

VOQUZ LABS SAP LICENSING ADVISORY SERVICE CATALOG

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[ˈfəʊkəs læbz]

FOCUS: NOUN

1. the center of interest or activity

"This generation has made the environment a focus of attention."

synonyms:

center · focal point · central point · center of attention · hub · pivot

2. the state or quality of having or producing a clear visual definition

"His face is rather out of focus."

synonyms:

focal point · point of convergence · sharp · crisp · distinct · clear-cut ·



BOOST THE RETURN ON YOUR INVESTMENT

VOQUZ Labs Advisory Services are designed to help you transform the findings provided by our tools into tangible financial benefits.

We combine tailored software with consulting expertise, license management know-how and market-data. Our goal is to support, prepare and empower our customers to achieve the best results in their negotiations with SAP

BE ONE STEP AHEAD

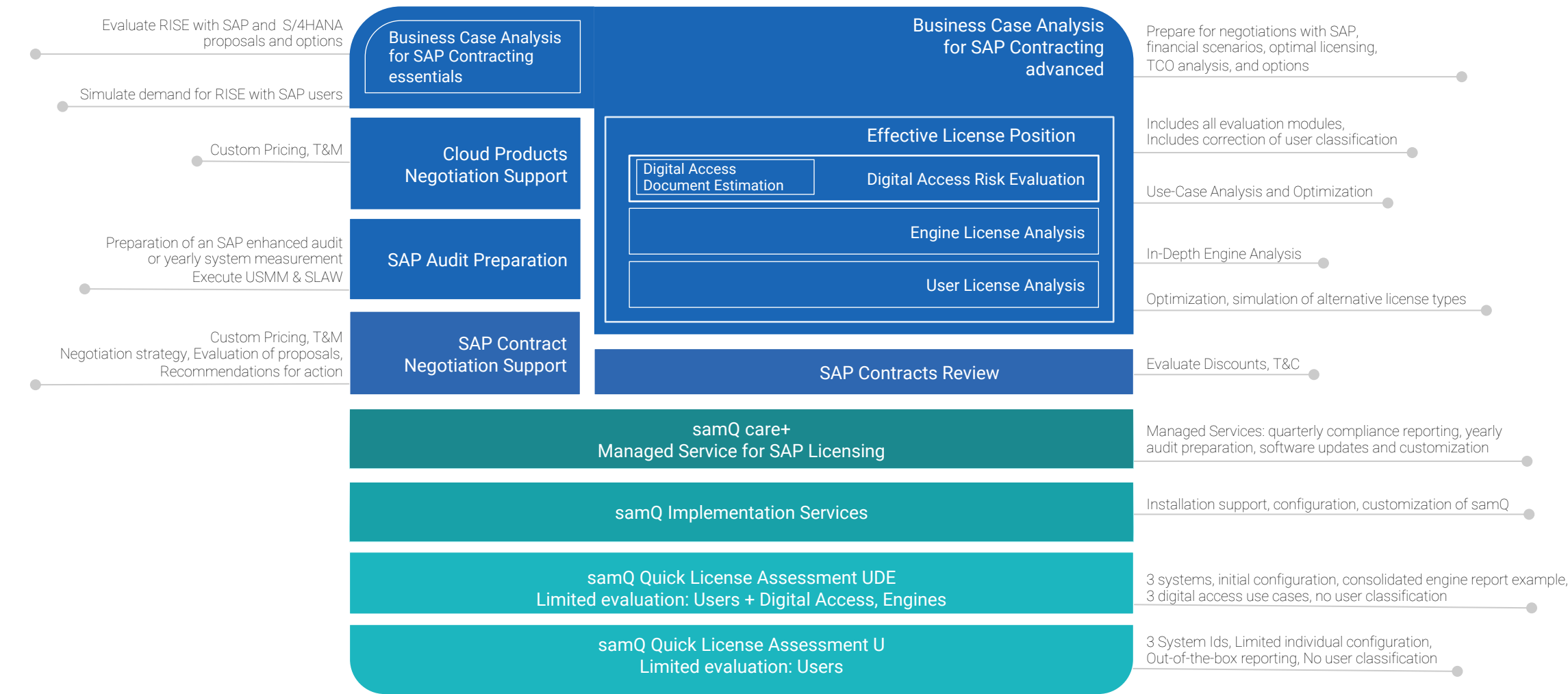
Are you concerned about the next audit or uncertain about Digital Access?

We will show you which way to go, plan your Digital Access costs and provide you with an effective SAP Audit Defense. With the right insights into your licenses and contracts, you will succeed in your next audit!



VOQUZ LABS ADVISORY SERVICE PORTFOLIO

VOQUZ Labs Advisory Services are designed to help you realize your SAP cost and optimization potential discovered by our suite of SAP software add-ons. By combining tailored software with consulting expertise, we help you transform the output of our tools into tangible financial benefits.



THE ROAD TO OPTIMAL CONTROL OF SAP LICENSING

VOQUZ Labs Advisory Services support you in the process of maturing your SAP license management. From initial diagnosis to contract clean-up, migration to S/4 and, finally, a continuous process to keep your license growth under control.

1

DIAGNOSTICS

Quick License Assessment, Advisory

- ANALYZE OPTIMAL USER LICENSE CONFIG
- DETECT ENGINES OUT OF USE
- EVALUATE DIGITAL ACCESS RISK
- DETERMINE DATABASE STRATEGY

2

IN-DEPTH ANALYSIS

Effective License Position, DAC

- EVALUATE YOUR PRICING
- EXCHANGE USER LICENSES
- DECOMMISSION ENGINES OUT OF USE

3

CHANGES

S/4HANA, RISE, licensing strategy

- EVALUATE PRODUCT CONVERSION
- EVALUATE CONTRACT CONVERSION
- EVALUATE CLOUD CONVERSION
- PREPARE OVERALL NEGOTIATIONS



MANAGED SERVICES

samQ care+

- MANAGE YOUR LICENSING ON A QUARTERLY BASIS
- MANAGE YOUR YEARLY AUDITS
- LEAD STRATEGIC PROCUREMENT



PROJECT DESCRIPTIONS

LICENSING PROJECTS & SERVICES



SAP USER LICENSING ANALYSIS & OPTIMIZATION

With over 50 different named user license types, complex use rights and huge price variances, licensing users compliantly whilst optimizing costs can be challenging. Our optimization service ensures you license only active users and each active user is licensed with the cheapest compliant license type.

- Right-size your active user population
- Expire inactive accounts, over-consuming licenses
- Eliminate generic user accounts and multiple log-ons
- Assign each user the cheapest available compliant license type
- Users defaulting to Full Professional classified correctly
- Simulate new cheaper license types from SAP's price list



At the end of this project, the client shall obtain an understanding of their SAP user license configuration and obtain an overview about

- User license surplus or deficit
- Users with a too low license assigned
- Users with a too high license assigned
- Inactive users
- Potential to optimize the costs of their license inventory

SAP ENGINE LICENSING ANALYSIS

With over 3,000 different SAP engine license types, 50 different engine metrics and huge price variances, following up with your engine usage is a challenging task. Our evaluation service is designed to understand your level of compliance for this product group.



SELF-DECLARATION PRODUCT MEASUREMENT

- Analyze SAP bill of materials and extract engine products
- Obtain and discuss business metrics like revenues, spendings etc.
- Analyze overall usage, engines out of use, engines with license surplus, engines with license deficits



ENGINE MEASUREMENT

- Perform engine measurement in all SAP systems
- Analyze and consolidate measurements for each engine
- Discuss plausibility with client

At the end of this project, the client shall obtain an understanding of their SAP engine license position and obtain values for:

- engines out of use
- engine license surplus
- engine license deficits

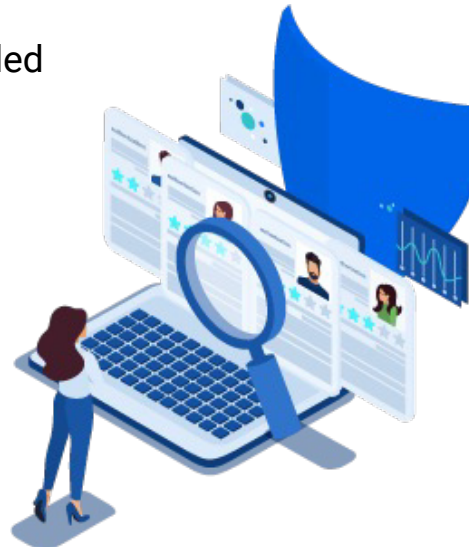


SAP DIGITAL ACCESS DOCUMENT ESTIMATION

SAP's Digital Access licensing model is a new way of licensing the indirect use of SAP based on "documents" instead of the standard user and engine-based approach. We use samQ to detect Indirect Access to establish your current risk position and measure digital documents to assess the level of digital access risk of your SAP installation.



- Measurement of Passport using samQ
- Measurement of digital documents using samQ
- Quantum of Indirect Access risk exposure
- Digital document price analysis & cost modelling
- No use-case analysis included
- No analysis of alternative technical scenarios included



Convert to Digital Access licensing or stick with your current model?

Our service helps you identify the optimal business outcome, and understand your financial risk exposure and your options. In addition, you'll obtain advice on alternative interface configurations to avoid digital access.



SAP DIGITAL ACCESS RISK EVALUATION

SAP's Digital Access is an alternative way of licensing the Indirect / Digital access of SAP based on the number of "documents" created in the SAP Digital Core, instead of the legacy user and engine-based approach. Which licensing model works best for your company is a complex and potentially costly subject, and very much depends on how your SAP environment has been designed, and the number and nature of non-SAP interfaces to your SAP system. We use samQ to help detect Indirect Access and measure documents to **assess the most cost-effective way of mitigating risk and licensing indirect use.**



- Includes all deliverables of project “SAP Digital Access Document Estimation”
- Review of SAP contracts, use rights and BoM
- Enterprise architecture workshop
- Measurement of indirect usage using samQ
- Measurement of digital documents using samQ
- Quantum of Indirect Access risk exposure
- Digital document price analysis & cost modelling
- Risk mitigation and risk reduction analysis
- Total cost of ownership comparative analysis
- Evaluation and documentation of use-cases
- Evaluation of alternative technical scenarios
- Financial risk, cost determination & reporting



Convert to Digital Access licensing or stick with your current model?

Our service helps you identify the optimal business outcome, and understand your financial risk exposure and your options. In addition, you'll obtain advice on alternative interface configurations to avoid digital access.



SAP EFFECTIVE LICENSE POSITION

SAP agreements and licensing models are highly complex. Understanding and optimizing your Effective License Position (ELP) can be challenging. Using samQ, our ELP Review reveals your effective licensing position, licensing risks, optimization opportunities and cost saving potential.



SAP contracts review, use right analysis and BoM validation



Inactive user accounts expired, full professional defaults fixed



Named users optimized with the cheapest compliant license



Automated engine measurement



Simulation of possible new user license types from SAP's price list



Discussion of self-declaration products



Assigned use rights analysis - user licensing risks



Indirect & Digital Access analysis, risk assessment & cost modelling

SAP ELP Optimization includes all deliverables included in the following standard projects:

- SAP User License Evaluation
- SAP Engine License Evaluation
- SAP Digital Access Risk Assessment

At the end of the project, you will have a detailed diagnostic of your licensing situation with SAP.



SAP CONTRACT REVIEW

SAP license agreements are among the most complex of all software vendors. Years of complex purchase history can make it difficult to keep track of changing terms and conditions, software use rights and licensing entitlements. Our SAP contract review gives you the clarity you need to regain control.

- SAP landscape review workshop
- Review SAP contract documents
- Price and discount benchmarking
- Document purchase history
- Establish software use rights
- Document/Validate Bill-of-Materials
- Validate annual maintenance charges

Understand your SAP contract!

Obtain independent advice on your contract pricing, terms and conditions, license inventory, strengths and weaknesses of your contract.



Contract Analysis



Bill-of-Materials



Benchmarking



Expert Insights



samQ Analysis



SAP AUDIT PREPARATION

SAP annual audits involve self-declaring usage based on how customers have configured their systems. However, without a SAM tool, licenses aren't actively optimized and annual audit submissions can lead to over-licensing and unplanned licensing costs.



Avoid unjustified and excessive license fees

Pay only for the licenses you actually need

Best-case commercial outcomes every time

Obtain independent advice!

When you have reasonable doubts about SAP's audit results and need independent advice and someone defending your interests, we will help you understand SAP's licensing rules and use them to your advantage to prevent you from unnecessary overspending.



SLAW AND USMM

Execute USMM in all relevant systems

Execute System Measurement with SLAW

Review results before sending them to SAP



AUDIT RESULT EVALUATION

Review SAP's audit findings

Evaluate SAP's mitigation proposals

Provide recommendations for the negotiation



BUSINESS CASE ANALYSIS FOR SAP CONTRACTING - ADVANCED

Migrating to S/4HANA cloud or on-premise is the best opportunity you will get to renegotiate your contract with SAP. In this process, we can help you convert shelfware, improve your discount levels and reach better contract terms to get maximum value from your S/4HANA or RISE with SAP Agreement.

- Determine the optimal strategy and financial scenarios to migrate to S/4HANA or RISE with SAP
- Understand and evaluate contract conversion, product conversion, and cloud extension policies
- License conversions, credits & exchange analysis
- Pricing, discount, and use rights analysis
- Purchasing scenarios and cost modeling
- S/4HANA or RISE with SAP contract migration planning
- Negotiations strategy and preparations



Optimization of SAP Agreements
Compare TCO models
Make informed decisions
Maximize value from negotiations



Understand your options and optimize user licensing costs!

Evaluating S/4HANA contract vs. product conversion, and /or RISE with SAP will optimize your costs. Understanding your actual usage vs. your future demand will lead you to lay down the optimal purchasing strategy. You will obtain an objective assessment of every proposal from SAP to target your negotiation correctly and reduce spending as far as possible.

Project executed with our new tool:

visoryQ
BUSINESS CASE BUILDER
FOR SAP CONTRACTING STRATEGIES

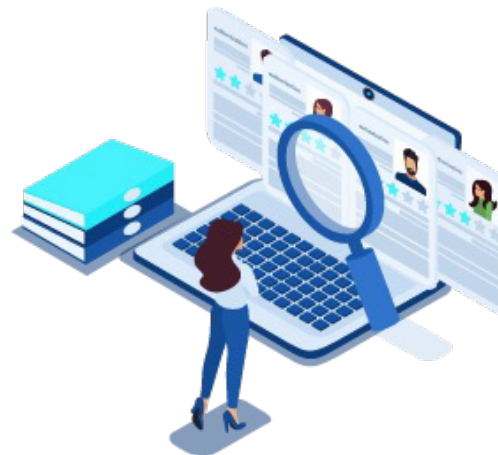
BUSINESS CASE ANALYSIS FOR SAP CONTRACTING - ESSENTIALS

Migrating to S/4HANA or RISE with SAP can be an excellent opportunity to renegotiate your contract with SAP. The decision between SAP's perpetual or subscription models is strongly influenced by your user licenses and potentially existing shelfware. This project will provide you with a cost comparison between the RISE user licenses you need and the classic ECC user licenses.

- Comparison of SAP's proposal with actual list prices and discount-tiers
- Evaluation of ECC to S/4HANA user licensing
- Evaluation of the FUE calculation
- Recommendations about the included infrastructure sizing
- Recommendations for the RISE with SAP Contract



Optimization of SAP FUE Configuration
Evaluate prices & discounts
Make informed decisions
Maximize value from negotiations



Understand your options and optimize your user licensing costs!

Obtain a clear picture of your S/4HANA user license demand: and/or optimized FUE configuration for RISE. Which is the least expensive option for your company? Get all the data you need to make informed decisions.

Project executed with our new tool:

visoryQ

BUSINESS CASE BUILDER
FOR SAP CONTRACTING STRATEGIES

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ONE-TIME SAMQ 30 DAYS LICENSE FOR BUSINESS CASE ANALYSIS

You are checking your options to migrate to S/4HANA or RISE, need to optimize your user license configuration, but don't want to implement a SAM tool yet? This add-on to your visoryQ project allows you to use samQ for 30 days, optimize your user licenses and estimate the number of users you need on S/4HANA on-premise or RISE.

- Usage analysis using our samQ technology
- S/4HANA or RISE with SAP User License Simulation
- User Cost modelling using samQ RISE with SAP licensing templates



Optimization of SAP Usage
Explore the need for user licenses on S/4 and RISE
Make prepared purchases
Reduce over-expensive licenses



Make sure, you don't migrate your actual mistakes in user licenses configuration to S/4HANA!

With this project add-on, you optimize your user license configuration, simulate S/4HANA or RISE user licenses on your existing ECC and make sure, you will be buying the exact amount and type of user licenses needed.

Project executed with our tool:

samQ[®]
LICENCE OPTIMIZER
FOR SAP[®]-SOFTWARE

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SAP CONTRACT NEGOTIATION SUPPORT

Contract renewals are often based on an SAP licensing measurement. However, without targeted clean-up and optimization actions, customers often end up paying for licenses and maintenance contracts in excess of what they need. Using samQ to prepare for a contract renewal ensures licenses are optimized and true-ups are minimized helping you reduce costs and maximize value.

- Review SAP Contracts
- Evaluate SAP's proposals
- Identify flex opportunities
- Identify license exchanges
- Perform cost modelling
- Document target outcomes
- Define negotiations strategy



Avoid over-licensing
Optimized maintenance contract
Save money

Obtain the best outcome in your negotiation!

Having access to SAP's market pricing, best-practices in contract terms and more than 100 negotiations per year will bring you in the best position to negotiate. We will lead you through the whole negotiation process, laying priorities right and assessing each proposal in comparison to the best negotiations of the past.



Optimized
licensing



Optimized
pricing



Determine license
exchanges



Licensed levels flexed to
correspond with actual use

SAP CLOUD PRODUCTS NEGOTIATION SUPPORT

SAP cloud products are taking more and more of the client's total spend in SAP. RISE with SAP, Ariba, SAP Analytics Cloud, SuccessFactors, Concur, Qualtrics, Integrated Business Planning, SAP Datawarehouse cloud.

ANALYSIS OF REQUIREMENTS

- Evaluate planned purchasing quantities
- Evaluate metrics and determine future demand
- Evaluate product selection

ANALYSIS OF PRICES

- Analyze product set and calculate total list prices including discount-tiers
- Determine expectable discount levels
- Evaluate SAP's proposals

NEGOTIATION STRATEGY

- Determine price expectations
- Deliver advice on SAP's proposals and negotiation strategy

Complete your negotiations with SAP with benchmarks and market information!

Our team will support your procurement process with all the insight, experience and facts needed to obtain the best results possible in your negotiations with SAP about cloud products.



SAMQ CARE+ MANAGED SERVICES FOR SAP LICENSING

No more stress with your annual SAP license measurement!
With our samQ care+ package you don't have to worry about anything anymore. samQ takes over your license optimization and we take care of the rest.

QUARTERLY MANAGEMENT AND REPORTING

- Assisted samQ Release updates
- Feature and configuration adjustments
- User license optimization
- Reporting on: Named Users, Engines, User Non-Compliance, Digital Access Document Usage

ANNUAL AUDIT PREPARATION AND SUPPORT

- Annual SLAW validation and preparation
- Recommendations for license optimization

STAKEHOLDER ORIENTATION

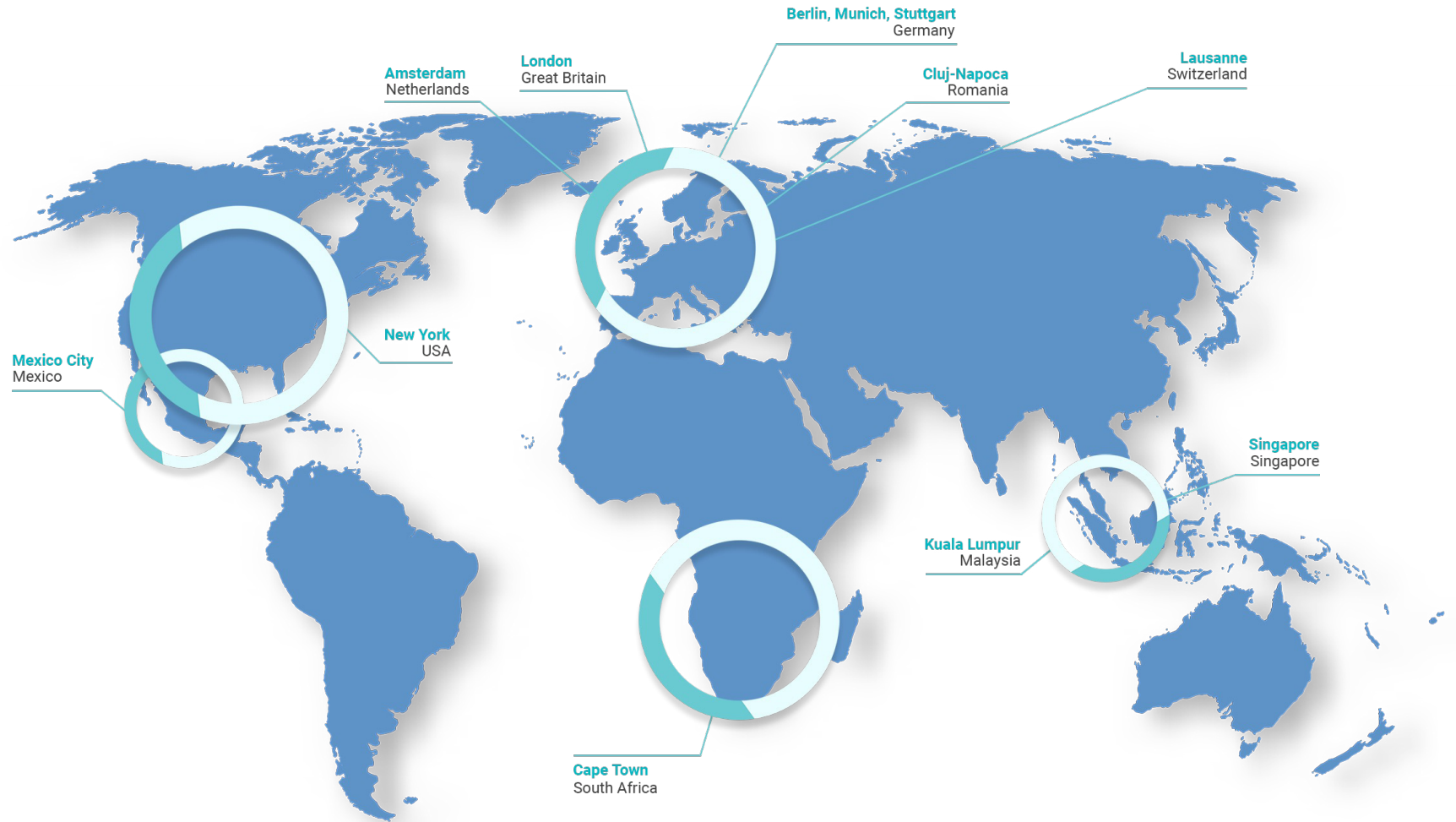
- Proactive alerting for license non-compliance
- Identification of discount and negotiation opportunities

Get rid of complexity and repetitive work and focus on the results. Our managed service will allow you to make purchase decisions based on solid data and avoid an uncontrolled growth of your license inventory. We take care of your license analysis, configuration and evaluation.



PROJECT DELIVERABLES	User License Analysis	Engine License Analysis	Digital Access Analysis	ELP Analysis & Optimization	Business Case Analysis for SAP Contracting - advanced	Business Case Analysis for SAP Contracting - essentials	Audit Preparation	Contract Review	Contract Negotiation	Managed Service
User License Measurement	•			•	•		•			
User License Optimization	•		•	•			•			1/4 yearly
Inactive Users	•		•	•			•			1/4 yearly
Multiple Logons	•		•	•			•			1/4 yearly
Simulation of Alternative Licenses	•		•	•			•			yearly
Automatic Engine Measurement		•		•	•		•			1/4 yearly
Self Assessment Products		•		•	•		•			yearly
Digital Access			•	•	•		•			1/4 yearly
Indirect Access			•	•	•		•			
Use Rights Analysis	•		•	•	•		•			yearly
User License Simulation					•					yearly
User License Classification							•			1/4 yearly
USMM & SLAW							•			yearly
Contract Review					•	•		•		
Proposal Review					•	•				
Price & Discount Analysis					•	•			•	
Financial Scenarios					•	•			•	
Contract / Audit Negotiation					•	•			•	
Contract Creation / Design					•	•				
SAM tool required for project (options):										
SAMQ 30 DAYS (one-time)					•	•				
SAMQ 90 DAYS	•	•	•							
SAMQ 1 YEAR	•	•	•	•	•		•		•	•
samQ PERPETUAL	•	•	•	•	•		•		•	•





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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.

Our SAP Solutions

Best-in-class tools to improve the efficiency of SAP®: An ERP strategy has long-term impacts – our visoryQ Business Case Builder for SAP® reviews customers’ strategies, options and costs to facilitate their transition from ERP to S/4HANA and RISE. 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 to save costs. setQ® is a tool for managing users and authorizations. It reduces access risks and SODs and increases compliance. For business screening and automation of internal control systems, remQ continuously monitors and controls critical business processes. remQ Follow the Money protects revenue and prevents financial loss in sales, finance, procurement and payroll. remQ Sanctions Compliance helps reduce counter-party and legal risks by screening business partners against global sanctions lists. Use our solutions to save costs!



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