IN SYNC

samQ enables Weleda to perfectly coordinate Named User licenses based on actual SAP usage

Sustainability is crucial to the corporate identity of Weleda, a manufacturer of natural cosmetics and medicinal products. The company commits itself to utilizing no more packaging material than necessary and to using water and energy resources sparingly. Only as much as necessary. The same goes for SAP licenses, which Weleda has managed to optimize in the long term thanks to samQ, the license management tool from VOQUZ.

VOQUZ

IT SOLUTIONS

Weleda AG is a leading manufacturer of anthroposophic medicinal products, hygiene products, and certified natural cosmetics. Weleda is active in over 50 countries on every continent. Around 2,000 employees work to ensure the success of the Swiss company, which has been dedicated to social, ecological, and economic responsibility since 1921.

The following is a conversation between VOQUZ and Thomas Jünger, a project leader in the Project and Process Management department of the SAP division at Weleda AG in Schwäbisch Gmünd, Germany.

VOQUZ: Mr. Jünger, could you describe your SAP landscape at Weleda? How big should we imagine it is?

Thomas Jünger: We have approximately 200 SAP users, and we make use of three systems: Business Warehouse, SAP FI, and HR. Some of our users are obviously active in more than one of the three systems, but our configuration is definitely not as complex as a vast landscape with thousands of SAP users. We can still do a lot of things manually, but sooner or later we reach the limits of what can be done that way.

VOQUZ: What was difficult about license management in your opinion?

Thomas Jünger: What makes SAP license management so challenging is mainly that it's hard to determine, based on the SAP license description, which activities are covered by which licenses. This makes it harder to compare user activities with license terms. What's more, you have to be well-versed in licensing to be able to respond to SAP's arguments during license negotiations.

VOQUZ: : Is that why you decided to seek outside help from VOQUZ?

Thomas Jünger: Exactly. In preparing for licensing meetings with SAP we wanted to determine whether there were things we could optimize. With system evaluation fast approaching, we wanted to act quickly and find out which license an employee needs based on what they do, that is, independently of the license they were previously given.
To enable us to identify these opportunities for optimization, we decided on the license management tool samQ.

VOQUZ: What was it about samQ that convinced you?

Thomas Jünger: The results. We needed specific, valid numbers relatively quickly, and samQ gave us exactly that – fully automatically and in the shortest possible time. We knew immediately where we stand and how an optimal situation would look like. VOQUZ provided us with spontaneous and very fast support in this area. I called, and one week later we already had a license expert at our office. It was really something..

VOQUZ: What happened then?

Thomas Jünger: We started by doing a test installation that we could play around with. Then we did the fine tuning with a VOQUZ license expert here at our office. Together we reviewed our license situation and the results of the test run in order to discuss possible steps and opportunities for optimization. The results convinced us to deploy the tool in our production system. .

VOQUZ: What were you able to find out?

Thomas Jünger: Most of our SAP users have a Professional or Limited Professional license, as well as various licenses in the different systems. Based on the usage data we provided, samQ discovered that some of those licenses weren't needed at all.
We also had a whole bunch of ESS licenses lying around unused, and we realized that some users who used to have Professional or Limited Professional licenses could get by just fine with an ESS license. This allowed us to free up some of the expensive licenses and assign them to SAP users who actually need them.

VOQUZ: How has license distribution changed?

Thomas Jünger: I had counted on us having to buy between five and ten additional Professional licenses. That turned out not to be the case, however, because thanks to samQ we obtained a cross-system overview and were able to redistribute the licenses. Several Professional licenses were freed up in the process. This means we didn't have to buy any more licenses, of course.
Additional licenses were made available thanks to user optimization functionality, which systematically identifies

users who haven't logged in in a long time (for example, 90 days). samQ helped us avoid additional costs.

VOQUZ: Does that mean you've already undergone a license evaluation since deploying samQ?
Thomas Jünger: Yes, that's right. samQ enabled us to make our results transparent, so we were well prepared for the license evaluation.

VOQUZ: How did the evaluation go?
Thomas Jünger: SAP accepted the results without further ado. No questions were asked after the evaluation.
The data we provided was correct, and we really didn't have to buy a single license. That was great, of course.
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VOQUZ: One last question. What do you value most about samQ?
Thomas Jünger: Apart from the rapidity and reliability of the figures, I especially appreciate that the comparison can be repeated regularly and that I can obtain a monthly or even daily report on updates to license assignments

based on which transactions are called. This means I can stay completely up to date on the license inventory and know well in advance what to expect from the results of an SAP system evaluation.

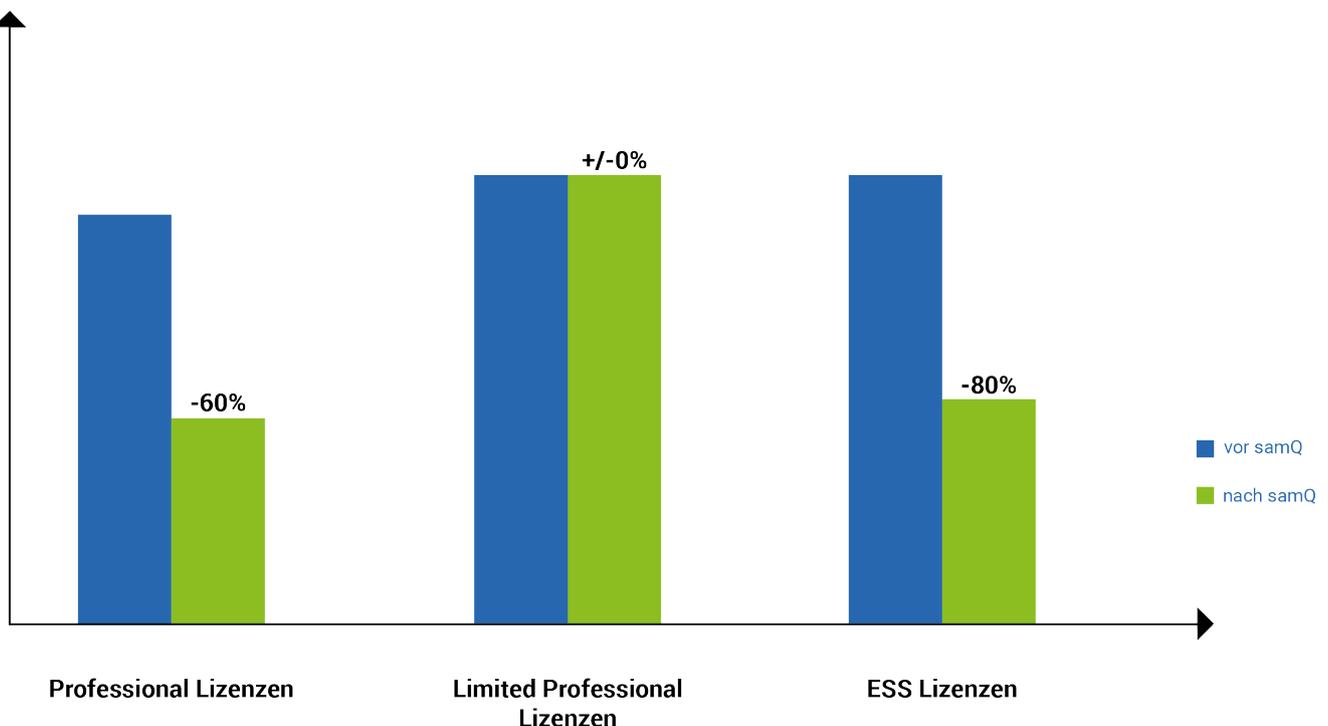**VOQUZ: We're happy to hear that. Thank you very much for speaking with us today!**

Fig: Comparison of the license allocation before and after use of samQ

ABOUT VOQUZ

The VOQUZ Group is a solution provider and system integrator in the field of information technology. The company is a one-stop shop for the implementation of complex IT projects and provides customers with intelligent solutions in the areas of compliance, big data management, collaboration, mobile ERP and IT security. VOQUZ draws from a pool of internal and external specialists and benefits from more than 35 years of market experience in the banking, automotive and technology industries. Its customers include both corporations and medium-sized companies.

The VOQUZ Group employs about 400 people and is headquartered in Munich with nine additional offices in Germany, Austria, Switzerland, Romania and the US.

ABOUT OUR SAP SOLUTIONS

With its software products samQ and setQ, VOQUZ has specialized in the optimization of license costs and authorization concepts for SAP applications. These self-developed SAP solutions reduce the manual administration effort and cut costs by optimizing usage of the existing software inventory. In addition to the SAP license management tool samQ, setQ enables the automation of SAP authorization assignment. This way, authorization processes become revision-safe and compliant.

Bildnachweis: Weleda

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