What a Customer COE should know about the new applications
License Utilization Information (LUI)
License Utilization Preparation Area (LUPA)

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Agenda

Customer Center of Expertise CCOE

Scope CCOE Cockpit – LUI / LUPA

LUI / LUPA

Online Demo

Miscellaneous
What is a Customer Center of Expertise (Customer COE)
The Idea behind the Customer COE Concept

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

Workshop
Q4 2015
Introduction
Development

Workshop
Introduction
Development

Workshop
27. Februar 2018
Introduction
Development

Workshop Wien
Juni 2018
Introduction
Development
Why it is so difficult to be license compliant?

- Inadequate management tools at end user
- Lack of understanding
- Lack of management attention
- Complexity of contracts and user rights
- Lack of due diligence in mergers and acquisitions work
- High cost of software

What our Customer need:

Easy License Monitoring
(Fully) Automated Metering
Measurable Pricing

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

**Current OnPremise Products**
- S/4 HANA User
- Other S/4 HANA Licenses

**Planned 2019/2020**
- Other ERP Customers

**Current Cloud Products**
- SAP BusinessByDesign
- SAP SuccessFactors
- SAP Marketing Cloud
- SAP S/4HANA Cloud - Users
- SAP Analytics Cloud
- SAP Enable Now Cloud - Education

**01 Cloud Entitlement**
**02 Cloud Usage**
**03 OnPrem Entitlement**
**04 OnPrem Usage**
**05 PAYG Entitlement**
**06 PAYG Consumption**
**07 Integrated License Transparency Dashboard**
## Road Map On Premise (LUI)

<table>
<thead>
<tr>
<th>Duration</th>
<th>Milestone – General Release to LUI Dashboard</th>
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</thead>
<tbody>
<tr>
<td>JAN</td>
<td>Live</td>
</tr>
<tr>
<td>FEB</td>
<td>Customers with S/4 HANA Nutzer licenses</td>
</tr>
<tr>
<td>MAR</td>
<td>Customers with S/4 HANA Engine licenses</td>
</tr>
<tr>
<td>APR</td>
<td>(Exception S/4 HANA Promotion products)</td>
</tr>
<tr>
<td>MAI</td>
<td>ERP Customers</td>
</tr>
<tr>
<td>JUN</td>
<td>SAPPHIRE</td>
</tr>
<tr>
<td>JUL</td>
<td>Legacy Contracts (Sybase, BO etc.), B1</td>
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<tr>
<td>AUG</td>
<td>Out of Scope</td>
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<tr>
<td>SEP</td>
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<td>OCT</td>
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<td>NOV</td>
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<td>DEC</td>
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Road Map Cloud (LUI)

<table>
<thead>
<tr>
<th>Procurement – Ariba Application</th>
<th>SAPPHIRE</th>
</tr>
</thead>
<tbody>
<tr>
<td>CEC – C4C (Anzahl distinct User)</td>
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<tr>
<td>CEC – Hybris Commerce</td>
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<tr>
<td>CP PaaS Services (CP responsibility)</td>
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</tr>
</tbody>
</table>

**Today**

- Duration
- Milestone – General Release to LUI Dashboard

**2019**

JAN | FEB | MAR | APR | MAI | JUN | JUL | AUG | SEP | OCT | NOV | DEC
---|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----

**Milestone**

- General Release to LUI Dashboard
Process Overview License Utilization Information (LUI)
LUI Dashboard Components

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

2. KPI Tiles

3. Overview of Entitlement and Consumption

4. Trend View
   Entitlement / Consumption

5. Order View
   - On Premise Lizenzen
   - Cloud Lizenzen

6. Download Funktion
Online Demo
Miscellaneous

• Additional Information about LUI can be found under: https://support.sap.com/en/my-support/systems-installations/license-utilization-information.html
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