

## SAP Expert

Learn how you can correctly license the SAP software you are using according to the requirements of the contract.

The Deloitte SAM Academy provides a comprehensive training program for all key activities relating to Software Asset and License Management (SAM). The content of the SAM Academy has evolved from Deloitte's long-term SAM experience in diverse customer projects and covers the entire software lifecycle. We offer impartial guidance and training independent of any software vendor or tool provider.

Expanding on the Deloitte SAM Academy Starter Training for SAP Software Licensing, this Expert Training provides you with a deep dive on the central SAP licensing models. You will also learn about the new world of the SAP cloud products and how to license these. Furthermore, you will see the bigger picture of how the usage of SAP products will change and what the vision "Intelligent Enterprise" really means for SAP.

### Day 1

- I. Deep Dive SAP Licensing**
  - SAP Named User Licensing
  - SAP Engines Licensing
  - SAP Annual Self-Audits
- II. Deep Dive SAP Access Licensing**
  - SAP Indirect Access
  - SAP Digital Access
  - SAP Netweaver Foundation for Third-Party Applications (NWFTP)
- III. SAP S/4HANA and the Future**
  - S/4HANA options & the SAP Roadmap
  - Focus on changes to the SAP user account licensing
  - SAP Intelligent Enterprise
- IV. SAP Cloud Products**
  - SAP Ariba & SAP Fieldglass
  - SAP SuccessFactors & SAP AnalyticsCloud
  - License Utilization Preparation Area & License Utilization Information Application + Live Session

### Day 2

- IV. Rise with SAP – Business Transformation as a Service**
  - Introduction to RISE assets
  - Explanation of Cloud Platform Enterprise Agreement Credits (CPEA)
  - SAP S/4HANA Cloud – Authorized Users
- V. SAP HANA Database Licensing**
  - HANA DB editions
  - Technical differences
  - HANA DB measurement
- VI. SAP Contract Types & Maintenance**
  - Main Contract & Maintenance types
  - Specific differences
  - Deloitte recommendations
- VII. SAP Contractual Obligations**
  - Relevant documents
  - Required information sources
  - Document retention obligations
  - SAP User Groups as information sources and exchange platforms

This training is designed for all software contract and license managers, heads and employees of procurement departments as well as IT decision-makers who contribute fundamentally to the negotiations with SAP and to the licensing of SAP products.

Two days

On request

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