

REMEND

SAP ADVISORY SERVICES



Remend is an independent advisory firm that partners with enterprise, mid-market and government organizations to cut technology costs.

Independent SAP Advisory Services

Remend's advisory services help you navigate the complexity of software publisher contracts and service agreements (Oracle, Microsoft, SAP, etc.) to make informed decisions for your business environment. Our experts work to find business efficiencies, reduce stress and realize budgetary savings in four steps:

License Baseline

Assess the current situation and identify opportunities for savings and risk mitigation.

Services & Solution Validation

Validate and optimize bill of materials (BoM) by evaluating architecture, interoperability, security, etc.

Strategy and Negotiation

Create and execute a negotiation strategy centered on the key terms and conditions valued by the stakeholders.

Vendor Relationship Management

Combine services in an ongoing managed service to ensure a positive and valuable relationship with SAP.

Remend Services for SAP

- 1. SAP License Advisory** – includes current baseline, BOM review, negotiation strategy & execution
- 2. SAP Third Party Support Advisory** - optimize licensing prior to moving to 3PS (crucial to delaying a move to S/4HANA or RISE with SAP)
- 3. SAP Cloud Migration Advisory** - optimizing SAP licensing for hyperscaler cloud platforms
- 4. SAP Audit Defense** - strategy and execution
- 5. SAP Software Asset Management** - SAP license optimization as an ongoing service
- 6. RISE with SAP and SAP S/4HANA validation** - assesses available options from continuing perpetual licensing with 3PS, moving to RISE with SAP or creating a hybrid environment

Shifting the Balance of Power

SAP no longer has to own you or intimidate you with audits. By collaborating with us, we will define your ERP roadmap, conduct scenario analysis on licensing, perform risk assessments and assist with negotiation strategies.

Remend will assess your current situation and then create a custom engagement that best suits your needs. This approach empowers you to implement the most appropriate software and licensing models to grow and evolve your business.



Take control of your SAP software and licensing future today by asking the following questions:

- Are we fully utilizing the annual support we purchased?
- Can we validate our Bill of Materials (BOM)?
- What are the pros and cons of our contract and their impact on our operating model?
- What strategies can we employ to lessen compliance risks and related unexpected expenses?
- How can we enhance our bargaining power for renewal or additional purchases?

Bring equity, compliance and control to your SAP licenses and support fee structure with Remend's advisory services.

The Challenge with SAP

SAP's lack of transparency allows them to control and lead your contract and service agreement negotiations, starting with the absence of publicly available pricing models.

SAP is known to apply indirect access claims to encourage customers to adopt newer products, like S/4HANA.

SAP's customer experience is riddled with slow response times and inaccuracies.

RISE with SAP and S/4HANA

You may be feeling the pressure from SAP to switch to their cloud services, RISE with SAP and S/4HANA, but you may not be ready to move away from perpetual licensing.

It's unsettling to be bullied into migrating your ERP functionality and services to a cloud option. It may be more expensive and labor intensive, as well as force you into SAP partner-provided migration and implementation services.

Facts & Figures



Exercise caution when sharing your STAR/USMM/SLAW results with SAP. STAR uses object authorizations to determine usage types, not just your allocations. Many organizations are getting caught up in this and creating compliance leverage for SAP.

Benefits of Working with Remend

- EXPERIENCE** - We know how SAP operates during audits and sales processes.
- KNOWLEDGE** - We have an in-depth understanding of SAP's products, tools and roadmaps.
- COST AND RISK AVOIDANCE** - We can identify and remediate SAP financial risks and lock-ins.
- COST OPTIMIZATION** - We simplify the structure of your licenses and negotiate the best possible deals.

[Contact us!](#)

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