



Global Adoption Insights & Services
Global Adoption & Experience CoE



SAP License Management

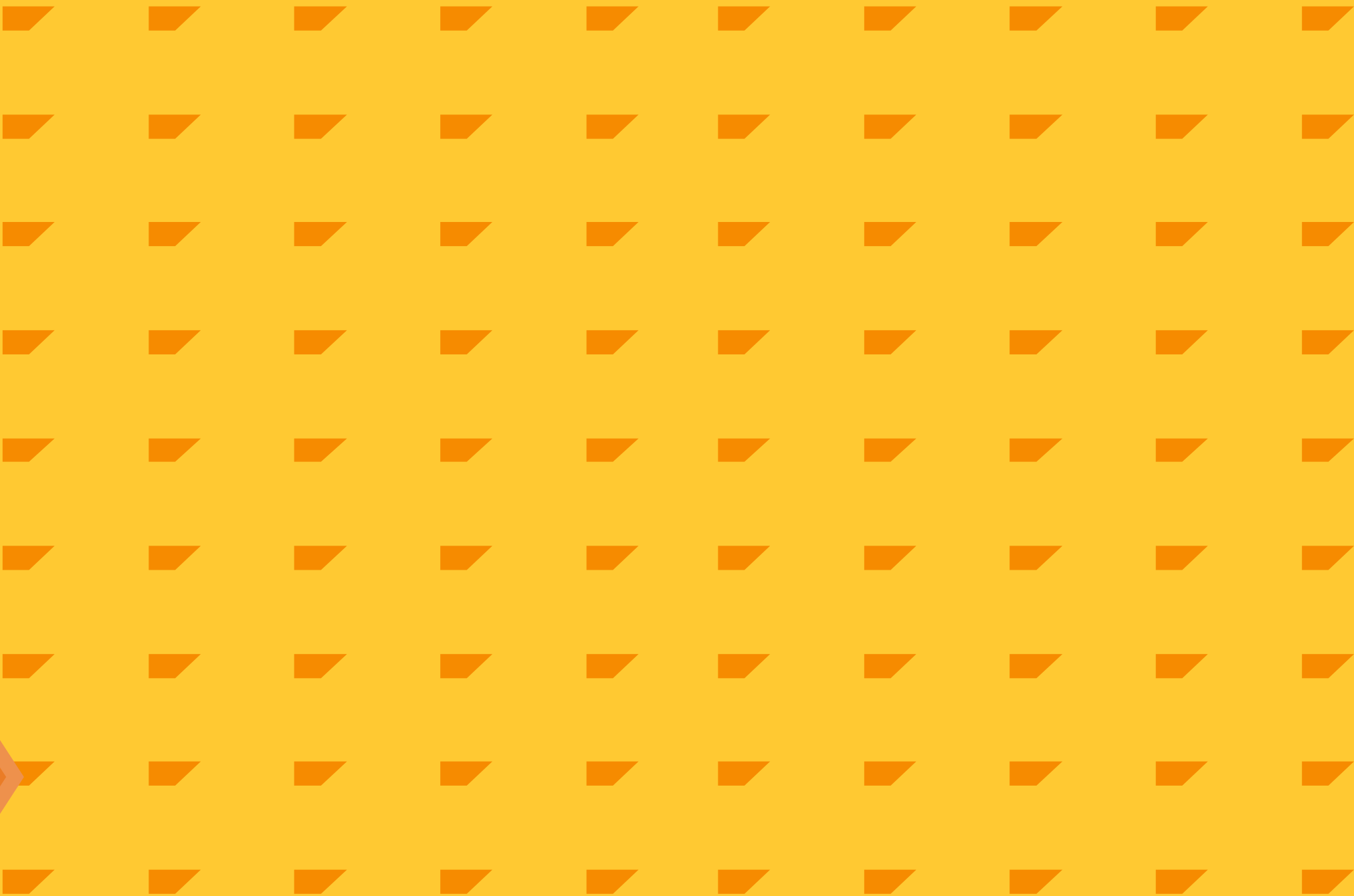
Tools, Services & Updates

Anja Dufoulon - Birgit Kuhn , SAP
October 23, 2025

Public



Agenda



A g e n d a

1

Move to Cloud

- » Users Private vs Public Cloud

2

Determine License Needs

- » STAR recap & updates
- » License Pathfinder for RISE / Renewal Service

3

SAP4ME

- » Roundtrip – Basic Features

4

SAM4U

- » Intro
- » What comes next 2026

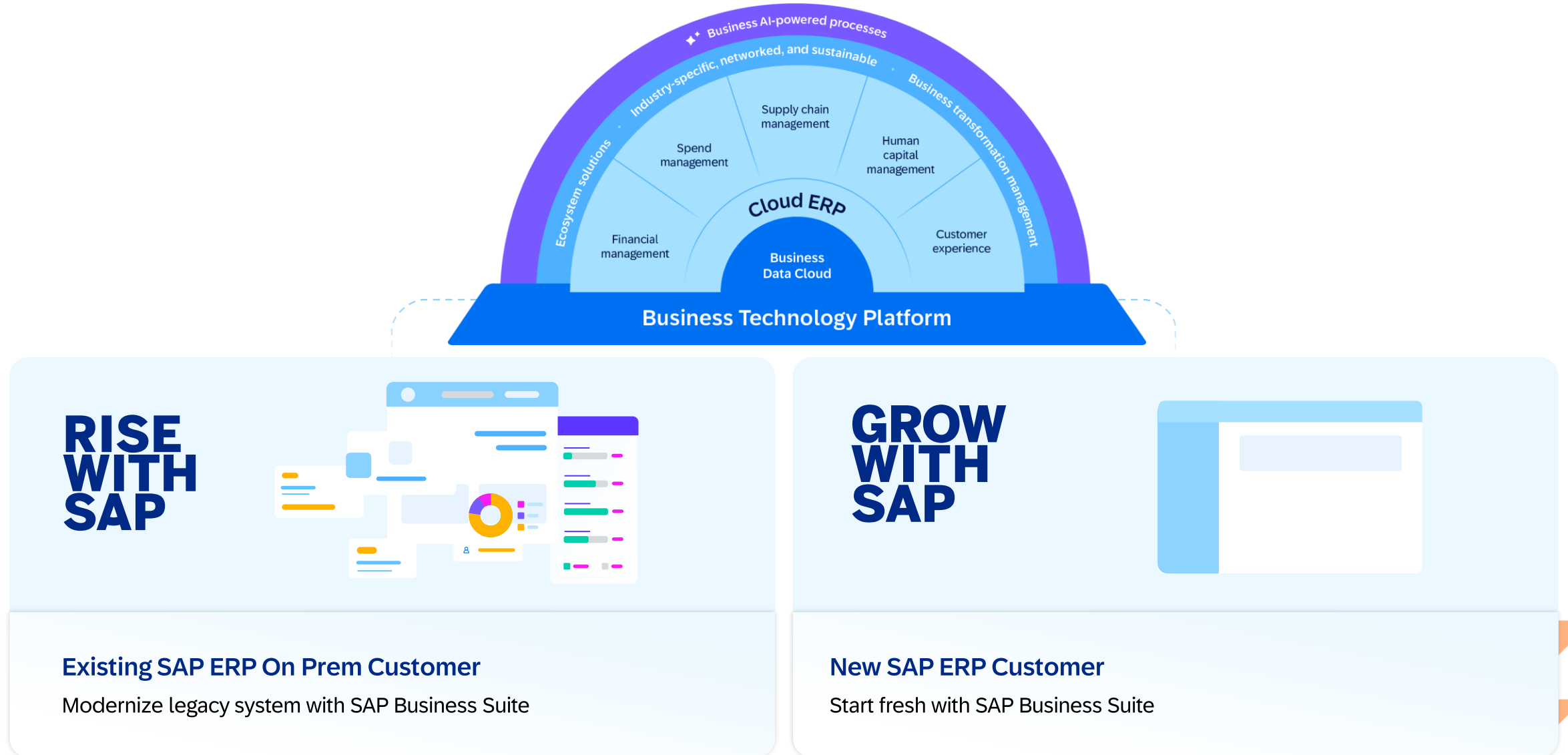
5

Q&A

Move to Cloud



Two journeys with one destination on your mission: RISE and GROW with SAP



Move to Cloud

User definition in SAP (SURs) : “Named User” means any individual authorized by Customer to Use a Package, including without limitation employees of its Affiliates or its Business Partners.

Users in **private Cloud: FUE model** (full user equivalents)

Users in **public Cloud (NEW): PUPM model** (per-user-per-month)



SAP S/4HANA Use Types*

- Advanced Use
- Core Use
- Self-Service Use
- Development Use

Private Cloud Full Use
Equivalents (FUE)

SAP S/4HANA Users

- FIN Base
- FIN Premium
- SCM Base
- SCM Premium
- Operation
- Self-Service
- Developer
- Combo Base

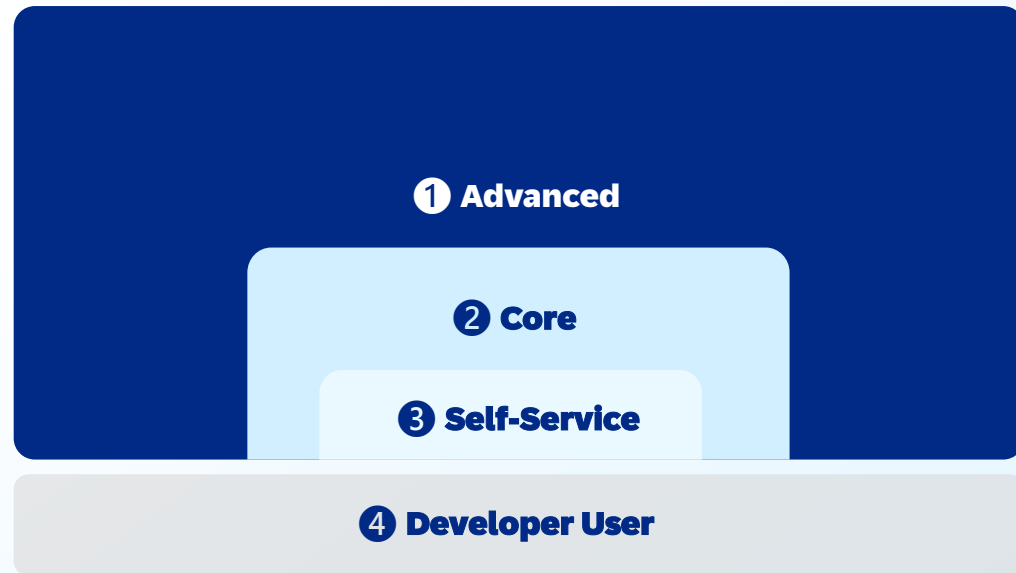
Public Cloud Users
(PUPM)

*Pure engine use does not require a use type

Licensing types on your journey towards the Cloud AND SAP Business Suite

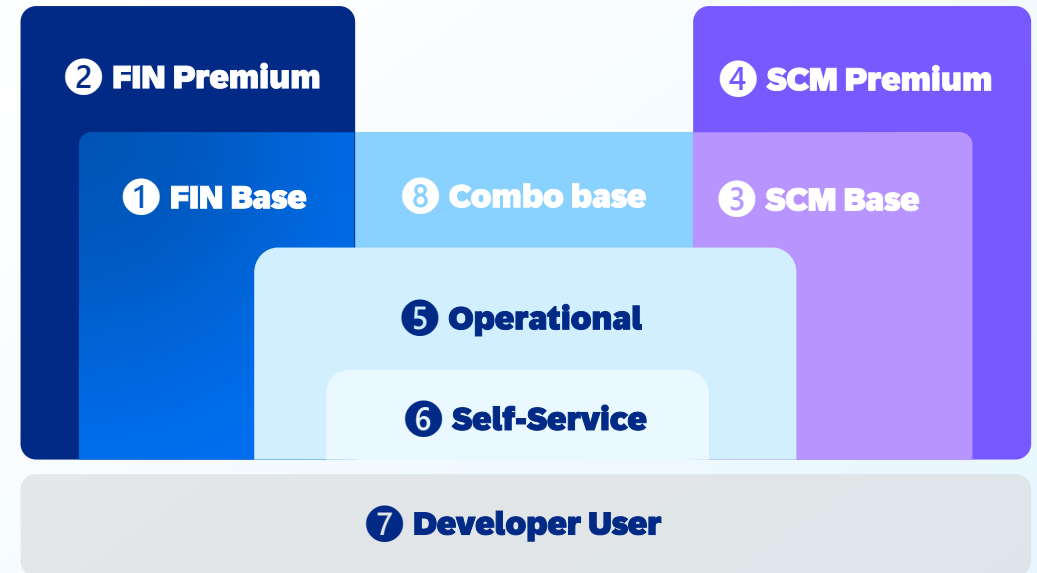
Full-Usage Equivalent Model for Private Cloud

Subscription model along authorized users
Main Persona: CIO-centered user authorization assignment
Flexible user assignment across the company – 1 SKU



Per-User Model for Public Cloud

Subscription model along authorized users
Main Persona: Buying-centered user authorization assignment
User assignment within Lines of Business Department – multiple SKU



Capability Matrix

FUE – model (private Cloud)

Color Coding

Use Type without capabilities for this LoB

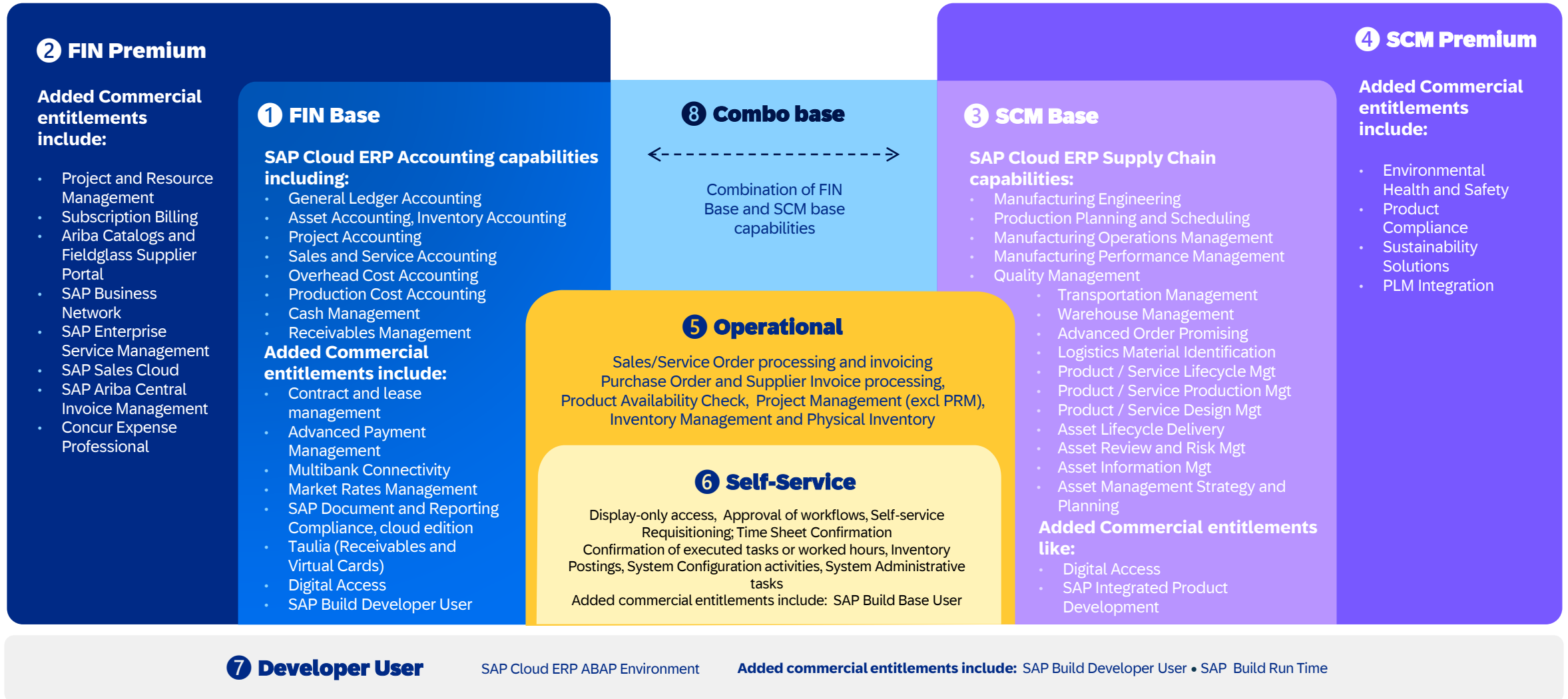
Another cheaper use type has the same capabilities for this LoB

No cheaper use type has the same capabilities for this LoB

LoB	Productivity (S/4 HANA on-premise) / Self-service (S/4 HANA Cloud, EX)	Functional (S/4 HANA on-premise) / Core (S/4 HANA Cloud, EX)	Professional (S/4 HANA on-premise) / Advanced (S/4 HANA Cloud, EX)
Finance	None	None	All
Human Resources	Organizational Management Time Sheet	Organizational Management Time Sheet	All
Sourcing and Procurement	Self-Service Requisitioning	Self-Service Requisitioning	All
Supply Chain	Available to Promise Batch Management Delivery Management Empties Management Goods Movements Handling Unit Management Physical Inventory Serial Number Management Transportation Management Warehouse Management	All	All
Manufacturing	Material Requirements Planning Production Execution Production Control	All	All
Asset Management	Maintenance Demand Processing Maintenance Execution	All	All
Sales	None	All	All
R&D / Engineering	None	All	All
Service	None	All	All
Master Data Maintenance	None	included	Included
Display right for all transactional and master data	included	included	Included

SAP Business Suite Packages | SAP Cloud ERP user type SKUs

Nested Model Higher level licenses include lower level license capabilities



Capabilities are described in the SUD for each user type

Entitlements are listed as child SKUs in the order form and have their own supplement, service description or chapter in the Business Suite SUD

Determine License Needs



STAR Recap



SAP S/4HANA Authorization Object Analyzer

Overview

Key Features

- » Report with ruleset and documentation delivered via SAP Note [3113382](#)
- » Object Analysis Ruleset & Engine Indicator
- » User Validation OR Role/Profile Validation
- » Drilldowns into Users, Roles/Profiles and Authorization Objects

Selection

User Validation: ☒ Role/Profile Validation: ☐ Upload Previous Execution: ☐

User Validation

User ID: to:

Technical User Type: to:

User group: to:

Current User Classification: to:

Additional Parameters

S/4 Ruleset Validation Rules (Excel): Use Val. Rules from Memory: ☐ Ignore Engines: ☒

User Validation Results

Current Classification Total HB Professional HD Productivity Not classified

Not Classified (Default User Type)	626	464	7	155
------------------------------------	-----	-----	---	-----

Selection: All / Total (626)

User	Full Name	Current Classification	Target Classification	Rat.	Ref. Us.
JA	Jaishankar Rajendran	Not Classified (Default User Type)	Not classified	1/1	
AB_DPP_AUDIT	DPP Auditor	Not Classified (Default User Type)	HB Professional	4/7	
AB_DPP_TEST	DPP Tester	Not Classified (Default User Type)	HB Professional	4/7	
ABOBACKERA	Ashiq Abou Backer	Not Classified (Default User Type)	Not classified	1/1	
AD	Dharshan A	Not Classified (Default User Type)	HB Professional	4/6	
ADLERT	Tobias Adler	Not Classified (Default User Type)	HB Professional	4/6	
AHMEDNA	Naved Ahmed	Not Classified (Default User Type)	HB Professional	4/6	
AKANSHA	AKANSHA	Not Classified (Default User Type)	HB Professional	4/6	
ALESDFICA	ALESDFICA	Not Classified (Default User Type)	HB Professional	4/6	
ANDRAJ	Jashua Andra	Not Classified (Default User Type)	HB Professional	4/6	
ANDREEVKS	Kirill Andreev	Not Classified (Default User Type)	HB Professional	4/6	
APRA_2017_W	APRA_2017_W	Not Classified (Default User Type)	HB Professional	5/8	
APRA_2017_WO	APRA_2017_WO	Not Classified (Default User Type)	Not classified		
APRM_2017_W	APRM_2017_W	Not Classified (Default User Type)	HB Professional	5/8	

Selection

User Validation: ☐ Role/Profile Validation: ☒ Upload Previous Execution: ☐

Role/Profile Validation

Role processing: ☒ Profile processing: ☐ Show unassigned Roles/Profiles: ☐ Do not eval. assigned Users: ☒

Additional Parameters

Validation Rules (Excel): Use Val. Rules from Memory: ☒ Ignore Engines: ☒

Role

Role	Short Description	Target Classification	Ratio	Obj...	Use...
SAP_QAP_TESTER_NEW	STANDARD - TEST - Standard Tester Authorizatio...	HB Professional	42/101	1.323	459
SAP_QAP_TESTER_AUTH_TEST	STANDARD - TEST - Test SAP roles (roles for deli...	HB Professional	8/11	116	455
SAP_QAP_S_CFC_AUTH	SAP_QAP_S_CFC_AUTH	Not classified		3	455
SAP_QAP_PPOMA	STANDARD - TEST - To change HR ORG data	Not classified		2	455
SAP_QAP_BW	STANDARD - DEV/CUST/TEST - Standard BW aut...	HB Professional	1/3	243	455
SAP_QAP_CUST_DEPEND	STANDARD - TEST - To create customizing transp...	HB Professional	3/4	14	455
SAP_QAP_RFCACL	INTERNAL - DEV/TEST - ALL - only for DLM Servi...	Not classified		7	169

Details for Role SAP_QAP_TESTER_NEW

Object	Text	Field na...	Descripti...	Value L...	Description	Target Classification
/AIF/CFUNC	Custom Functions	ACTVT	Activity	03	Display	HD Productivity
/AIF/CLINK	Custom Data Links		Activity	01	Create or genera...	HB Professional
			Activity	02	Change	HB Professional
			Activity	03	Display	HD Productivity
			Activity	06	Delete	HB Professional
/AIF/CTEXT	Custom Message Texts		Activity	01	Create or genera...	HB Professional

SAP S/4HANA Trusted Authorization Review Service

The SAP S/4HANA Trusted Authorization Review Service addresses the needs of customers who are planning to migrate their systems to an SAP S/4HANA On-Premise, or Private Cloud solution.

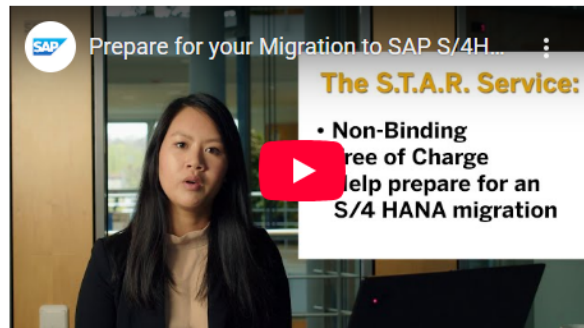
With this service SAP provides professional expertise remotely or on-site to assist customers with their transformation journey and will provide a tailored concierge service that helps to simulate and optimize existing and future user license requirements.

During the engagement SAP will also utilize the Object Analyzer. This SAP developed tool links a standard rule-set which matches the existing authorizations to the new SAP S/4HANA types.

The service will be adapted to the unique starting point of the customer's transformation journey.



Service can be requested [here](#)



Additional Media

[LinkedIn Post](#)

[SAP Community Blog](#)

STAR

Update

- » Relevant for private Cloud users → **FUE requirement**
- » The SAP S/4HANA Trusted Authorization Review (STAR) ruleset is a framework SAP uses to classify and map software usage according to licensing agreements during the monthly automated PCE metering as well as in the STAR service.

UPDATE RULESET: *with the release of the latest ruleset v1.69, three (3) authorization objects have been upgraded to a higher use type (from Core to Advanced).*

These changes are the result of a very thorough analysis of the underlying business processes and are fully aligned with the descriptions provided in the Software Use Rights and Service Description Guide.

License Pathfinder for RISE & Renewal Service

These are robust, data-driven services designed to assist your migration from an on-premise to a Private Cloud RISE environment or a contract Renewal. It facilitates the assessment and projection of license requirements, ensuring a smooth and efficient process.



BENEFITS

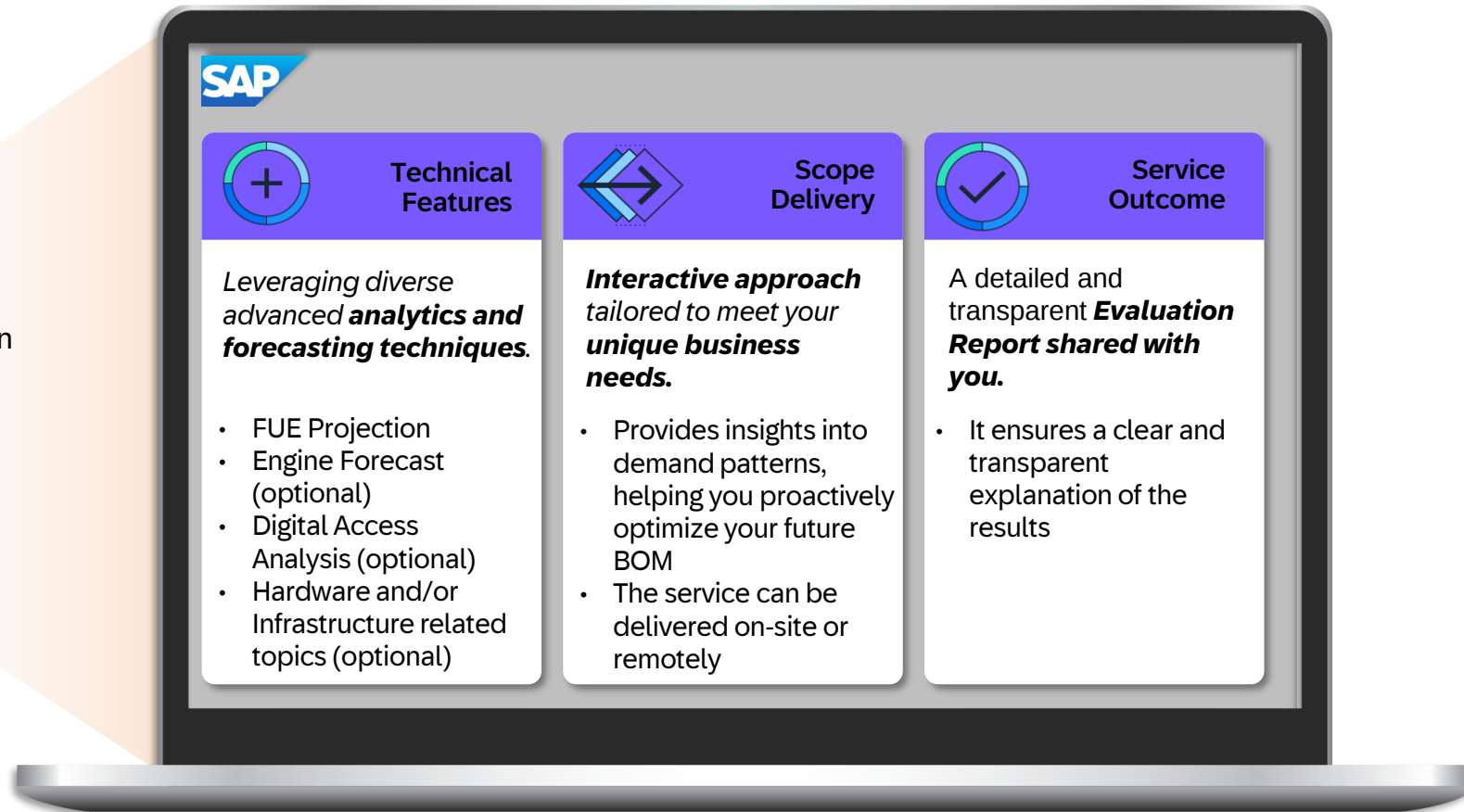
Guidance and support from SAP experts

Close, timely collaboration throughout the process

Empowers you to make an informed, data-driven decision on the future BOM or upcoming Renewal, based on current usage patterns

Collaborative review and evaluation of results together with you and SAP experts

A comprehensive final report detailing results and analysed scenarios, provided at the conclusion of the engagement



SAP4ME



SAP4Me – <https://me.sap.com/>

As part of **SAP for Me**, a customer's digital companion to easily interact with SAP, we provide **comprehensive Adoption & Experience data** to **empower our customers to steer** their SAP portfolio based on facts and figures.



Adoption data available within SAP for Me

"How much commercial entitlement do we have and how much has been use?"

"How much of the product functionality are we actually using?"

Are users satisfied with using the solutions?"

License Consumption

Functional Usage

Product Experience

Contracts

Entitlement Consumption

Active Users

Solution Capabilities

Features

Text Feedback

Finance & Legal

Finance & Legal + Reporting

Usage Tab S/4HANA

Per Product + Reporting



License Consumption in SAP4Me Private Cloud



The **Private Cloud metering results** are visible in SAP for Me: <https://me.sap.com/consumption>

Required Authorization Object for S-User: "License Utilization for Private Cloud"

Selection of the
metering date

Private Cloud Consumption **Users and Engines** Self Declaration Products In Date: 01.04.2024 SAP S/4HANA Cloud, ext. ed/ single tenant ed

Please be aware that the data below may be unreliable during our current testing phase as we refine our processes for accuracy. We kindly ask for your patience and to refrain from raising tickets concerning this preliminary data for now.

KENNZAHL	NUTZUNG	ABONNIERT	GEMESSEN	DELTA
Vertrags-Nr. 0240485147				
> Items - Extended Warehouse Management (1470K001)		51	0	+51
> Users - Real Estate: Office, Retail and Industrial Property Mgmt. (60070001)		20	0	+20
> Users - SAP S/4HANA Cloud for support access (9070GE)		0	13	Keine Daten
> FUE Users - RISE with SAP S/4HANA Cld, priv ed (9070GZ)		300	496	-196
> FUE Users - S/4 Cloud Private Option/Edition (9070HZ)		0	0	0
Summe		496		

10 Einträge pro Seite

Detailsicht der FUE-Vermessung: RISE with SAP S/4HANA Cld, priv ed

KENNZAHL-ID	BESCHREIBUNG	GENUTZT	FAKTOR	GEMESSEN
9070GA	GA SAP S/4HANA Cloud development access - Users	24	0,5	48
9070GB	GB SAP S/4HANA Cloud for advanced use - Users	439	1	439
9070GC	GC SAP S/4HANA Cloud for core use - Users	44	5	8,8
9070GD	GD SAP S/4HANA Cloud for self-serve use - Users	6	30	0,2
Summe				496

SAM4U



SAM4U – Introduction

Software Asset Manager

SAM4U

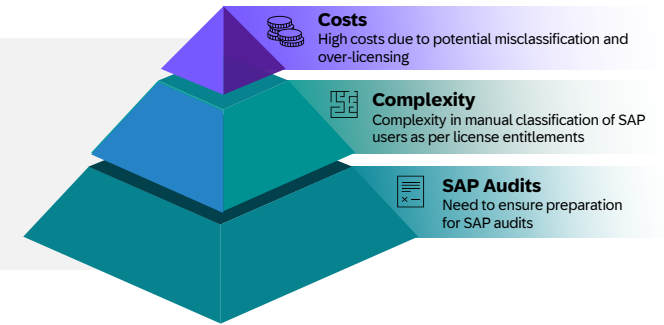
SAP's software asset manager tool is tailored specifically for **customers**, providing a **holistic view** of their **SAP License Entitlements** in comparison to their **consolidated License Consumption**.



- ✓ It is deployed in the **customer's SAP environment**
- ✓ Enables monitoring, optimization and proactive audit readiness
- ✓ Provides an efficient License Management in a dedicated **interactive dashboard interface**

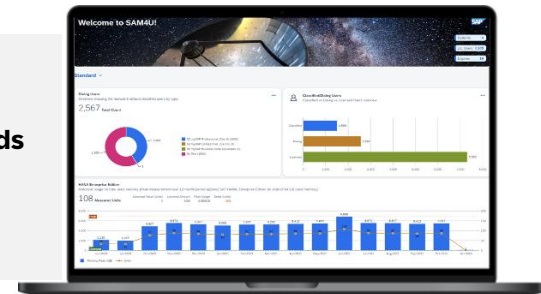
From the challenge ...

High effort for managing licenses of multiple SAP systems and no consistent transparency.



... To the SOLUTION

The key to making the right decisions lies in understanding the needs of customers business and implementing a suitable solution.



SAM4U – Prerequisites

Software Asset Manager

Step 1: SAM4U Data Extractor

Run

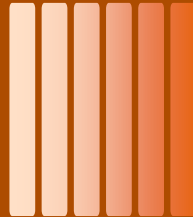
ABAP report
/SAM4U/BEX_EXTRACTOR
on your system.

Accumulate

your active usage
data in DB table
/SAM4U/BEXDUSE.

Provide

User-, Role-, Profile-, Authorization-
related information, Active Usage data
for the SAM4U Tool.



3292019 - SAM4U Data Extractor - SAP for Me
The functionality of SAM4U extractor is down
ported to the **release 7.31**.

Step 2: SAM4U Fiori application

Consumption

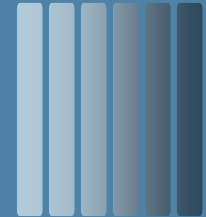
of extracted data of
potential and active
usage from the
backend system.

Creation

of consolidations for
the users grouping.

Optimization

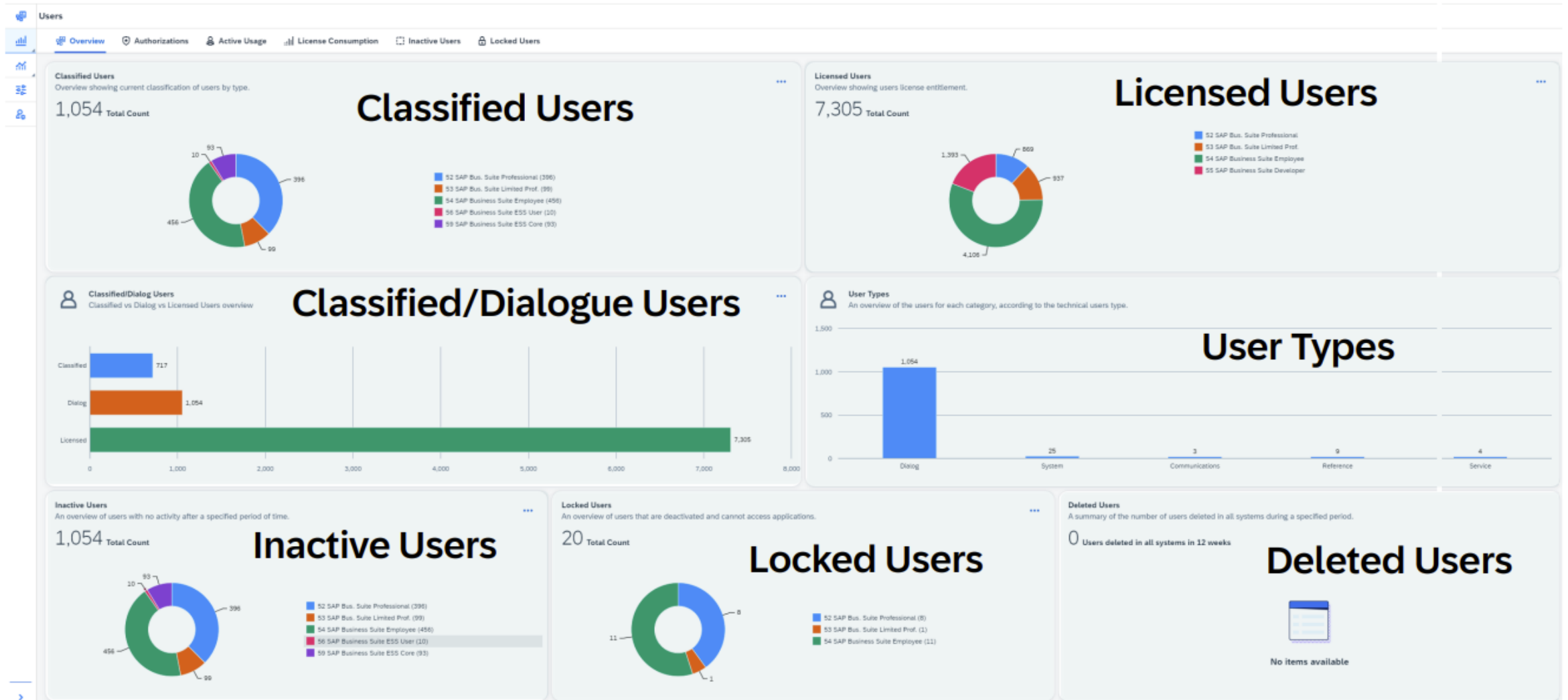
of authorizations and active usage to
discover user licenses, engine licenses
and HANA licenses consumed in
productive SAP landscapes.



3298562 - SAM4U Solution|Fiori Application - SAP for Me
The note can be deployed after SP upgrade **starting from 7.58 or above**.

SAM4U – How it Looks – Overview of "Users"

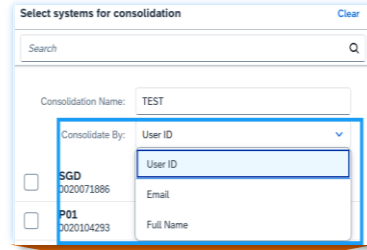
Software Asset Manager



SAM4U

Software Asset Manager

Release NEWS

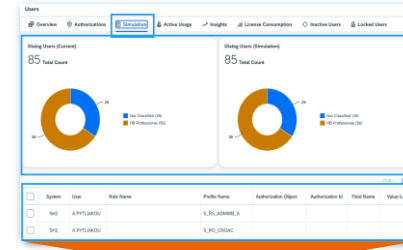


SAP NEW ADDITIONAL CONSOLIDATION CRITERIA

New Criteria have been introduced for user Consolidation:

- “E-mail Address”
- “Full Name”

These are now available to the existing “User-ID” criterion.



SAP SIMULATION OF AUTHORIZATIONS AS IN SAP STAR SERVICE

You can now simulate authorization changes to assess their impact on:

- “User Classification”
- “FUE Count”

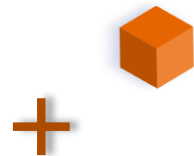
Simulations options include, System category selection and Ruleset selection per system.



SAP OPTIMIZATION BY VIZUALIZED INISGHTS & RECOMMENDATIONS

A new Insights – tab is now available that provides information on:

- Possible optimizations in authorization setup for SAP S/4HANA and RISE licensing model



MULTI-USER ENABLEMENT

Multiple users can now work simultaneously in the tool

- The user’s favourites consolidation is saved as default for the users.



PCE COMPATIBILITY

The next version of UCM Add-On (used for automated PCE metering) will include:

- An extractor for SAM tool
- The SAM tool can then retrieve data via the UCM Extractor

SAM4U – Roadmap 2026 – Q1 2026

Software Asset Manager

External Authorization Concept

- Possibility to define customer-specific fields for user consolidation

Archiving Data Deletion

- Implements functionality in the SAM4U Tool for routine data deletion and archiving

External Consolidation Criteria

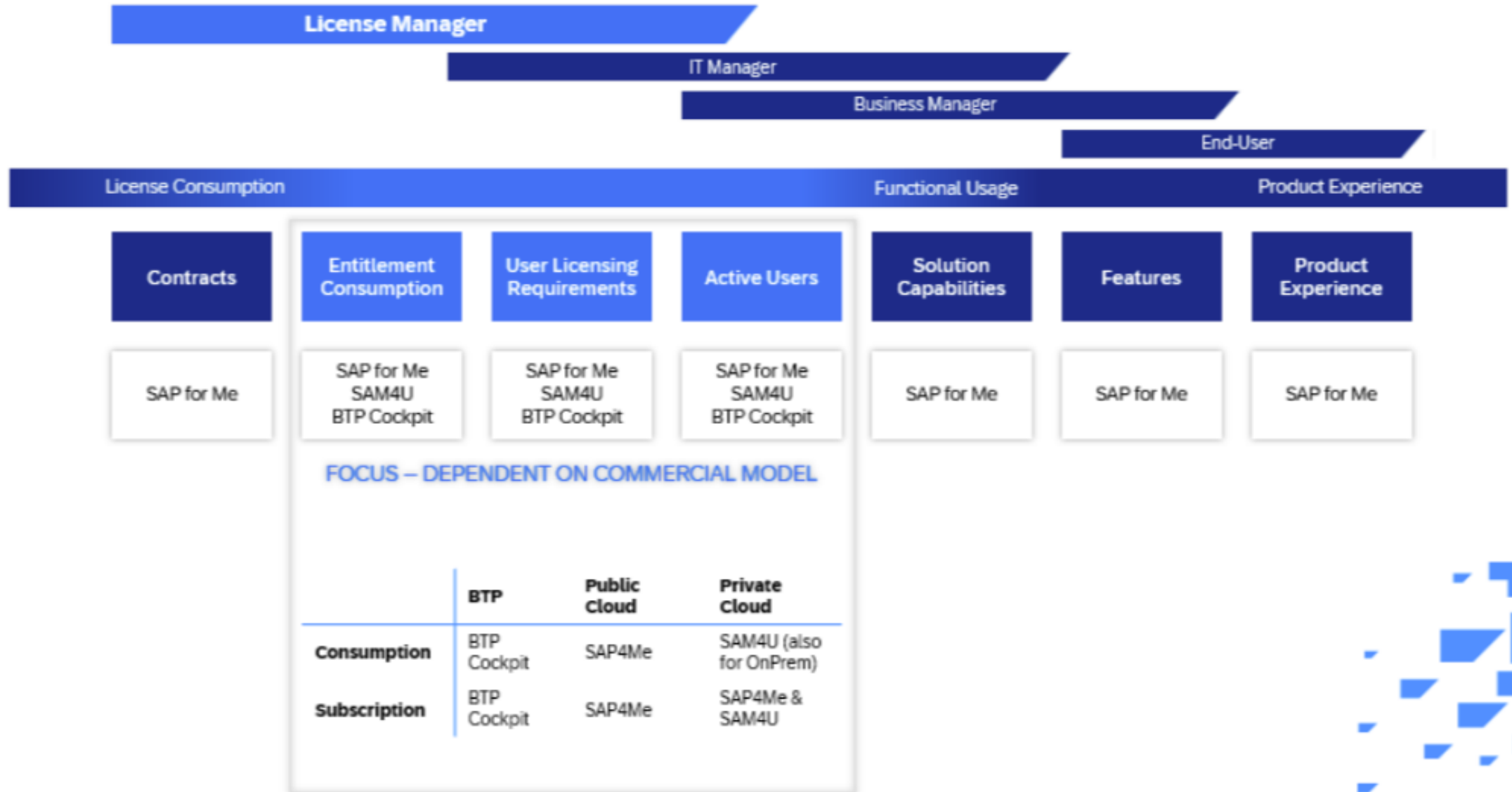
- Enables customers to define custom authorization groups and assign user permissions, including view restrictions and related access controls

Data API Data Export

- Provide a Data API to connect the SAM4U Tool with any customer reporting platform
- Along with technical documentation for direct integration (e.g., Datasphere to SAM4U tables)

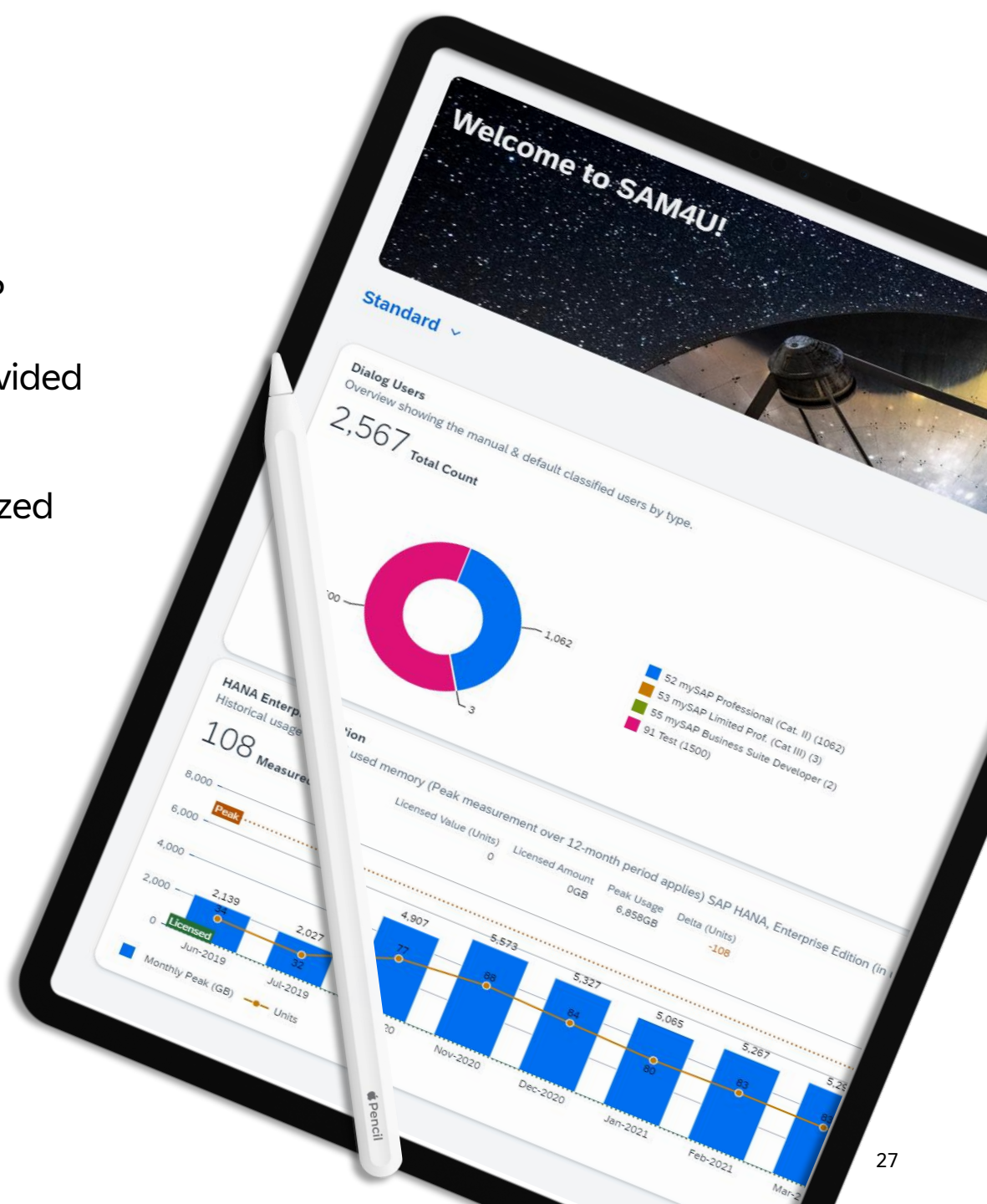


Adoption & Experience Data in your steering cockpit at your fingertips!



Summary

- » SAP's asset manager tool integrates easily through SAP notes
- » It keeps data within your own network, without sharing it with SAP
- » It uploads and maintains the latest SAP License Entitlements provided by SAP
- » SAM4U automatically extracts and analyzes SAP data for centralized license tracking and monitoring
- » It identifies license optimization opportunities and ensures audit readiness
- » Data on historical HANA Database can be analyzed in SAM4U
- » T-code Usage Analysis can be leveraged for role redesign
- » User classification is available based on Active & Authorized Use
- » SAP offers free implementation support for SAM4U



SAM4U – How to get started

Software Asset Manager

Information Hub

SAP Support Portal
Access

Request
Access



Request Form

Company Details

Comp. _____

SAP System _____

Request _____

Requester's Name _____

Requester's Phone Number _____

Requester's Role in the _____

What are you looking for in relation to the SAM4U Service?

☐ I would like to request some information on SAM4U Service.

☐ I have not implemented the tool yet because we have questions about its implementation.

☐ I have implemented the tool, but we are having execution issues and need immediate assistance.

☐ I have implemented the tool and now have questions about the Interactive Dashboard interface.

Is there anything else you would like to tell us in advance?

(*) After you have sent us the request form, SAP will reach out to you scheduling a preparation call to align on the service delivery process (Timeline, Delivery Approach, Service Endowners).

Submit

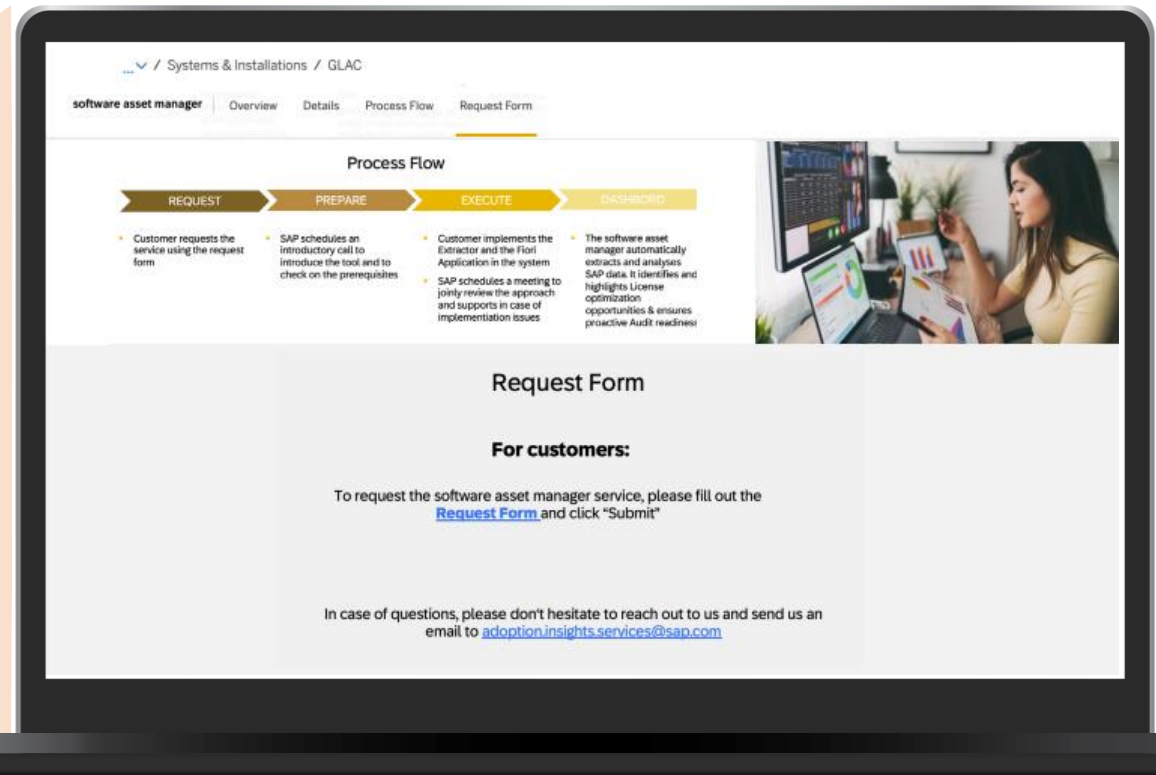
Do you want to request the service?



Access the SAP Support Portal



Link [here](#) or scan QR code



... / Systems & Installations / GLAC

software asset manager | Overview | Details | Process Flow | Request Form

Process Flow

REQUEST → PREPARE → EXECUTE → DASHBOARD

- Customer requests the service using the request form
- SAP schedules an introductory call to introduce the tool and to check on the prerequisites
- Customer implements the Extractor and the Fiori Application in the system
- SAP schedules a meeting to jointly review the approach and supports in case of implementation issues
- The software asset manager automatically extracts and analyses SAP data. It identifies and highlights License optimization opportunities & ensures proactive Audit readiness

Request Form

For customers:

To request the software asset manager service, please fill out the [Request Form](#) and click "Submit"

In case of questions, please don't hesitate to reach out to us and send us an email to adoption.insights.services@sap.com

Q&A



Thank you.

Contact information:

Anja Dufoulon - Birgit Kuhn

anja.dufoulon@sap.com - birgit.kuhn@sap.com