

OUR OFFERS

SAP EINKAUFBSBERATUNG

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Uwe Werner
IT Einkaufsberatung
GmbH



OUR OFFER

PHASE I

OUR WORKSHOP

Our workshop addresses companies that do not yet know exactly which path they would like to take setting up their SAP landscape for the future. The possibilities seem endless! Together, we will discuss your options and how to get there. The goal is to clear up your uncertainties and answer your questions with the help of our experienced experts.

Potential compliance risks are examined in order to optimally prepare your company for negotiations with SAP. Thanks to our expertise and benchmarking results from more than 50 projects over the past 2 years, we can independently assess your SAP software contracts, SAP service contracts and purchasing conditions from a completely different perspective and give you an idea for potential savings.

Planned contents of the workshop:

- Analysis of the current situation with regard to the current SAP inventory
- Identification of license risks (e.g. indirect use)
- Check for over- and/or under-licensing
- Presentation of the new licensing model for SAP S/4HANA in comparison to the ECC model
- Introducing SAP S/4HANA Contract Conversion
- Presentation of SAP Cloud solutions
- Presentation of the SAP Business Technology Platform
- RISE with SAP and differentiation between Private and Public Cloud
- ...

The workshop content can be individually adapted to your requirements.



PREPARATION, WORKSHOP, FOLLOW-UP

We prepare the workshop based on the information you provide us in advance, and after the workshop you will receive all workshop documents fully prepared with our recommendations for your negotiations with SAP and a detailed checklist and roadmap. Together, we built the basis to start your negotiations with SAP. In PHASE II, we'd be happy to guide you with our team of experts helping you to finally achieve your negotiation goals.

Price incl. preparation and follow-up: 9.500,- €

If you order Phase II, the price of the workshop will be credited in full.

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PHASE II

PURCHASING NEGOTIATIONS

Since the review of your SAP software contracts, SAP service contracts and purchasing conditions has already taken place in preparation of the workshop, the foundation for a successful purchasing project has been laid. Once a negotiation team has been identified, joint negotiation goals are set. The objective is to develop and negotiate a licensing model with SAP that also takes into account future challenges, technological, commercial and organizational. Furthermore, the standardization of contract terms and the consideration of comprehensive reconfiguration and swap rights are part of our negotiations in order to create maximum flexibility for you for the future.

TARGETED, WITH A CLEAR CONSENSUS

Additional content of purchasing negotiations:

- Strategy development and preparation of actual negotiations
- Evaluation of creative licensing models, taking into account new and/or different license metrics if necessary
- Evaluation of an SAP S/4HANA contract conversion and/or for RISE with SAP
- Coordination of negotiations / Reporting and Management Summary
- Recommendations for optimal purchasing conditions and optimized support costs
- Creation of binding and clear rules for "indirect use / digital access" to cover future needs
- Expansion of your network within SAP – more visibility for your company
- Evaluation of a strategic partnership between you and SAP SE
- Regular coordination meetings between all project participants
- Discussion of individual contract terms with your lawyers, if necessary
- Review of the final paperwork before signature of the contract
- ...

Content and objectives of purchasing negotiations can be expanded and tailored to your individual requirements

Price incl. management summaries: Performance-related fee

