



# **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 17th, 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

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

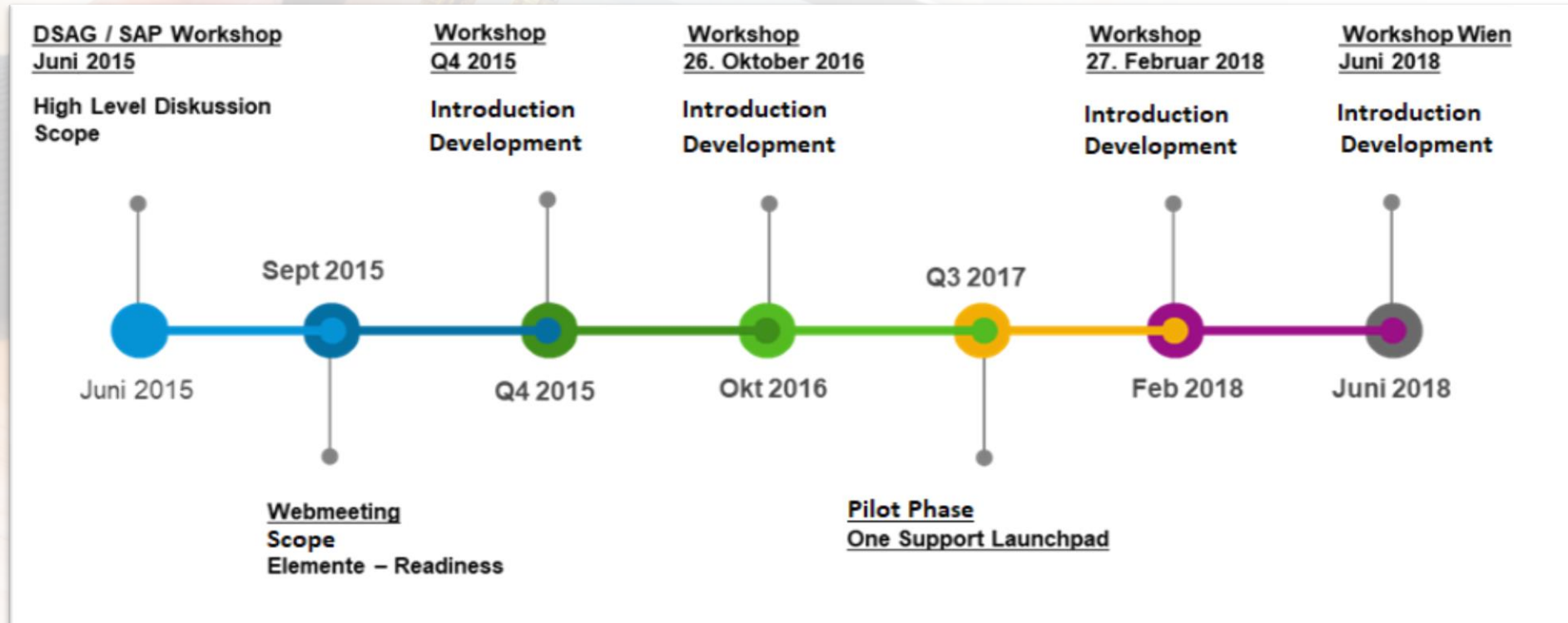
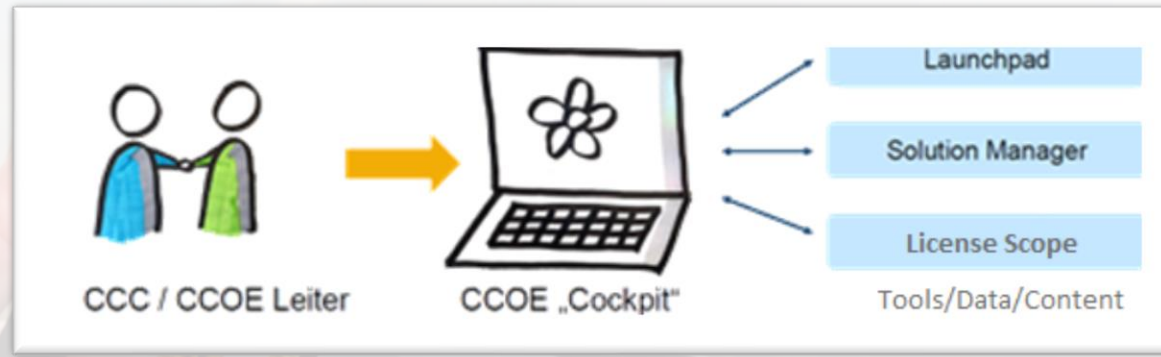


Coordination of customer's activities regarding SAP's current and future products and solution and the interface to SAP's major programs influencing SAP Development



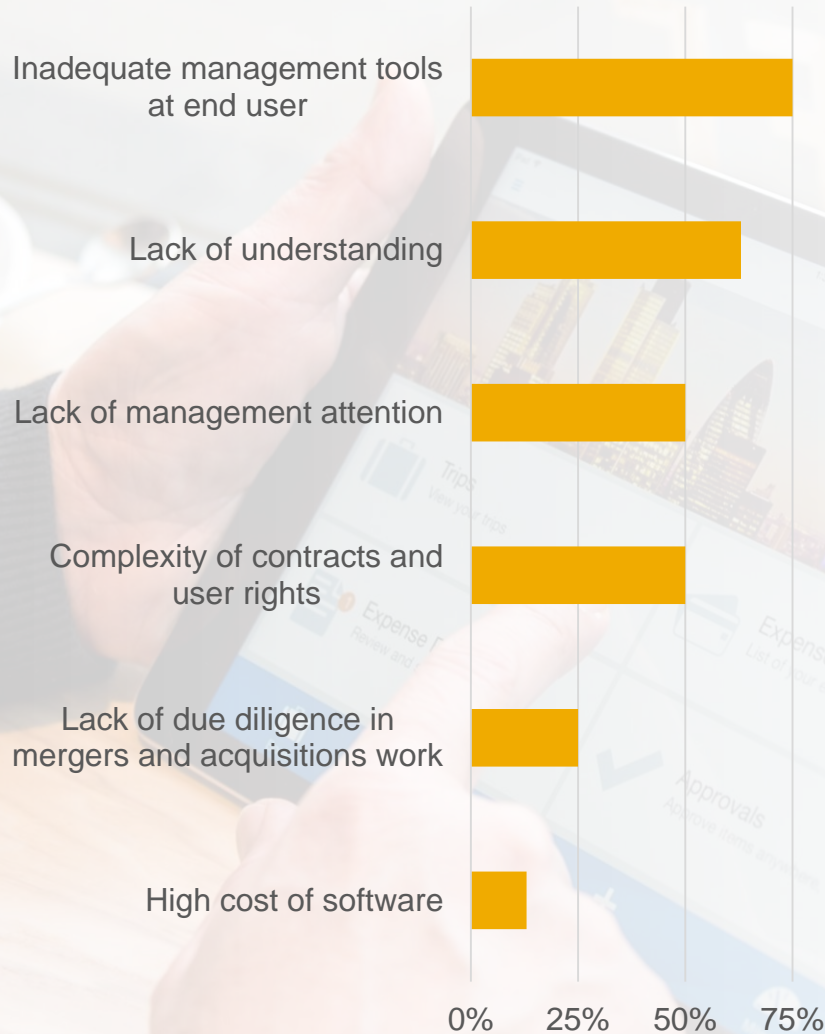
Governance of customer's SAP Support, the supportability of SAP solutions and the interface to SAP Support

# CCOE Cockpit Scope Definition





# Why it is so difficult to be license compliant?



What our Customer need:

**Easy License Monitoring**  
**(Fully) Automated Metering**  
**Measurable Pricing**

# Scope for License Utilization Information (LUI)

## Current OnPremise Products

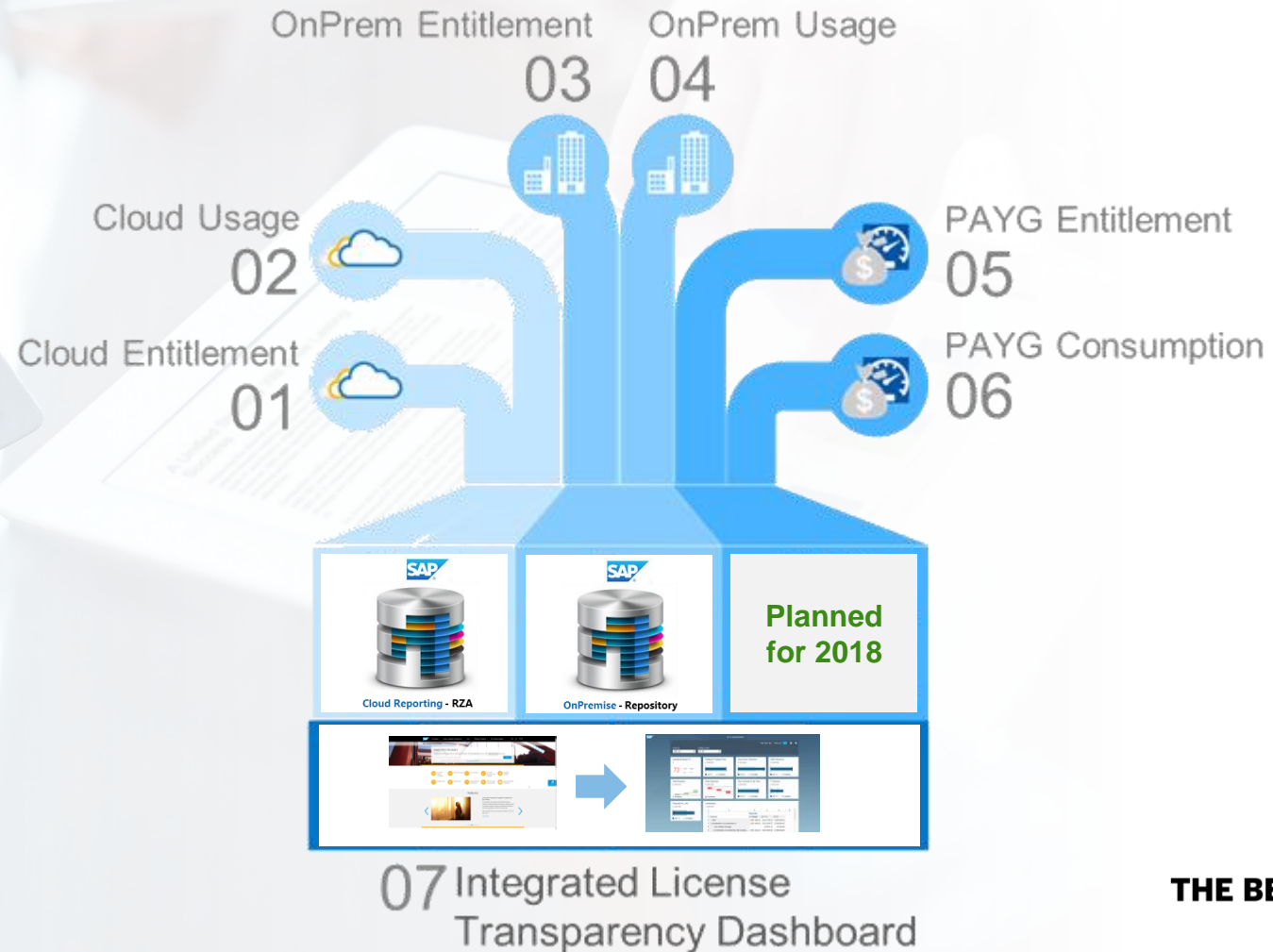
- S/4 HANA User
- Other S/4 HANA Licenses

## 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



# Road Map On Premise (LUI)

2019

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

Customers with S/4 HANA Nutzer licenses

Live

Customers with S/4 HANA Engine licenses  
(Exception S/4 HANA Promotion products)

ERP Customers

SAPPHIRE

Legacy Contracts (Sybase, BO etc.), B1

Out of Scope

Today

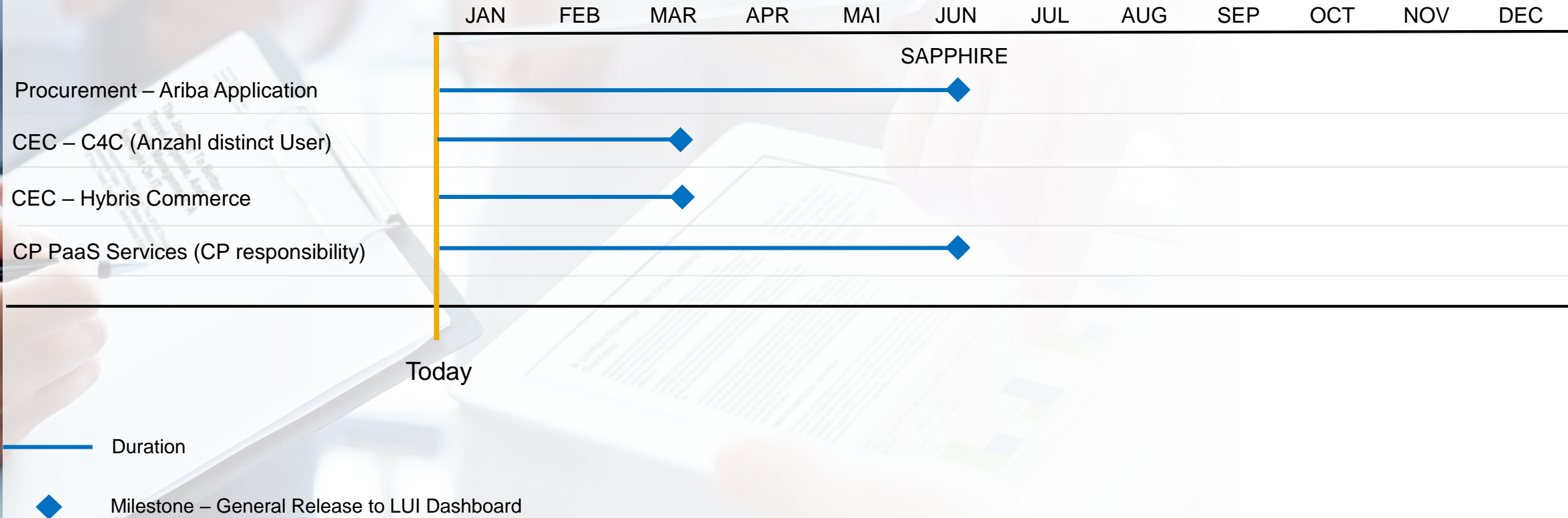
Duration

Milestone – General Release to LUI Dashboard

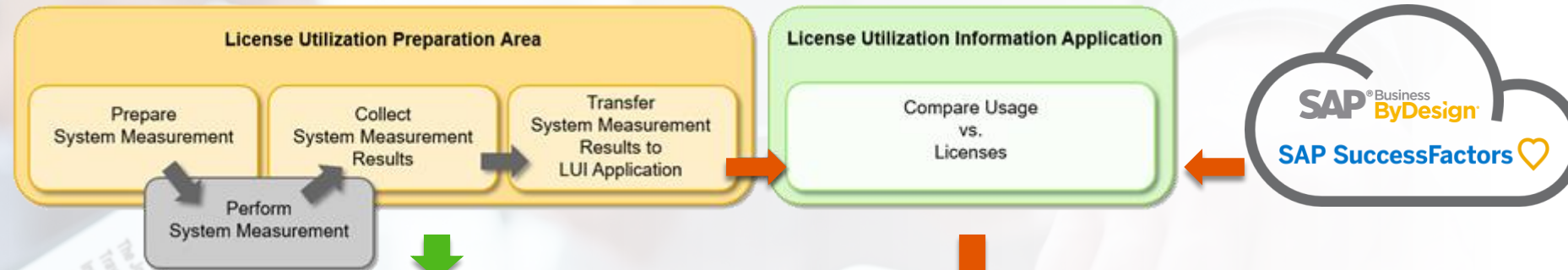


# Road Map Cloud (LUI)

2019



# Process Overview License Utilization Information (LUI)



LAW2

License Utilization Preparation Area On Premise



License Utilization Information (LUI) Cloud & On Premise

Potential Overuse

Menu ID	Menu Description	No. Licensed	No. Measured	No. Not Measured	Delta
0001	Users - R/G SCM Enterprise	2,768	2,774	6	-6
0002	Users - R/G Standard Enterprise	5	102	97	-107

Menu ID	Menu Description	No. of Productive Tenants	No. Licensed	No. Measured	Delta
0003	SAP Jee Collaboration Enterprise Edition	1	71	24	47
0004	SAP Jee Collaboration External user	0	100	0	100
0005	Users - 300 Degree Runtime	1	23,888	2	23,886

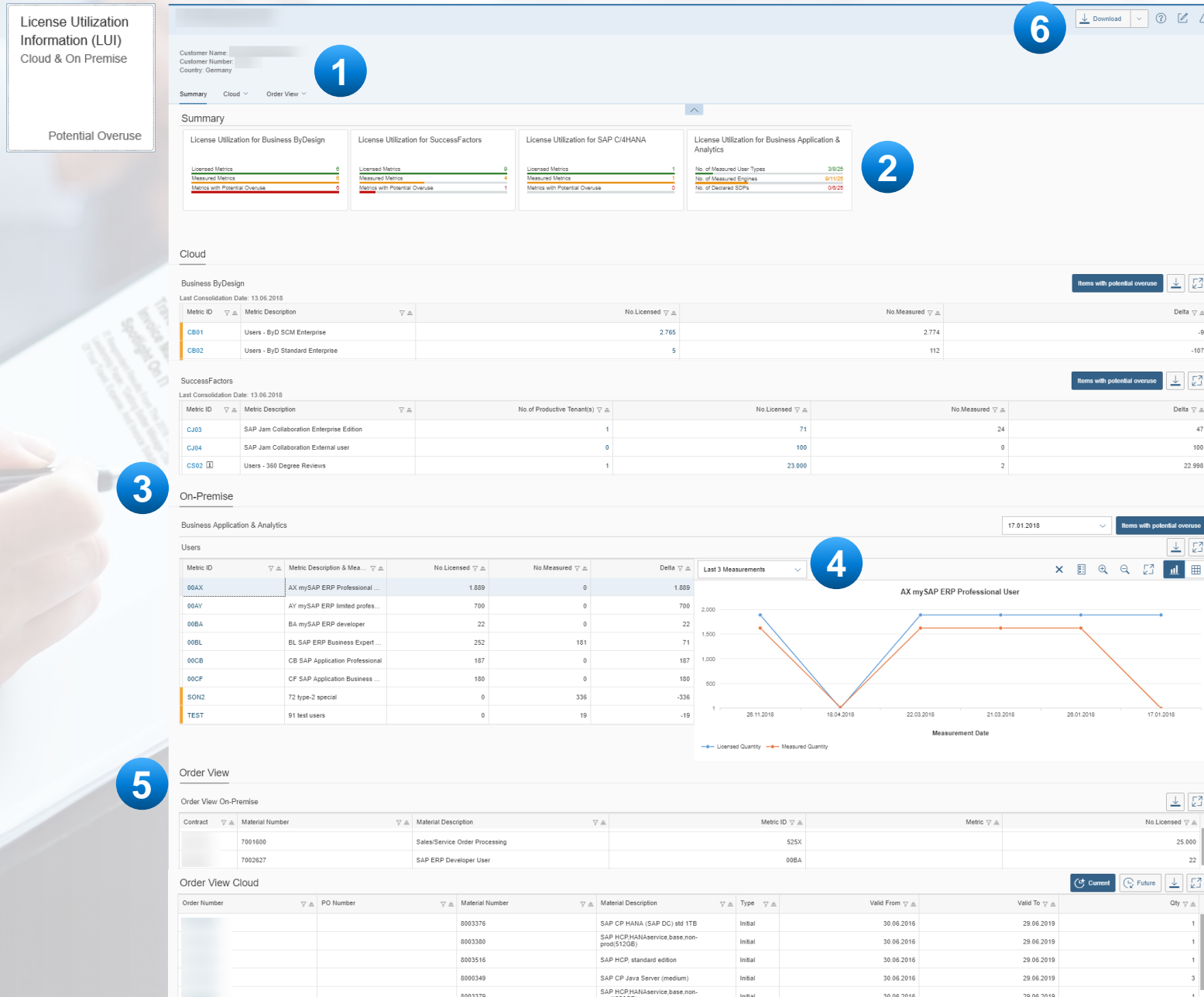
  

Menu ID	Menu Description	No. Licensed	No. Measured	Delta
0006	AX mySAP ERP Professional	1,889	0	1,889
0007	AT mySAP ERP linked profiles	700	0	700
0008	BA mySAP ERP developer	22	0	22
0009	BL mySAP ERP Business Expert	252	101	151
0010	CB mySAP ERP Application Professional	107	0	107

THE BEST RUN



# 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



**LUI/LUPA**

# Online Demo



## Miscellaneous

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



# License Utilization Information (LUI)

## License Utilization Preparation Area (LUPA)

Joanna Majowicz, SAP Product Owner LUI / LUPA

January 17th, 2019

Follow us



[www.sap.com/contactsap](http://www.sap.com/contactsap)

© 2019 SAP SE or an SAP affiliate company. All rights reserved.

No part of this publication may be reproduced or transmitted in any form or for any purpose without the express permission of SAP SE or an SAP affiliate company.

The information contained herein may be changed without prior notice. Some software products marketed by SAP SE and its distributors contain proprietary software components of other software vendors. National product specifications may vary.

These materials are provided by SAP SE or an SAP affiliate company for informational purposes only, without representation or warranty of any kind, and SAP or its affiliated companies shall not be liable for errors or omissions with respect to the materials. The only warranties for SAP or SAP affiliate company products and services are those that are set forth in the express warranty statements accompanying such products and services, if any. Nothing herein should be construed as constituting an additional warranty.

In particular, SAP SE or its affiliated companies have 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 SE's or its affiliated companies' strategy and possible future developments, products, and/or platforms, directions, and functionality are all subject to change and may be changed by SAP SE or its affiliated companies 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. 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, and they should not be relied upon in making purchasing decisions.

SAP and other SAP products and services mentioned herein as well as their respective logos are trademarks or registered trademarks of SAP SE (or an SAP affiliate company) in Germany and other countries. All other product and service names mentioned are the trademarks of their respective companies.

See [www.sap.com/copyright](http://www.sap.com/copyright) for additional trademark information and notices.