

JNC

SAP Licensing and Compliancy Experts

Indirect Access Services

Optimise your SAP licensing performance with JNC



SAP Indirect Access Services

JNC are SAP Indirect Access licensing experts. We have helped numerous major global organisations deal with Indirect Access with a track record of achieving results for our customers. JNC's range of Indirect Access services cater for every need your organisation may have around Indirect Access licensing for SAP.

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Licensing Impact Evaluation for SAP Indirect Access

A review of the planned SAP and enterprise applications roadmap or a single planned deployment to uncover SAP Indirect Access licensing risk before it is realized with a focus on third-party application integrations.



Stage	Activity Description	Deliverables
Roadmap Evaluation	Defining the planned third-party applications and interfaces that should be reviewed for licensing impact	Systems Evaluation Plan
Usage Evaluation	A technical and function review and documentation process defining clearly what needs to be licensed	Product Process Documentation
Contract Review	Determine the contractual clauses that impact the licensing of the planned deployment.	Contract risks and positive provisions
Licensing Review	Analysis to determine the potential future licensing cost based on existing entitlement and SAP contract	Risk Assessment
Licensing Impact Report	Final report summarising the evaluation conclusions, recommendations on what decisions need to be made. Licensing options for potential negotiation with SAP.	Final Report Recommendations Licensing Options

Timeframe: 1-3 weeks* **depending on scope and complexity. The effort is reduced where a client only wants one particular planned deployment to be evaluated.*

Effort (full roadmap): 3-10 man days*

Effort (single system): 2-5 man days*

- ✓ Discover Indirect Access risk based on your future technology plans
- ✓ Avoid deployments that could result in significant and unexpected future licensing costs
- ✓ Make decisions on your technology plans based on the potential licensing impact
- ✓ Negotiate a commercially beneficial licensing deal with SAP facilitating planned deployments, based on a knowledge of the coverage required to be compliant

Indirect Access Risk Assessment

A review of your SAP contracts and evaluation of your existing SAP and enterprise application environment to discover indirect access risk potential as a prelude to a more in-depth enterprise-wide review



Stage	Activity Description	Deliverables
Preparation	Info gathering including: Inventory of interfaces, Systems Architecture diagram, Systems owners, SAP Contracts. Completion of Indirect Access questionnaire.	<i>*to be fulfilled by the client pre-project</i>
Contract Review	Identify contract terms affecting indirect usage and third-party application integration. Identify potential for realized risks and yet unrealized future compliancy risks.	Contract Review Findings
Analysis	Analysis of systems and landscapes info and contract review findings. Perform a compliancy risk assessment on the as-is environment.	Risk Assessment
Business Workshop	Discussion of risk assessment and contract review findings to clarify conclusions and establish additional insights or factors. Discuss potential risk implications.	Business Workshop Outcomes
Risk Assessment Report	Write and deliver the final Licensing Impact Report based on the risk assessment and business workshop outcomes.	Final Report

Timeframe: 1-2 weeks*

**depending on scope and complexity*

Effort: 2-5 man days*

- ✓ Discover Indirect Access risk potential based on your SAP contract and as-is SAP landscape
- ✓ Identify risks that require a more in-depth investigation
- ✓ Understand the terms and conditions in your contract that affect the licensing of third-party applications and SAP
- ✓ Understand your existing entitlement (positive provisions) for third-party integrations

Indirect Access Review

An in-depth, quantified, functional and technical review of SAP Indirect Access licensing risk across all third-party systems and interfaces either as a first-line management strategy or in response to a JNC risk assessment



Stage	Activity Description	Deliverables
Business Workshop	Pre-analysis and discussion to define technical landscape and the number of third-party systems and applications to be scoped into the review.	Systems Evaluation Scope
Contract Review	A detailed review of all SAP contract documents including appendices, order forms and addendums. Performed with involvement of legal and procurement.	Contract Review Findings
Systems Evaluation	Detailed functional and technical evaluation of systems, interfaces, and usage including user function analysis, data communication analysis and other evaluations.	Product Process Description (PPD)
Risk Evaluation	Assign risk factors based on likelihood and impact, and quantify based on contract definitions and SAP	Quantified Risks
Response Strategy	Determine risk responses including business cases for compliant usage, procurement plan, target outcomes and, engagement and negotiation strategy with SAP.	Business Cases Target Outcomes Response Strategy
Indirect Access Report	Provide final report on Indirect Access risk, potential liability along with licensing options discussion and recommended action plan	Final Report

Timeframe: 1-3 weeks*

**depending on scope and complexity*

Effort: 5-12 man days*

- ✓ Uncover the potential licensing liability associated with discovered Indirect Access risks
- ✓ Arm your business with business cases for cases of compliant third-party systems interfaces
- ✓ Allow your business to factor in license cost projections into budgets, cost plans and risk register
- ✓ Procure the necessary entitlement compliantly protecting discount and avoiding higher costs
- ✓ Improve your negotiating position. SAP hold all the cards when they discover unlicensed usage

Indirect Access Response

A targeted investigation into potential Indirect Access licensing liability in response to quantified and yet unquantified claims for unlicensed indirect usage, performed against the specific usage subject to the claim.



Stage	Activity Description	Deliverables
Case Review	Review all communications with SAP, understand context, nature of the claim, usage under question and the quantum of SAP’s claim.	
Contract Review	A thorough review of all SAP contract documentation, order forms and addendums to identify the contractual basis for the defence and identification of liability risk	Contract Review Conclusions
Usage Evaluation	Functional and Technical evaluation including user function analysis, business process analysis, interface technology analysis and data communication analysis. Results in a documentation of the usage in question.	PPD (Product Process Description)
Response Strategy	Results in either accepting the claim, reducing the claim or refuting the claim in its entirety. Refuting involves developing a strong business case demonstrating compliant usage. Reducing involves a business case arguing for lower licensing fees, and accepting involves either full acceptance or a negotiation strategy looking at alternative leverage to appease SAP’s advances.	Compliancy position Target outcomes Defence Cases Response and negotiation strategies
Support	Once the client has established their position, developed target outcomes and commenced executing the designed response, JNC provide ad-hoc support as required to assist in bringing the dispute to a full and final conclusion	

Timeframe: 1-3 weeks*

**depending on scope and complexity*

Effort: 5-12 man days*

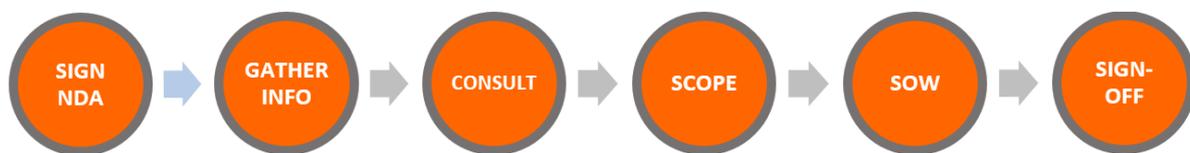
- ✓ Get to the bottom of what you actually owe for Indirect Usage, if anything
- ✓ Build a strong fact-based business case to refute the claim and/or reduce the liability
- ✓ Give yourself negotiating leverage by bringing established facts to the table
- ✓ Get end-to-end expert advice on how to handle and close the dispute

Expert Witness

The provision of our SAP Licensing and Indirect Access expertise to support a client's legal team in preparing a legal defence where SAP have taken their claim to court, including the provision of expert witness testimony during legal proceedings.

- ✓ Prepare an effective fact-based defence to present in court
- ✓ Expert testimony to support your case
- ✓ Increase the likelihood of a favourable outcome

Client Engagement Process



We appreciate that Indirect Access and software license compliancy is a sensitive subject. We typically sign a client led mutual NDA, followed by information gathering to establish the issue or need. We then consult to discuss the issue or need in more detail such that we can scope the work, estimate effort, price the work, and create a Statement of Work for Sign-off. We agree a date for project kick-off, and the work can commence once a Purchase Order has been raised.

For all SAP Licensing and Indirect Access projects a combination of the following JNC resources and expertise will be required:

SAP Contract and Commercial Expert
SAP Licensing and Audit Consultant
SAP Systems Technical Expert

See contact information on our website and get in touch with a JNC consultant today to discuss your Indirect Access requirements

www.jncconsultancy.com/contact