



# SAP Spend Optimization Services

Reduce audit risk. Get clarity on what you own and use. Make better SAP renewal and S/4HANA decisions.



## The challenge

SAP licensing is hard to manage over time. Contracts can span decades, product names change, and institutional knowledge experts leave. Organizations often don't have a single place they can go to answer two basic questions:

**What do we own?**

**What are we using?**

When those answers aren't clear, organizations are exposed during audits, struggle to plan renewals, and can overbuy during SAP transitions, such as moving from ECC to S/4HANA or shifting to cloud subscriptions.

## How SHI® Spend Optimization Services help

SHI Spend Optimization Services (SOS) focus on licensing and the commercial implications of using SAP. We help you build a clear, defensible SAP licensing position and use it to reduce risk and costs.

## Start here: SAP License and Audit Readiness Health Check

A quick, practical way to understand where you stand and what to fix first. Using information you can export from SAP, we provide a high-level view of:

- Potential audit triggers and areas SAP may focus on, like users, engines, or indirect/digital access indicators.
- Obvious gaps between what you believe you have versus what your system reporting suggests.
- A short list of recommended next steps – what to validate, what to clean up, and what to prioritize.

## We offer projects or ongoing managed services:

### Entitlement position (What you own)

We review your SAP contracts, order forms, and addendums to build a clear entitlement position you can actually use. This often uncovers gaps and inconsistencies that drive unnecessary audit findings or renewal spend.

### Effective License Position (What you use)

We analyze SAP usage data (e.g., users and LAW/engine reporting) and reconcile it to your entitlements. You get a defensible view of over-coverage, under-coverage, and where the risk or waste is coming from.

### Audit support

If you're notified of an SAP audit or annual license review, we help you get organized quickly, validate your evidence, and respond with accurate data. We also help you understand what the results really mean and what to prioritize next.

### Indirect Access / Digital Access Assessment

If you have SAP connected to non-SAP systems, bots, or third-party apps, you may have indirect (digital) access exposure. We help you identify the risk areas, interpret contract language, and put a plan in place to reduce liability.

### S/4HANA license migration support

Before you move from ECC to S/4HANA (or to SAP cloud subscriptions), we help you optimize first. That means you understand what you own and use today, so you don't "forklift" waste into the new model. We can also review and analyze SAP proposals to explain the licensing impact and highlight commercial risks.



## Renewal and negotiation support

We don't resell SAP. We help you go into renewal or commercial discussions with facts: your entitlement position, your usage position, and the licensing implications of the quote in front of you. Start your negotiations from a position of strength, not uncertainty.

## Managed quarterly optimization

SAP isn't a "do it once" exercise. We can run a quarterly cadence: validate reporting, show what changed, track progress on actions, and focus each cycle on the next highest-risk or highest-waste area.

## Outcomes you can expect

- **Reduce audit and compliance risk** through a clear, defensible SAP licensing position.
- **Confidence in renewals and S/4HANA decisions** with clarity on what you own, use, and need.
- **Reduce unnecessary spend** by identifying over-licensing, shelfware, and avoidable true-ups.
- **Improve visibility and control** over SAP usage as environments and contracts evolve.
- **Less disruption during audits and reviews** with validated data and prioritized actions.

## Why SHI

### SAP licensing practitioners, not just advisors

We work hands-on with contracts, usage data, and audit evidence, not high-level guidance you're left to implement.

### Built for long-lived SAP estates

We help replace lost institutional knowledge with clear documentation and repeatable processes.

### Focused on outcomes, not reports

We help you act on insights so audit findings, renewal pressure, and licensing waste don't keep repeating.

- One of the highest ratings in the Software Resellers market on [Gartner Peer Insights™](#) with a score of **4.7/5** (out of 70 reviews as of May 2026).
- **100% willing to recommend score** in [Gartner Peer Insights™ Voice of the Customer for Software Asset Management Managed Services](#) (based on 38 ratings as of January 2026).
- **Over \$1 billion saved** for clients in 2025.
- **1,000+ accreditations** supported by technical ex-practitioners.
- Over **99%** customer retention rate.

Turn **pressure into performance** with the only partner that can **optimize spend on everything** – software, hardware, SaaS and the cloud—and help you **intentionally act** on those insights.

Together, we create ROI you can prove so you're **ready for what's next**.

## Ready for help?

Start with an **SAP License and Audit Readiness Health Check** to understand your current position and where to focus first.

For more information, visit [SHI.com/ITAM](https://SHI.com/ITAM) or contact [ITAM@SHI.com](mailto:ITAM@SHI.com).

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