



SUCCESS  
STORY

# Maximizing the SAP investment with samQ

RS Components maximizes their SAP investment by optimizing their SAP Licensing relying on VOQUZ Labs tools and advisory

**VOQUZ**  
Labs



**RS Components, headquartered in Corby, U.K., is the world's leading high-service distributor of electronics, automation and control components tools and consumables, serving 1 million customers globally. With operations across 32 countries and a global network of distribution centers worldwide, a 7,000-man team offer 500,000 products through the internet, shipping more than 44,000 parcels daily. RS Components have been serving engineers and procurement specialists for more than 75 years, delivering the things that matter most to their customers.**



Interview with **Jenny Craig**, Enterprise Architect and SAP application architecture specialist at RS Components:

#### **VOQUZ Labs: How was your SAP License Management initially taken care of?**

**Jenny Craig:** Before looking for an independent view of the SAP indirect access risk with VOQUZ Labs a consultancy provided insight into SAP licensing, but did not use an efficient, automated tool set for mid- and long-term optimization.

#### **VOQUZ Labs: Which criteria were decisive for the cooperation with VOQUZ Labs?**

**Jenny Craig:** RS Components had built a trust relationship with a senior SAP license advisor who represented VOQUZ Labs. It was a natural progression to continue to partner with VOQUZ Labs to gain SAP specialized licensing

advisory. Ensuring a best outcome for RS Components in respect to the SAP indirect access license requirements.

#### **VOQUZ Labs: What were your main objectives in order to improve the application landscape?**

**Jenny Craig:** For RS Components it was important to understand the options in terms of SAP License exchanges, the volumes and cost drivers. It was furthermore crucial to evaluate the impacts of changes to the business model and the financial implication of changes to the application landscape with future application demand.

#### **VOQUZ Labs: How was the VOQUZ Labs Advisory project able to uncover potential savings and mitigate financial risk?**

**Jenny Craig:** VOQUZ Labs optimization tool [samQ®](#) was identified to be the best tool to provide an automated, clear and accurate view of the SAP License measures that makeup SAP Indirect access. The combination of accurate data from a specialized SAP License tool together with expert advisory from VOQUZ Labs ensured a successful project outcome for RS Components.

#### **VOQUZ Labs: How has the project outcomes with VOQUZ Labs changed your view of SAP Licensing?**

**Jenny Craig:** Before running the project with VOQUZ Labs we were not yet aware of the full potential of our SAP Licensing options. It was a requirement to gain a neutral perspective on the SAP indirect access risk and to





be more accurately informed as to the risk implications and mitigation factors that were available to them as an organization. VOQUZ Labs was the right partner to achieve that with.

**VOQUZ Labs: Where do you see VOQUZ Labs' advantages compared to other IT solution providers?**

**Jenny Craig:** VOQUZ Labs is ensuring that they keep pace with the changing SAP Licensing conditions including various contract models. They assist organizations with an independent view on their SAP License models and enable them to best navigate their SAP negotiation to maximize their SAP investment.

**VOQUZ Labs: That is highly motivating to hear! Many thanks for the interview, Jenny!**



**Points awarded to VOQUZ Labs:**

Customer Service:  
**9/10 rating**



Value for money:  
**7/10 rating**



Technical support:  
**8/10 rating**



Advisor's professionalism & empathy:  
**9/10 rating**



VOQUZ Labs recommendation:  
**8/10 rating**



Overall satisfaction:  
**7/10 rating**



# About VOQUZ Labs

VOQUZ Labs is the leading provider of Software Asset Management (SAM) and Authorization Management (GRC) add-ons for SAP, with bases in Amsterdam, Berlin, Cape Town, Cluj-Napoca, Kuala Lumpur, Lausanne, London, Mexico City, Munich, New York, Singapore and Stuttgart. VOQUZ Labs combine best-in-class SAP User Management solutions and a strong Consulting Expertise in License Advisory, Compliance, Security, Access Control and Efficient User Management.

## Our SAP Solutions

With its exclusive software products samQ®, setQ®, visoryQ and more, VOQUZ Labs has specialized in the optimization of license costs and authorization concepts for SAP applications. Our solutions reduce the manual administration effort and cut costs by optimizing usage of the existing software inventory. In addition to the SAP License Management Tool samQ®, setQ® enables the automation of SAP Authorization Management. This way, authorization concepts and processes become revision-safe and compliant.

The in-house developed software asset management solution samQ® is the company's flagship product. It is a recognized leader in SAP license management. More than half of all samQ customers achieve savings in license and maintenance fees that exceed the purchase value of samQ® in the first year already. The visoryQ Business Case Builder for SAP contract strategies visualizes and underpins the decision criteria and financial framework necessary to prepare the basis for decisions about the future of the ERP.



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