What a Customer COE should know about the new applications

License Utilization Information (LUI)
License Utilization Preparation Area (LUPA)

Joanna Majowicz, SAP Product Owner LUI / LUPA
Annette Michel, SAP Customer COE Program Manager

January 15th, 2019
Legal disclaimer

The information in this presentation is confidential and proprietary to SAP and may not be disclosed without the permission of SAP. This presentation is not subject to your license agreement or any other service or subscription agreement with SAP. SAP has no obligation to pursue any course of business outlined in this document or any related presentation, or to develop or release any functionality mentioned therein. This document, or any related presentation and SAP's strategy and possible future developments, products and or platforms directions and functionality are all subject to change and may be changed by SAP at any time for any reason without notice. The information in this document is not a commitment, promise or legal obligation to deliver any material, code or functionality. This document is provided without a warranty of any kind, either express or implied, including but not limited to, the implied warranties of merchantability, fitness for a particular purpose, or non-infringement. This document is for informational purposes and may not be incorporated into a contract. SAP assumes no responsibility for errors or omissions in this document, except if such damages were caused by SAP’s willful misconduct or gross negligence.

All forward-looking statements are subject to various risks and uncertainties that could cause actual results to differ materially from expectations. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of their dates, and they should not be relied upon in making purchasing decisions.
Agenda

Scope CCOE Cockpit – LUI / LUPA

LUI / LUPA Komponenten

Online Demo

Verschiedenes
Was ist ein Customer Center of Expertise (Customer COE)
Die Idee hinter dem Customer COE Konzept

The Customer COE is building the bridge between IT and Business and is one of the main contacts within your company for SAP related topics:

- **Management of SAP related information and knowledge**
- **Management of customer’s SAP contracts and licenses**
- **Coordination of customer’s activities regarding SAP’s current and future products and solution and the interface to SAP’s major programs influencing SAP Development**
- **Governance of customer’s SAP Support, the supportability of SAP solutions and the interface to SAP Support**
CCOE Cockpit Scope Definition

DSAG / SAP Workshop
Juni 2015
High Level Diskussion Scope

Präsenz Workshop
Q4 2015
Vorstellung Entwicklungen

Präsenz Workshop
Vorstellung Entwicklungen

Präsenz Workshop
27. Februar 2018
Vorstellung Entwicklungen

Präsenz Workshop Wien
Juni 2018
Vorstellung Entwicklungen

Juni 2015
Q4 2015
Okt 2016
Q3 2017
Feb 2018
Juni 2018

Webmeeting Besprechung Scope Elemente – Readiness
Pilotierung Funktionalität One Support Launchpad
Warum scheint es so schwer License Compliant zu sein

Was Kunden brauchen:

Einfaches Lizenz Monitoring
Automatische Vermessung
Vermessbare Metriken

"Quelle: Aus dem Englischen „Software compliance without tears – Monitoring customers’ software usage in a complex world“, Ernst & Young 2013."
Schematische Vorgehensweise License Utilization Information (LUI)

**Geplant 2019/2020:**
- ERP Kunden

**OnPremise Produkte:**
- S/4 HANA Nutzer
- Andere S/4 HANA Lizenzen

**Public Cloud Produkte:**
- SAP BusinessByDesign
- SAP SuccessFactors
- SAP Marketing Cloud
- SAP S/4HANA Cloud - Users
- SAP Analytics Cloud
- SAP Enable Now Cloud - Education

**OnPrem Entitlement**

01 Cloud Entitlement

02 Cloud Usage

03 OnPrem Entitlement

04 OnPrem Usage

**PAYG Entitlement**

05 PAYG Entitlement

06 PAYG Consumption

**Planned for 2018**

07 Integrated License Transparency Dashboard
Road Map On Premise (LUI)

<table>
<thead>
<tr>
<th>Januar</th>
<th>Februar</th>
<th>März</th>
<th>April</th>
<th>Mai</th>
<th>Juni</th>
<th>Juli</th>
<th>August</th>
<th>September</th>
<th>Oktober</th>
<th>November</th>
<th>Dezember</th>
</tr>
</thead>
<tbody>
<tr>
<td>Kunden mit reinen S/4 HANA Nutzer Lizenz</td>
<td>Live</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Kunden mit S/4 HANA Engine Lizenz (Ausnahme S/4 HANA Promotion Produkte)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>ERP Kunden</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>SAPPHIRE</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Legacy Verträge (Sybase, BO etc.), B1</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Out of Scope</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Heute**

- Milestone – General Release to LUI Dashboard

Dauer
Road Map Cloud (LUI)

- Procurement – Ariba Application
- CEC – C4C (Anzahl distinct User)
- CEC – Hybris Commerce
- CP PaaS Services (CP responsibility)

Milestone – General Release to LUI Dashboard
System Komponenten /-Applikationen License Utilization Information (LUI)
LUI Dashboard Komponenten

1. Area of Interest
   - Cloud Products
   - On Premise Products
   - Order View

2. KPI Tiles

3. Überblick tabellarischer Stand Entitlement / Consumption

4. Grafischer Verlauf Entitlement / Consumption

5. Order View
   - On Premise Lizenzen
   - Cloud Lizenzen

6. Download Funktion
Online Demo
Verschiedendes

• Zusätzliche Informationen über LUI erhalten Sie über den Link:
License Utilization Information (LUI)

License Utilization Preparation Area (LUPA)

Joanna Majowicz, SAP Product Owner LUI / LUPA

15. Januar, 2019