additional licenses need to be purchased at all. A corrected allocation or improved user classification is sometimes sufficient to release enough licenses to be used elsewhere. However, this potential is not apparent from the results of the standard SAP® system measurement, as SAP® does not check for this!

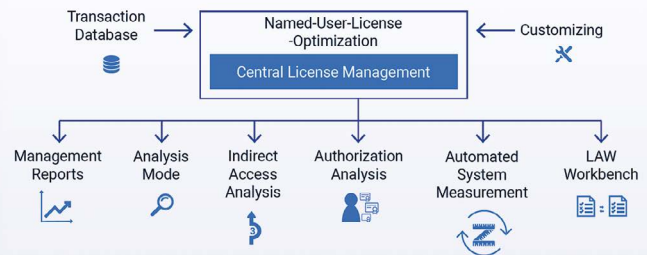
With the help of samQ License Optimizer for SAP® Software, SAP® customers can uncover such cases, classify users according to their actual usage and automatically adjust the results in the connected SAP® systems directly through samQ. As a result, existing licenses are used more efficiently, compliance guidelines are adhered to, and costs for license purchases and maintenance are reduced. This is not feasible without a precise, automatic tool.

THE MOST RELIABLE SOLUTION: SAMQ!

Optimizing the SAP® license inventory with samQ License Optimizer for SAP® Software guarantees a permanent, ideal distribution of the existing license inventory based on the actual usage of SAP® users. The tool collects reliable data on the usage behavior and analyzes and evaluates it using a transaction database with the optimal license type. The result is a permanently optimized SAP® landscape. This makes time-consuming preparations for SAP® system audits a thing of the past. License audits become transparent, verifiable and no longer lead to unnecessary expenses.

samQ is programmed in ABAP, and installed as an SAP® add-on on a central ABAP system that is connected to the systems to be measured via standard

RFC connections. No installation software is required in other systems, unless in the Digital Access area one wants to determine the Users generating documents relating to Digital Access. In this case, a special report must be installed in the corresponding systems, which additionally collects this information and sends it to samQ.



The heart of samQ is a transaction database. For this purpose VOQUZ Labs provides a collection of all standard transactions that can be executed in SAP®. This database can be extended by custom-specific license definitions as well as individual Z and Y transactions, and contains the most common SAP® add-ons. The transaction database is constantly extended and updated with new transactions. This makes samQ the only dynamic solution on the market for SAP® Software Asset Management Solutions.

ACTIVE SAP® LICENSE MANAGEMENT:

Act now!

samQ License Optimizer for SAP® Software gives you full control over your SAP® license management. Thanks to the usage-based license distribution, you are optimally prepared for the annual sys-

tem measurement at any time - without having to manually classify users. Duplicate or inactive users are consolidated and unused licenses are detected. In addition, samQ analyzes the current usage of Digital Access in order to make the most favorable licensing of indirect usage transparent to the company.

With the analysis functions in samQ, an unlimited number of different theoretical licensing situations can be recreated, SAP® S/4HANA licensing landscapes are determined with accuracy from the existing activities of the users in the SAP® systems or the FUEs to RISE with SAP®. All of the findings are presented in a clear and very easily understood dashboard.

BENEFITS AT A GLANCE

- ✓ Automatic licensing on a usage basis or according to assigned authorizations
- ✓ Permanent automatic maintenance of the most cost-effective license distribution while maintaining SAP® compliance
- ✓ Disclosure of over- or under-licensing
- ✓ Targeted (re)purchase of the optimal license types using the entire possible range of SAP® licenses
- ✓ Automatic monitoring of Digital Access and other indirect usage
- ✓ Central license optimization in all connected systems reduces the previous manual effort by up to 80%

- ✓ License information is made available transparently and centrally
- ✓ USMM protocols are generated centrally at the push of a button and the annual measurement can be started centrally in samQ
- ✓ All measurable engine values can be bundled under the corresponding material numbers in the dashboard and their current values displayed
- ✓ Support for the analysis for the license model change to SAP® S/4HANA or RISE with SAP® in the form of FUEs
- ✓ samQ is continuously improved and adapted to market needs

DETAILED FEATURES



Central License Management

samQ facilitates central management of all SAP® user licenses. There is no need to edit user profiles in each individual system. Instead, samQ enables information to be updated across all connected SAP® systems. samQ identifies inactive SAP® users and deactivates their accounts. Double user accounts are consolidated so that every SAP® user has exactly one named user license across all SAP® systems. The licenses freed in the process eliminate the need to purchase new ones and enable you to reassign unused licenses.



Named-User License Optimization

samQ thoroughly analyzes the usage data of

all individual SAP® users and determines who uses SAP® in which way. The transaction data is used to determine the optimal license type. samQ automatically recognizes changes in users' usage behavior that would be difficult to detect without a software tool, and it modifies the licenses accordingly. This permanently ensures that your licensing status is always as low as possible.



Transaction Database

samQ uses a dynamic transaction database known as the Optimization Engine to determine the optimal license types. It contains all the transactions executable in SAP® that were evaluated with a specific named-user license type. The transaction database is constantly modified, expanded, and updated to include new transactions, for example, when SAP® makes changes to its price and condition lists. samQ checks the usage data collected for individual users against the transactional database and automatically switches to the correct type of license if the current license does not suit their usage behavior.



Customizing

samQ enables customers to take into account all the details from company-specific SAP® contracts in order to create a precise model of their business conditions. An extensive range of customizing options are available to the client for this purpose. For example, prices and conditions, ratio-based rules (ratio of professional to limited pro-

fessional user licenses), special licenses, transaction evaluations for specific transactions, and more can all be precisely configured. This information provides a framework for optimizing the SAP® licenses.



Management reports based on a multi-layered dashboard

For the visualization of the most important license data a comprehensive dashboard is available here you get, without having to go directly into the SAP® all data prepared displayed.



Automatic System Measurement

The optional module helps users conduct the annual system measurement. It automates both engine and user measurement centrally across all systems from a single point. Engine measurement makes it possible to generate and save full USMM reports. In the process, samQ saves the date-stamped USMM measurement results (full result logs) and makes them available at all times for all kinds of evaluations. This module is especially useful for monitoring engine usage.



LAW Workbench

This module makes it very easy for you to check the results of your LAW reports. samQ compares your calculations with the LAW results, identifies any deviations, and enables a drill down all the way to the user/client level. Consequently, you can always be sure that the reported results match your calculations.



Analysis Mode and 'What-if' Scenarios

Evaluations can be run in samQ with fully customized settings without changing existing customized settings or deactivating daily optimization. samQ offers a variety of license templates for this purpose. Advantageous configurations can be saved or used directly in customized settings, as required. This makes it possible to develop scenarios that factor in license types that are not yet part of the customer's license inventory.



Digital Access & Indirect Access Analysis

samQ automatically determines the documents collected by Passport and simultaneously shows which users have created them. This gives you a complete overview of possible digital access. With samQ you can also find out which third-party systems and add-ons access your SAP® data. samQ automatically analyzes all RFC connections and the data exchanged via them. In doing so, samQ examines the interfaces with regard to actual use and then determines and classifies the critical cases. This provides you with a continuously updated risk overview that serves as the basis for further analyses.



SAP® S/4HANA analysis and identification of FUEs

Every company has to realize the change-over to SAP® S/4HANA in the next few years. One of the key issues is to identify the required licenses in the new world. The SAP® tools are fundamentally too coarse

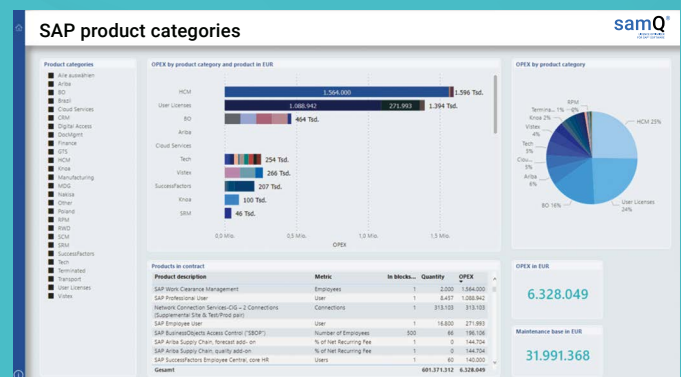
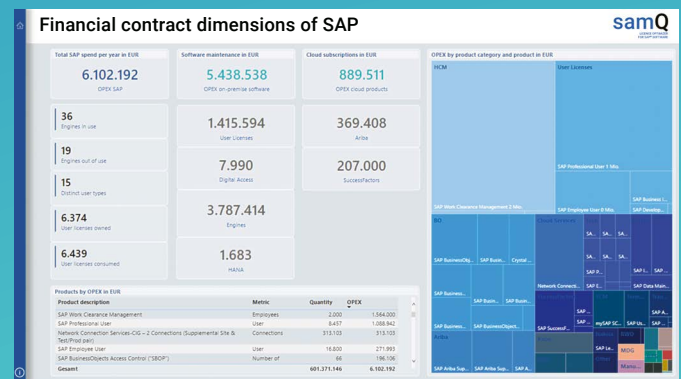
here and do not produce optimized results. With samQ, analyses can be performed in a few simple steps that show which licenses will be required later under SAP® S/4HANA or under RISE with SAP®.



Web services, Fiori and third-party activities

Many activities no longer take place directly in SAP®, but are realized through apps on the web. samQ determines the associated licenses or identifies whether there is a case of digital access and therefore users no longer need a license because the use is already covered by digital access.

DASHBOARD IMPRESSIONS





samQ®
LICENCE OPTIMIZER
FOR SAP® SOFTWARE

**samQ License Optimizer
for SAP® Software**



Future-proof SAP® Strategy ⁺ *with visoryQ* Business Case Builder

*SAP® S/4HANA?
RISE with SAP®?
Hyperscaler or
on-premise*

After years of using SAP® ECC you need to make a strategic decision: should you go with SAP® S/4HANA on-premise or with a Hyperscaler, or should it be RISE with SAP®? Or even a composable ERP with best-of-breed components from different suppliers?

visoryQ Business Case Builder for SAP® Software visualizes the differences between the various scenarios from financial and scope perspectives. And beyond that, VOQUZ Labs helps you evaluate SAP® proposals for a much better negotiating position.



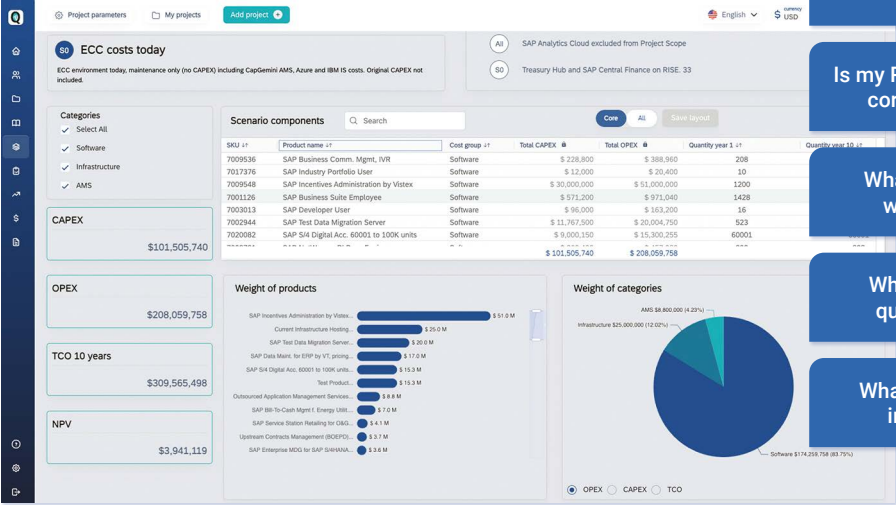
**MAXIMIZE
YOUR ERP**

cost-effective. compliant. clever.

RETHINK YOUR SAP® ERP STRATEGY

with visoryQ Business Case Builder for SAP® Software

Most SAP® clients are looking at SAP® S/4HANA and RISE with SAP® and try to understand how it affects OPEX, CAPEX and their SAP® TCO (Total Cost of Ownership). In addition, they try to find out how SAP® will allow for and support a composable ERP strategy that allows them to go for best-of-breed solutions that help their companies attain additional benefits.



ECC costs today

CAPEX \$101,505,740

OPEX \$208,059,758

TCO 10 years \$309,565,498

NPV \$3,941,119

Weight of products

Weight of categories

What is my actual TCO for SAP® ECC?

How will it change on SAP® S/4HANA and RISE with SAP®?

Is my RISE with SAP® proposal correctly dimensioned?

Is my infrastructure sizing complete?

What is included in RISE with SAP® services?

What additional services do I need?

What license types and quantities will I need?

How will IT infrastructure costs change on SAP® S/4HANA?

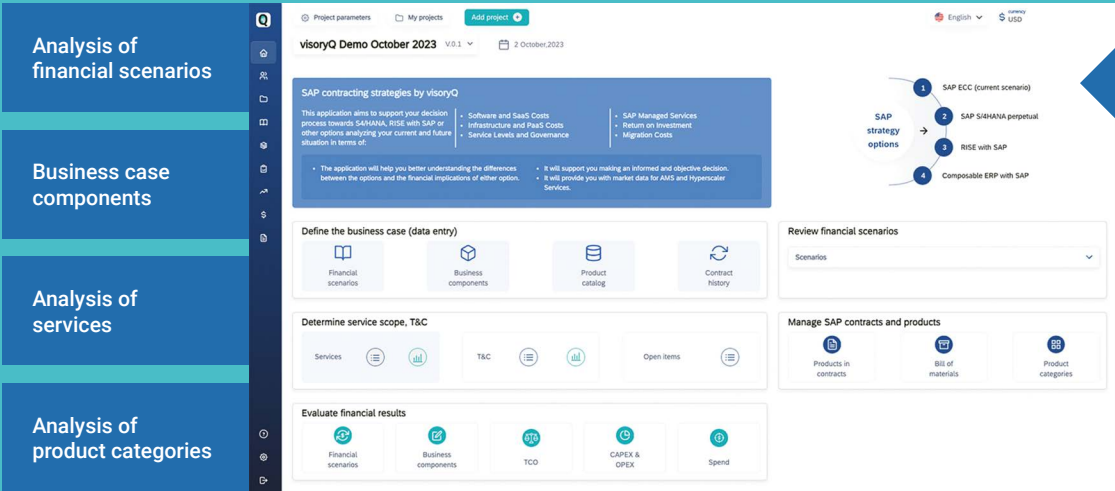
What other factors shall I include in my TCO?

What is the Net Present Value of every scenario?

visoryQ Business Case Builder for SAP® Software provides the decision criteria and financial framework you need to prepare, visualize, and justify your decision-making about the future of your ERP.

THE SIMPLE APPROACH

Automated composition of SAP® business cases.



Analysis of financial scenarios

Business case components

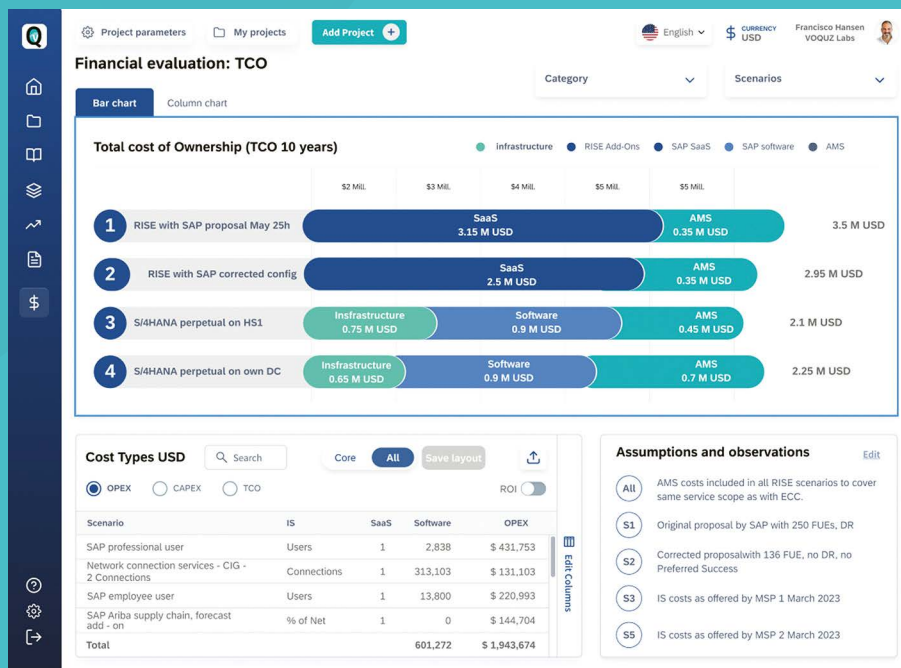
Analysis of services

Analysis of product categories

visoryQ
BUSINESS CASE BUILDER FOR SAP® SOFTWARE

Build your ERP strategy on a transparent and documented foundation.

Consider all implementation options and evaluate your strategy from every single angle.

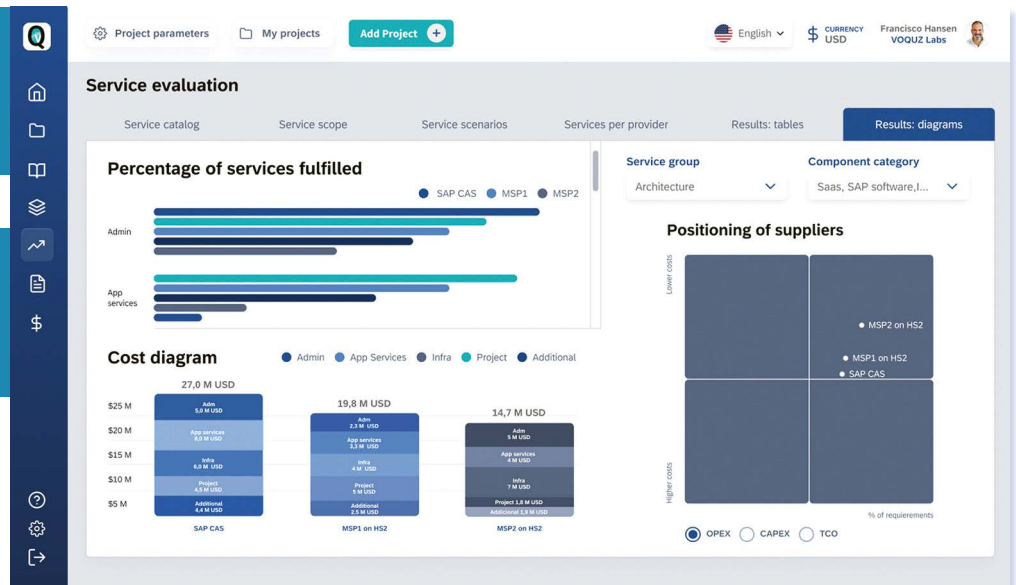


Compare your actual costs with all future implementation options and make a fact-based decision on your strategy.

Review all scenario components including software, infrastructure, services, migration and ROI.

Review your actual service scope and make sure, you cover this scope in your future implementation scenarios on RISE with SAP® or SAP® S/4HANA.

Understand SAP®'s Roles and Responsibilities descriptions and select all SAP® Application Management Services needed.





Manage Licenses & Costs⁺ *with visoryQ* FinOps Manager



Make the most of your investment in SAP®!

Understand the financial structure of your SAP® contract and your current product consumption.

Obtain consolidated compliance information for SAP® on-premises, SAP® Private Cloud, SAP® Public Cloud, BTP, and Services.

Plan your SAP® budget and comprehend your TCO (Total Cost of Ownership). Be aware of licensing risks and plan your true-ups ahead.

**MAXIMIZE
YOUR ERP**

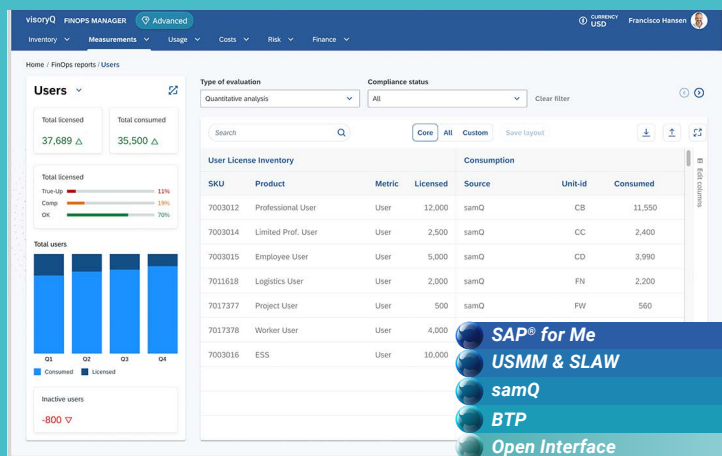
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EMPOWERED BY VISORYQ FINOPS MANAGER

Use the many influencing factors in SAP® licensing to your advantage!

visoryQ FinOps Manager consolidates information from samQ, SAP® for Me, USMM, HANA, Self-Declarations, BTP, and any generic information source. This way, you consider all the parameters and influences to make your system more efficient and optimize costs.

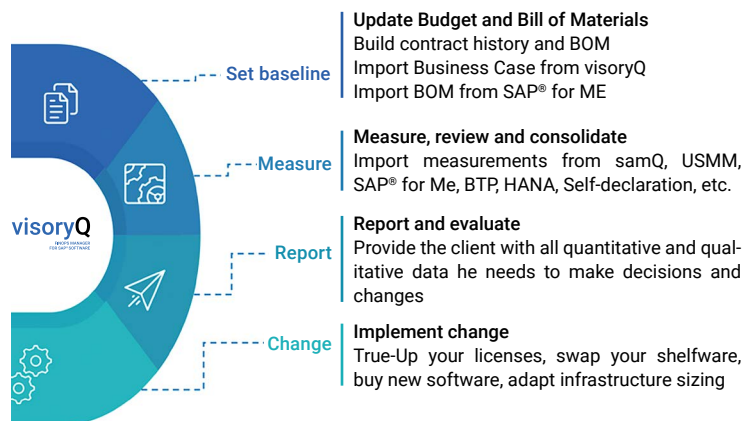
visoryQ FinOps Manager empowers you to complete your classic SAP® software asset management with all necessary data sources to understand your planned and actual TCO (Total Cost of Ownership) of SAP® and manage licensing risks and true-ups appropriately.



- ✓ Offered as a Managed Service for SAP® Licensing
- ✓ Supplied as a Cloud Application
- ✓ Maintained by our Experts = maximum output
- ✓ Providing access to expert SAP® Licensing Advisors
- ✓ Presented in quarterly licensing meetings

YOUR BUSINESS VALUE

Get the most out of your SAP® investment



Multiple SAP® applications, both on-premises & cloud

ONE effective license position per quarter

ONE system measurement support per year

Up-to-date consolidated consumption info (SAP® TCO)

- ✓ **Complete SAP®'s consumption information** with cost & risk evaluations, and plan your next true-ups in time.
- ✓ **Complete your classic SAP® software asset management** (by samQ License Optimizer for SAP® Software) with contract financials, cloud consumption, infrastructure & service costs, utilization dashboards, and long-term evaluations.
- ✓ **Save time and money in your SAP® contract**, license & cost management and automate recurring tasks with our specialized managed services. Document your history of changes and understand your growth trends.
- ✓ **Report SAP® cost information to your CIO and CFO** in a language they speak and complete your information with standard and custom tables and business graphics, that visualize complex information for quicker comprehension.

CARE+ MANAGED LICENSING FOR SAP®

Service Options

☆ ESSENTIALS

- ✓ Consolidated quantitative consumption information from your SAP® systems
- ✓ Usage dashboards
- ✓ Quarterly reporting
- ✓ Annual USMM + SLAW

💎 ADVANCED

- ✓ All services included in ESSENTIALS
- ✓ Financial Evaluation of Usage
- ✓ Risk Evaluation and True-Up Plan
- ✓ SAP® BOM
- ✓ SAP® ELP

🌐 360°

- ✓ All services included in ADVANCED
- ✓ Includes SAP® Private Cloud and Public Cloud products
- ✓ Includes BTP

YOUR BENEFITS

visoryQ FinOps Manager

SAP® License Mgmt as a service

samQ care+ now with visoryQ FinOps Manager

Offered as a service

360° SAP® Licensing

Pricing supports all requirements

Essentials
Advanced
360°

Quantitative Financial Cloud

Configure, Plan, Manage

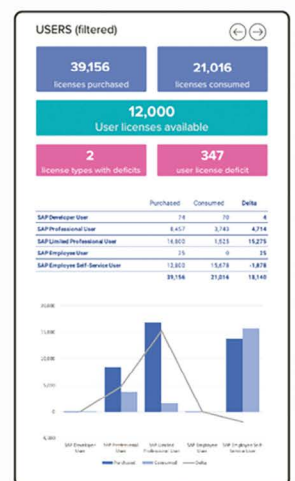
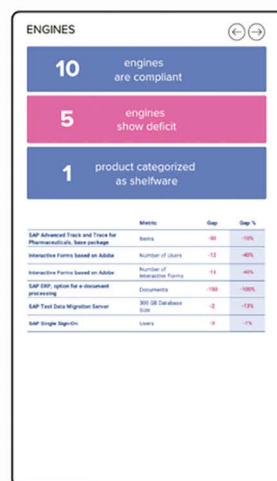
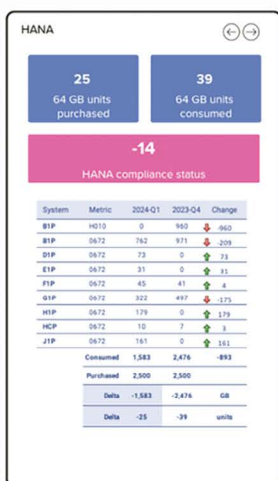
SAP® Cloud & SaaS Strategy supported

ECC, SAP® S/4HANA, RISE with SAP®, SAP® Private Cloud, SAP® Public Cloud, BTP

Soft transition from samQ & visoryQ

Business Case Builder & samQ are connected to FinOps Manager

- ✓ 360° view of your SAP® licensing consumption and financial license position.
- ✓ SAP® on-premises and SAP® cloud.
- ✓ Historical analysis and comparison of budget vs. consumption.
- ✓ Categorization of cost groups.

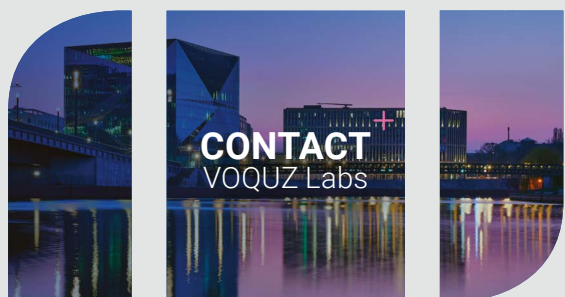


About VOQUZ Labs

VOQUZ Labs is a leading provider of SAP® software solutions that support businesses to manage their SAP® platform and business operations in an effortless and cost-effective way. Our portfolio consists of products designed to reduce SAP® license costs, enhance compliance and avoid business losses - we deliver efficient SAP® management by combining innovative tools with our extensive consulting expertise in license advisory, compliance and internal controls. We serve customers around the world from our offices in Amsterdam, Berlin, Cape Town, Cluj-Napoca, Kuala Lumpur, Lausanne, London, Mexico City, Munich, New York, Singapore and Stuttgart.

VOQUZ Labs Solutions

Best-in-class tools to improve the efficiency of SAP®: visoryQ consists of two intelligent modules. The Business Case Builder visualizes the differences between the individual SAP® ERP scenarios. With the FinOps Manager, you can continuously control the costs of your license management services. An ERP strategy has long-term impacts – our visoryQ Business Case Builder for SAP® Software reviews customers' strategies, options, and costs to facilitate their transition from ERP to SAP® S/4HANA and RISE with SAP®. Once the strategy has been defined, the SAP® licenses and costs, with all their complex influences, should be monitored optimally and continuously by the visoryQ FinOps Manager. VOQUZ Labs is a recognized leader in SAP® license management. Most of our samQ® software customers achieve savings in license and maintenance fees that significantly exceed their investment in samQ®, which assesses and manages SAP® licenses, automates user classification, and helps customers save costs. For business screening and automation of internal control systems, remQ Business Inspector for SAP® Software continuously monitors and controls critical business processes. remQ protects revenue and prevents financial loss in sales, finance, procurement and payroll. remQ also helps reduce counter-party and legal risks by screening business partners against global sanctions lists. Use our intelligent tools to save costs!



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