Snow Optimizer for SAP Software, an SAP-certified application, provides an end-to-end solution for SAP discovery, metering, compliance, optimization, and license retirement and recycling.
Snow Optimizer for SAP® Software enables companies to achieve the transparency and understanding necessary to actively optimize and manage their SAP deployments. SAP licensing is complex, and a lack of insight into SAP licensing can result in significant financial and legal liabilities and paying for assets that are not even utilized.

From the world’s leading Software Asset Management (SAM) software provider, Snow Optimizer for SAP Software provides various analyses which identify and isolate named SAP users that are obsolete, duplicate or wrongly assigned. It gives you an exact understanding of your SAP baseline inventory and entitlements enabling you to optimize your SAP expenditure and entitlements, potentially saving your organization millions in ongoing SAP costs and procurement.

Snow Optimizer for SAP® Software provides a proven SAP-specific solution for bringing SAP software deployment into the enterprise SAM practice.

MEETING THE CHALLENGES OF SAP LICENSING

SAP requires its customers to provide License Administration Workbench (LAW) data which solely aggregates audit data for contract compliance. In contrast, the outcome of introducing Software Asset Management for SAP gives greater insight for companies, giving them the ability to optimize the number of SAP users, the access and usage of engines, the specific user license types used, and the indirect access charges across the enterprise.

INACTIVE USERS
Snow Optimizer for SAP® Software reviews the last login database and generates a list of all users that have not logged into the system over a set period. It enables the SAP administrator to create automated rules to expire these licenses so that they may be recycled or consolidated to realize savings on future procurement costs.

DUPLICATE USERS
Snow Optimizer for SAP® Software’s analysis capability can detect suspected duplicate named users by looking at various patterns. Duplicates can be removed from the SAP systems, creating opportunities for further cost-reductions.

OPTIMAL LICENSE TYPES
Snow Optimizer for SAP® Software identifies and monitors those users that have a license type well in excess of their behavior based on a long collection of usage history. It will constantly fine tune your license allocation to make significant savings.

INDIRECT ACCESS
The growing risks associated with indirect usage are addressed by automatically highlighting anomalous and abnormal behavioural patterns that are the tell-tale signs of the SAP system being accessed by third-party applications.
KEY FEATURES

DATA COLLECTION AND ANALYSIS
Snow Optimizer for SAP® Software has the most comprehensive data collection of user and usage activity, as well as user access to standard and industry-specific modules and engines enabling license optimization. It detects patterns of usage and behavior behind the vast amount of usage data, isolating roles and transactional activity, and provides insight into how the SAP deployment is actually used. User activity, statistical data, and module/transactional access can be aggregated weekly, monthly or quarterly.

SYSTEM METERING
Snow Optimizer for SAP® Software constantly monitors system measurements across the hundreds of SAP systems in an enterprise and aggregate that data and highlight key compliance concerns to the SAP administrators.

LICENSE ALLOCATIONS AND RULE SETS
The Snow Optimizer for SAP® Software maintains up-to-date details on which licenses are assigned where. This enables SAM administrators to rebalance license allocations on-the-fly, and to right-size licensing across the SAP landscape. Rule sets are created to quickly and correctly align the user with the correct license in the correct system, based on their activity. The Optimizer gives warnings when a limit of contractual number of licenses, engines, or specific activity types is reached. All of this enables the avoidance of additional costs or penalties.

REPORTING
Snow Optimizer for SAP® Software produces reports for ABAP and java-UME systems, these include: user list, baseline analysis by system or user type, matrix user/data sources and role utilization.
It also provides additional reports for ABAP systems:
• Log-on analysis (in tabular and graphical formats)
• Usage analysis for CPU usage and change documents
• Module analysis (in tabular and graphical formats)
• Usage profile and Role Usage Analysis.
There is a configurable set of rules to create proposals for license types and valid-until-dates (calendar dates) for the users (automated and consolidated across the SAP systems analyzed), and it is capable of changing various fields of the user master record (such as license type or valid-until-date) of ABAP system users from the installed Snow Optimizer for SAP® Software master system.

BUSINESS BENEFITS

RISK AND COST CONTROL
By monitoring unusual behavioral patterns, the Snow Optimizer for SAP® software can detect unlicensed and non-compliant users that are accessing the SAP system. This enables companies to make proactive remediation and avoid potentially large contract renewal costs.

AUDIT & COMPLIANCE
By properly fitting the SAP license type to each user periodically throughout the year based on actual historic behavior over a set period (e.g. 12 months), the enterprise can assure compliance for its upcoming SAP audit and cost optimization. By having a comprehensive understanding of the usage patterns and behavior, enterprises can remain compliant and audit ready today and in the projected future.

ONGOING YEARLY COSTS
Enterprise maintenance for SAP licenses consumes 22% of the list price of the software every year. Paying maintenance on tens of thousands of unused licenses is tremendously costly and wasteful. It is money that could be used more productively elsewhere in the enterprise. Snow Optimizer for SAP® Software ensures that you know more about your SAP systems than anyone else, giving you the information you need to optimize your SAP systems and have the upper hand in contract negotiations and audits.

NEW PROCUREMENT COSTS
Negotiating a steep discount on 5,000 new SAP professional user licenses may be a well-intentioned but misguided effort if an enterprise has 15,000 user licenses that should be retired and recycled. Enterprises can potentially save significant amounts of forward spending by more efficiently using the licenses they have already purchased.

ANALYST VIEW

Gartner Inc.: Maintaining your systems with proper category information is a fundamental requirement for SAP license use. By maintaining information, your organization will benefit from effective license usage, profiling user types along with planning for future purchases — which will mitigate potential unbudgeted license costs.

### SNOW SAM PLATFORM

<table>
<thead>
<tr>
<th>Icon</th>
<th>Description</th>
<th>Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>Slm</td>
<td>Snow license manager</td>
<td>With millions of licenses sold, Snow License Manager is the world's leading SAM solution.</td>
</tr>
<tr>
<td>Inv</td>
<td>Snow inventory</td>
<td>The true multi-platform audit solution designed to find devices, audit software installs and track usage.</td>
</tr>
<tr>
<td>Srs</td>
<td>Software recognition service</td>
<td>Recognize commercially-licensable applications across the network.</td>
</tr>
<tr>
<td>Sic</td>
<td>Snow integration connectors</td>
<td>Integrate Snow's SAM platform with existing Inventory, ITAM and Service Management solutions.</td>
</tr>
<tr>
<td>Om</td>
<td>Oracle management option</td>
<td>Cut the costs of managing complex Oracle licenses.</td>
</tr>
<tr>
<td>Sos</td>
<td>Snow optimizer for SAP® software</td>
<td>Manage SAP licensing to optimize one of the enterprise's largest software costs.</td>
</tr>
<tr>
<td>Vm</td>
<td>Virtualization management</td>
<td>Identify and manage virtual assets across the network.</td>
</tr>
<tr>
<td>Sso</td>
<td>Software store option</td>
<td>User-centric software request portal with integrated dynamic and proactive Software Asset Management.</td>
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### ABOUT SNOW SOFTWARE

Snow's Mission is to stop organizations paying too high a price for the software they consume.

To bring transparency and fairness to the licensing of software across the network, Snow provides on-premise and cloud-based Software Asset Management (SAM) solutions that safeguard the US $320 billion spent each year on enterprise software: ensuring organizations realize the full benefit of optimized licensing.

Snow is the largest dedicated developer of SAM solutions, headquartered in Sweden with more than 300 staff across 15 regional locations, three development centers and local support teams in seven territories.

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