



# FlexNet Manager® for SAP® Applications

## Analyze license usage to optimize your SAP investment and maintain license compliance

### Benefits to the Organization

- Know exactly who is using SAP and to what extent
- Optimize ongoing SAP license costs
- Ensure compliance by assigning each user the optimal named user license
- Minimize duplicate users and idle licenses
- Accurately budget for future SAP license requirements

“As the top priority for the past 3 years, reducing the cost of ownership and complexity remains the key concern among SAP customers.”

**R. Ray Wang**  
– Constellation  
Research  
Software Insider  
Survey

SAP® applications are among the most highly valued and widely used in many organizations. Without precise knowledge of how SAP systems are being used, organizations risk costly and unplanned expenses even after submitting the required License Administration Workbench (LAW) report to SAP. FlexNet Manager for SAP Applications allows enterprises to avoid overspending on SAP named user licenses and decreases the total cost of ownership of SAP software.

With FlexNet Manager for SAP Applications, organizations can centrally monitor and analyze the usage of their SAP systems to ensure an accurate and optimal license position is achieved. Insights into employee SAP use allow organizations to plan and budget for future SAP expenses and avoid buying licenses they don't need.

FlexNet Manager for SAP Applications also helps enterprises chargeback software expenses internally based on actual use and demonstrate license compliance at any time. Flexera's SAP optimization product is part of the FlexNet Manager Suite for Enterprises offering.

FlexNet Manager Suite helps businesses optimize licenses and maintain compliance to reduce costs across a wide range of applications and complex licensing models for thousands of vendors including the most popular ones such Microsoft, Adobe, IBM, Symantec, Oracle, SAP, and 20,000 engineering applications.

### More Accurately Budget for Future Needs

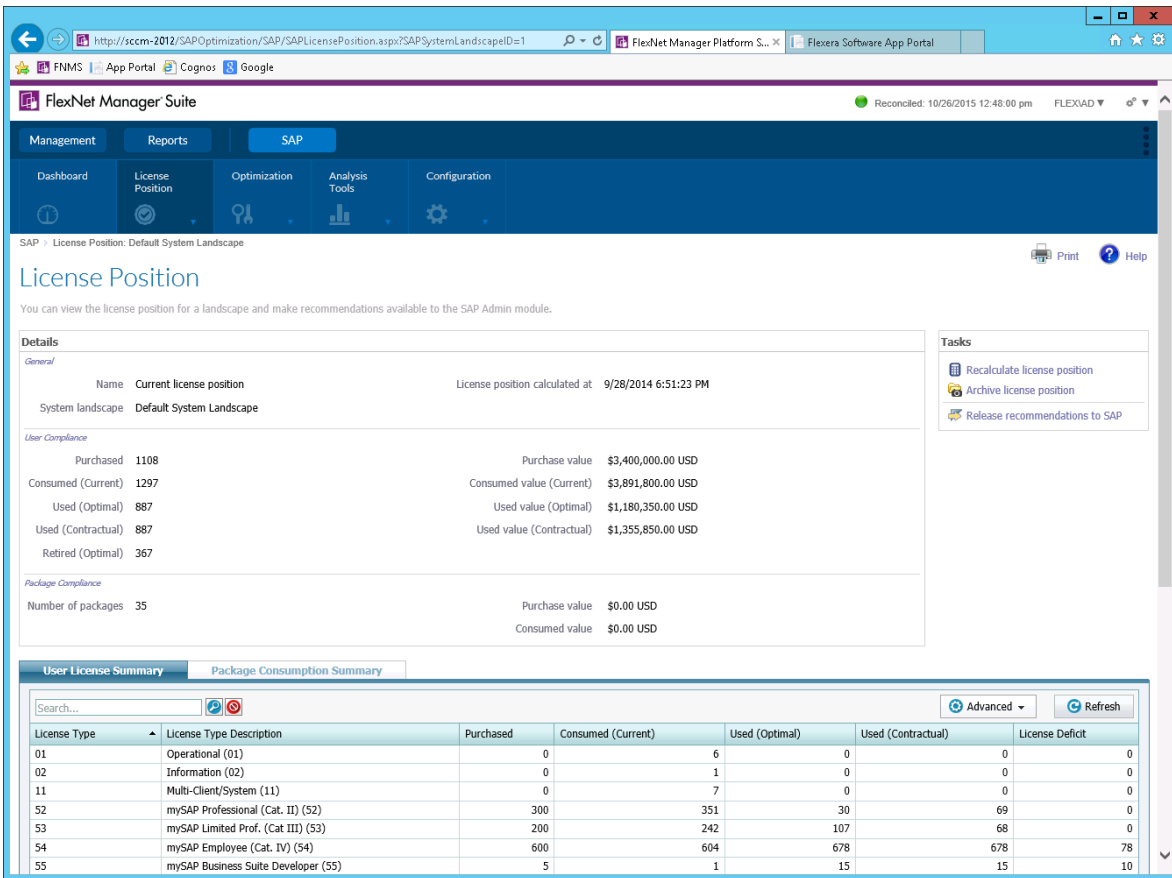
As organizations grow and change, license requirements become a moving target. Until now, enterprises have had a limited view into SAP usage, forcing them to perform many manual, error-prone steps and make costly guesses about license needs and budget forecasts.

FlexNet Manager for SAP Applications provides agentless collection of SAP usage information. The solution analyzes actual user behavior based on which SAP transactions are used and for how long, authorization roles, module usage, and more. This allows organizations to accurately predict future SAP license needs and avoid unbudgeted surprises.

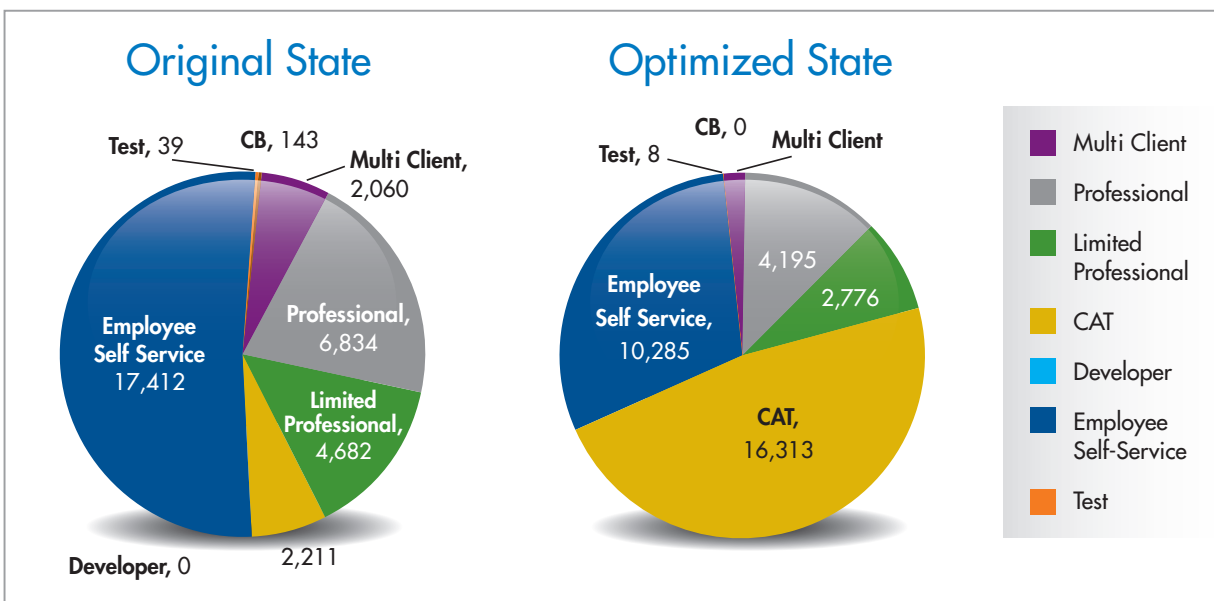
### Optimize Named User License Classifications

SAP named user license definitions are vague and administrators are often left to determine which license type should be assigned to each user with little or no information to help them or to substantiate their decisions.

FlexNet Manager for SAP Applications takes the guesswork out of SAP license classification by identifying the optimal license type for each user based on real usage patterns, in compliance with the associated SAP contract and in a fully automated and repeatable way. By applying the recommended changes to its SAP systems, license administrators can be confident that future spend will be optimized and unnecessary purchases will be avoided.



FlexNet Manager for SAP Applications Optimized License Position



Original and Optimized states for SAP user based licenses shows significant reductions in high cost license types, including Professional and Limited Professional Users.

## SAP License Ratios

Some SAP contracts stipulate a minimum ratio of Professional versus Limited Professional named user licenses. FlexNet Manager for SAP Applications calculates both an optimal license position based on real usage data and also a contractual license position that takes into consideration SAP's license ratio requirements. This enables organizations to optimize their SAP named user licenses while staying in compliance with their license agreement. It also allows organizations to understand what license ratios are costing them, which helps with future SAP contract negotiations.

## SAP Indirect Access License Management and Optimization

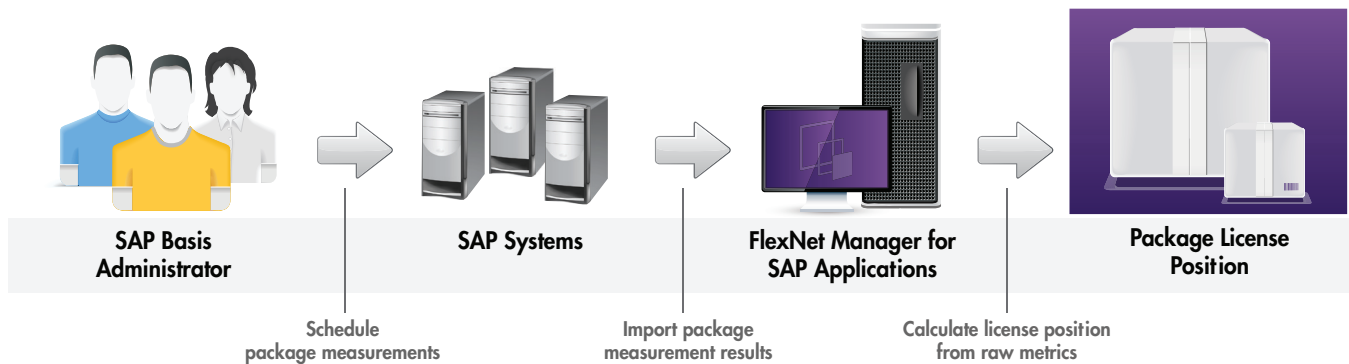
Indirect access has become a major concern for many SAP customers as SAP has started to perform more audits related to this usage model. FlexNet Manager for SAP Applications helps organizations to discover instances of indirect access, and to optimize the license requirements for users of non-SAP systems in the following ways:

- Identify accounts on non-SAP systems that have not logged in for an extended period and may be able to be retired (Idle Users)

- Identify users who have accounts on both SAP systems and non-SAP systems, to avoid licensing these users multiple times (Duplicate Users across systems)
- Determine the optimal SAP license type for each indirect access user based on all available information including their system authorizations and usage history.

## SAP Package (aka Engine) License Management

FlexNet Manager for SAP Applications collects package license metrics from SAP systems without the need to run a system measurement, allowing metric data to be collected on a regular basis. License rules convert multiple raw metrics into a single license consumption figure for each package license. The FlexNet Manager for SAP Applications Product Use Rights Library contains license rules covering hundreds of SAP packages. FlexNet Manager for SAP Applications provides ongoing visibility into package license consumption enabling improved budgeting of licensing costs, and reduces the preparation time and effort for annual true-ups.



## Minimize Duplicate Users and Idle Licenses

Companies regularly have inconsistencies in user information across multiple SAP systems, including usernames. This is particularly prominent in organizations where mergers and acquisitions have occurred. By identifying and eliminating these inconsistencies, FlexNet Manager for SAP Applications improves the ability for SAP to determine that multiple user accounts represent a single user, avoiding excess costs resulting from the same person being erroneously licensed multiple times.

Another common problem is tracking users that have changed job roles within the company and now need lower cost SAP licenses or have left the company, resulting in licenses sitting idle. FlexNet Manager for SAP Applications identifies these

users and recommends the lowest cost licenses that meet the end users' needs, and spots idle licenses that can be returned to the license pool.

Duplicate #	E-mail Address	User Name	First Name	Last Name	System ID	Risk	Match
E-mail address (Count=45) (Continued on the next page)							
1	j.brown@acme.com	A132589	Joey	Brown	GVD	Med	Matched on e-mail addresses
1	j.brown@acme.com	A131342	Joseph	Brown	GVD	Med	Matched on e-mail addresses
1	j.brown@acme.com	A131943	Joe	Brown	GVD	Med	Matched on e-mail addresses
2	kirk@starfleet.com	A395394	Kirk	Clausen	GVD	Med	Matched on e-mail addresses
2	kirk@starfleet.com	A399499	Captain	kirk	GVD	Med	Matched on e-mail addresses
4	ajcker@sample.com	AJCKER	AJCKER	AJCKER	D64	Med	Matched on e-mail addresses
4	ajcker@sample.com	ACKERSF	ACKERSF	ACKERSF	D64	Med	Matched on e-mail addresses
8	idest@sap.com	ALERENOTE	ALERENOTE	ALERENOTE	778	Med	Matched on e-mail addresses
10	amacove@flexera.com	AMACOVE1	ALEX	MACOVE1	E7A	Med	Matched on e-mail addresses
10	amacove@flexera.com	AMACOVE1	ALEX	MACOVE1	T78	Med	Matched on e-mail addresses
10	amacove@flexera.com	AMACOVE1	ALEX	MACOVE1	178	Med	Matched on e-mail addresses
8	IDES@sap.com	AP04DMEN	Michael	Douglas	T78	Med	Matched on e-mail addresses
8	idest@sap.com	BONDIN	Peter	Bonin	T78	Med	Matched on e-mail addresses
24	ron.chan@sap.com	CHAN	Ron	Chan	178	Med	Matched on e-mail addresses
26	total_chemical@yahoo.com	CP_VP_MKTG	Christian	Anderson	T78	Med	Matched on e-mail addresses

Eliminate duplicate users

## Continuous License Compliance

As organizations evolve, license compliance status can become a complex issue, especially following a merger or acquisition. FlexNet Manager for SAP Applications provides a continuous view of license compliance that is regularly refreshed based on the latest information. An executive dashboard highlights key compliance metrics and indicates optimization opportunities that exist throughout the enterprise.

## What-If Scenarios

FlexNet Manager for SAP Applications enables organizations to predict the cost impact of changes to their license classification policies. The product allows “what-if” scenarios to be simulated, including best-case and worst-case simulations. User defined rule sets can be used to drive the simulations and can be archived for future use.

## Simplified True-Ups

Preparing for SAP true-ups—creating the LAW report and sending it to SAP—can be an exhausting process. FlexNet Manager for SAP Applications minimizes the effort to prepare for a true-up or audit by automating the collection and processing of named user usage and package licensing data. By reclassifying users based on their actual usage, eliminating duplicate users, and reclaiming unused licenses, organizations can ensure that the SAP LAW report is based on real usage data that has been analyzed to allocate the lowest cost license types. Furthermore, by having the ability to determine package license consumption on an ongoing basis, enterprises can avoid unbudgeted true-up surprises for these licenses.

## Advanced IT Asset Management Capabilities

FlexNet Manager for SAP Applications is built on FlexNet Manager Platform, the foundation of the FlexNet Manager Suite for Enterprises—the industry leading Software License Optimization solution. The Platform provides a broad range of IT Asset Management capabilities, including management of contracts and associated payments, reconciliation of license classifications against purchase order entitlements, business intelligence—including trend analysis, and advanced reporting. Users can also create their own business reports using a visual report builder.

## Software License Optimization Services and Solutions

Software spending and license complexity continue to grow and organizations require best practice processes and next generation tools to gain control of their software estate.

Flexera’s Global Consulting Services team provides Software License Optimization services that help organizations achieve their business goals more quickly and with higher return on investment.

Our license optimization services leverage our FlexNet Manager Suite for Enterprises solutions to provide organizations with an accurate and optimized view of their license position, enabling them to reduce ongoing software cost and risk and accelerate time to value.

## Delivery Models

FlexNet Manager Suite solutions, including FlexNet Manager for SAP Applications, are available through three delivery models:

- **On-Premises**—software installed at the customer’s site
- **Cloud**—our Software as a Service delivery model
- **Managed Services**—Flexera or a Managed Service Provider partner deliver the solution

## About Flexera

Flexera is reimagining the way software is bought, sold, managed and secured. We view the software industry as a supply chain, and make the business of buying and selling software and technology asset data more profitable, secure, and effective. Our Monetization and Security solutions help software sellers transform their business models, grow recurring revenues and minimize open source risk. Our Vulnerability and Software Asset Management (SAM) solutions strip waste and unpredictability out of procuring software, helping companies buy only the software and cloud services they need, manage what they have, and reduce compliance and security risk. Powering these solutions and the entire software supply chain, Flexera has built the world’s largest and most comprehensive repository of market intelligence on technology assets. In business for 30+ years, our 1200+ employees are passionate about helping our 80,000+ customers generate millions in ROI every year. Visit us at [www.flexera.com](http://www.flexera.com)

### Next Steps:

Learn more about optimizing your SAP investment. Visit [www.flexera.com/SAP](http://www.flexera.com/SAP) or call a Flexera representative.



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