

# Navigating RISE with SAP®

Learn tips on how to streamline your SAP license management and save up to 50% in costs

# Content

<b>Introduction</b>	<b>3</b>	<b>Optimize SAP Software Licensing with USU's Advanced STAR Ruleset</b>	<b>13</b>
<b>Executive Summary (TL;DR)</b>	<b>4</b>	<b>Automate Your Authorization Concept and Realize Savings</b>	<b>14</b>
<b>What is RISE with SAP?</b>	<b>5</b>	<b>Pros and Cons of RISE with SAP</b>	<b>16</b>
<b>RISE with SAP, SAP S/4HANA Cloud</b>	<b>6</b>	<b>Conclusion</b>	<b>18</b>
<b>Contract Components of "RISE with SAP"</b>	<b>7</b>		
<b>FUE vs. Use Types</b>	<b>9</b>		
The new FUE model at RISE with SAP is different.	10		
<b>Authorization-Based vs. Usage-Based Licensing</b>	<b>12</b>		

# Introduction

In 2017, SAP branded itself “The Cloud Company,” transitioning from on-premises to cloud-based solutions via innovative products like S/4HANA®.

Despite this, slow cloud adoption prompted the 2021 launch of RISE with SAP, pressuring ECC customers with:

- ECC maintenance ending by 2027-2030
- Halted ECC innovations
- Annual 5% maintenance fee hikes

Undoubtedly, the RISE with SAP program carries significant implications for existing ECC customers, which cannot be overlooked. If you’re contemplating

migrating to SAP Cloud using the RISE program, it’s imperative to meticulously assess various factors to optimize benefits.

To assist you in this endeavor, we present an essential resource that provides you with:

- Access to accurate information on RISE with SAP
- Insight into the structured agreements under RISE with SAP
- Strategies for effective management of SAP cloud contracts
- Ways to optimize the number of authorizations and FUE

Empower yourself with the knowledge and insights necessary to navigate the evolving landscape of SAP’s cloud offerings with confidence and efficiency. This guide is for you if you lead IT or Finance, or manage SAP programs or licenses. Learn how you can **save up to 50% of your SAP license costs** with a SAM tool.



# Executive Summary (TL;DR)

## 10 key findings of the SAP guide:

1. RISE with SAP shifts control to SAP—you lose visibility and flexibility around infrastructure access, and service levels.
2. Your negotiation power decreases—with SAP as your only partner, there's less room to manage infrastructure or service providers independently.
3. Contracts are easier to manage—you only deal with one instead of many, which can simplify procurement.
4. The FUE model is complex—without careful planning, you risk unnecessary costs.
5. Analyzing your current user licenses is critical—it's the only way to avoid overspending when switching to FUEs.
6. License optimization can reduce costs by up to 50%—the right tools and strategy help you cut unused licenses and lower your FUE count.
7. Effective license management supports compliance—assign licenses based on actual permissions to stay audit-ready.
8. A clean authorization concept matters—it improves license accuracy and limits audit risk.
9. SAP continues refining its “STAR” Rule-set—audits are frequent and evolving.
10. RISE doesn't protect you from audits—indirect access, digital documents and self-service user mappings are still under review.

RISE with SAP promises simplification—but it also introduces new risks and cost traps. This guide highlights the key challenges and opportunities that come with RISE and shows how proactive license management can help you stay in control and cut costs.

# What is RISE with SAP?

RISE with SAP aims to simplify cloud migration for customers and provide personalized support throughout the journey to becoming an “intelligent” enterprise. It’s more than just moving to SAP S/4HANA; it’s about enabling continuous digital transformation with cloud-focused solutions, services and tools.

Initially, the offering included five core elements: SAP S/4HANA Cloud, Business Process Intelligence (BPI), SAP Business Technology Platform (SAP BTP), access to the SAP Business Network and various integrated tools and services. RISE with SAP operates on a subscription basis with a service level agreement (SLA), bundling components into a single package at a fixed price. SAP manages solution operation and troubleshooting.



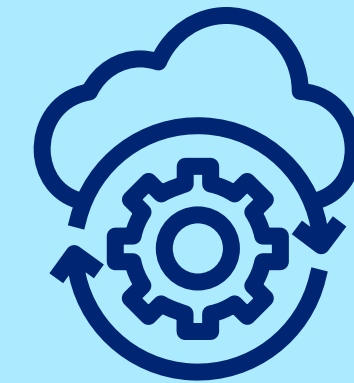
Infrastructure hosting options include SAP or hyperscalers like Google Cloud, Amazon Web Services or Microsoft Azure. According to SAP, RISE with SAP can cut total cost of ownership by up to 20% compared to on-premises SAP S/4HANA implementation, inclusive of migration expenses.

# RISE with SAP, SAP S/4HANA Cloud

## Where's the Difference?

RISE with SAP is closely tied to SAP's strategic pivot toward cloud computing, specifically the SAP S/4HANA Cloud. It's tailored to aid companies in transitioning to the cloud with a plethora of innovations and solutions. The SAP S/4HANA Cloud, available as both public and private cloud options, stands as a cornerstone of RISE with SAP.

While RISE with SAP offers a comprehensive cloud solution, it's important to note that it's not mandatory for utilizing SAP's cloud offerings. Companies can



Through **GROW**, organizations can opt for SAP S/4HANA Cloud Public Edition, where the cloud ERP's infrastructure and software capabilities are shared among SAP customers and managed directly by SAP.

access solutions like SAP S/4HANA Cloud, Public Edition, and SAP S/4HANA Cloud, Private Edition independently, “without RISE.”

Furthermore, since the start of 2023, the GROW with SAP commercial package has been available, particularly catering to new customers in the midmarket segment.



# Contract Components of “RISE with SAP”

“RISE with SAP” is a cloud contract that bundles all software licenses, cloud infrastructure and services. In detail, this includes the following components:

- Migration tools
- S/4HANA Cloud private or public edition
- Business Technology Platform
- SAP Business Network Starter Pack
  - Ariba Business Network  
(≤ 2,000 purchase orders or invoices)
  - Asset Intelligence Network
  - Logistics Business Network
- Business Process Intelligence Starter Pack
  - SAP Process Insights with 50 GB of Cloud storage
  - SAP Signavio Process Manager: 3 users
  - SAP Signavio Process Collaboration Hub: 10 users
- Full Use Equivalents (user licenses)
- SLA, support and operation contracted from one partner

## What to look out for?

For all components, you have only SAP as a contractual partner, and this has both advantages and disadvantages:

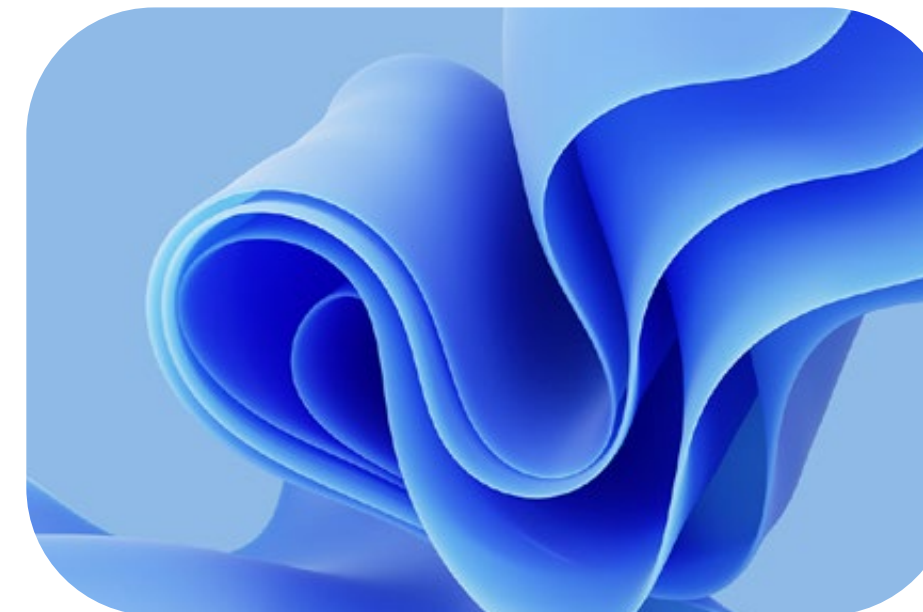
**You have no way to negotiate** with different infrastructure providers or service providers, which puts SAP in an even stronger position.

**RISE with SAP leads to technical dependencies**, as the software no longer runs on the company's own systems. This allows SAP to control access, customize systems and determine SLAs.

**On the positive side, negotiations can be easier.** Since you have only one contractual partner and not multiple with whom you must negotiate individual contracts. This means less bureaucratic effort and in general a higher contract value which leads to a better position.

## “RISE ≠ Risk-Free”

Just because you moved to RISE doesn't mean you're immune to audits. SAP continues to review indirect access, digital documents, and self-service user mappings. USU helps uncover hidden cost traps before SAP does.





# FUE vs. Use Types

## Connecting the dots

Can you remember the current use type scenario with SAP S/4HANA on-prem? SAP distinguishes six application scenarios: Developer Use, Professional Use, Functional Use and Productivity Use (as the most important Use Types), Engine Use and Technical Use.

### Important use types of SAP S/4HANA on-prem

Direct use

#### Professional use

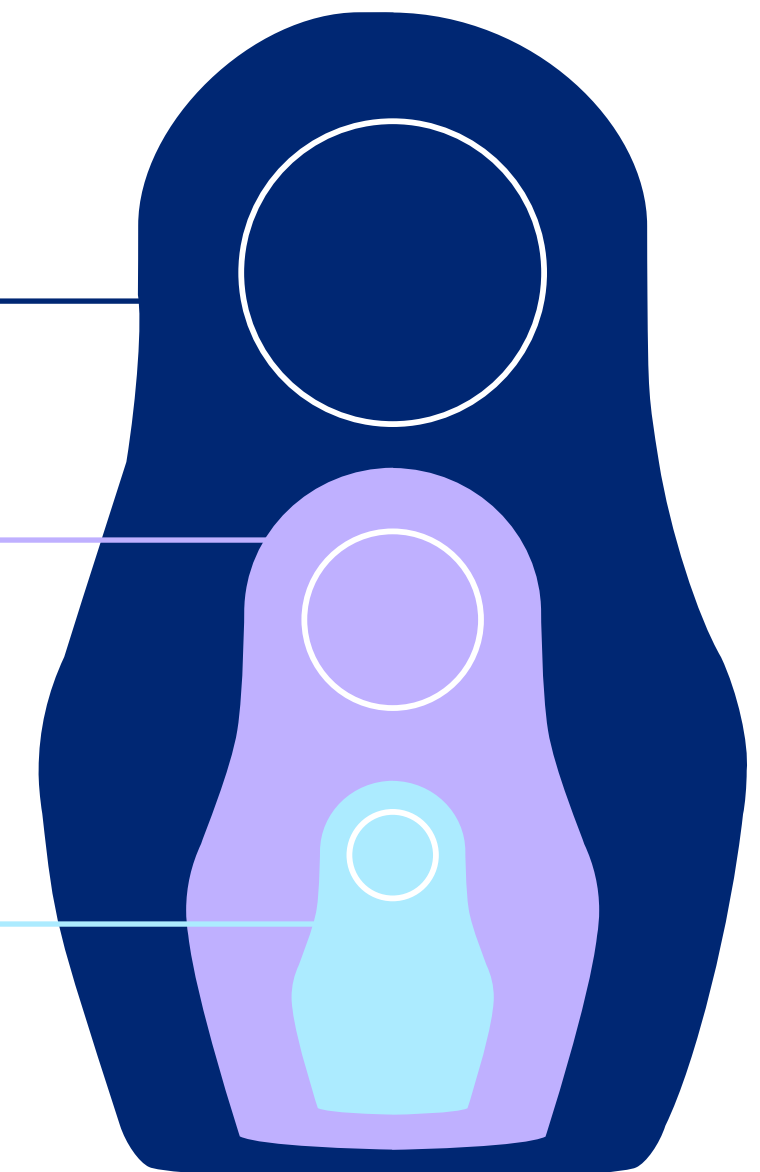
Management and system administration tasks

#### Functional use

Kanban, Quality Inspection, Production BOM Management, Inspection Planning, Project Financial and Logistics Control, Master Data Maintenance...

#### Productivity use

Goods Movement, Shipping, Timesheet, Self-service Requisition, Material Requirements Planning...



## The new FUE model at RISE with SAP is different.

With RISE with SAP S/4HANA Cloud, SAP has taken a step towards user licensing making license management easier. Instead of purchasing exact numbers of specific user license types, SAP customers can purchase so-called FUEs, Full Use Equivalents.

FUE is a fictive number that corresponds to the theoretical number of individuals authorized to access the full solution capabilities. Individuals with less authorizations are taken into account by calculating the corresponding FUE by using a conversion factor.

### It's defined as follows:

1 FUE = 1 SAP S/4HANA for Advanced Use,  
5 SAP S/4HANA for Core Use or 30 SAP  
S/4HANA for Self-Service Use.

The FUE model is a flexible way to use user licenses for different use types. With a RISE with SAP contract, there is no need to specify the relationship between the different use types. It offers great flexibility: Savings can be achieved without reconfiguration right or contract renegotiation. FUE is available with different tiers, such as:

1001-2000 Users: 164 Euro  
(equiv. to 192 US dollars)/  
FUE/Month (Private  
Edition) or 135 Euro (equiv.  
to 158 US dollars)/FUE/  
Month (Public Edition).



**A solid analysis of the previous named user licenses is needed** so as not to generate unnecessary costs. Implementing pricing without contextual analysis of assigned license types can drastically affect the final amount of FUEs purchased.

# Save up to 50% of your costs with USU's SAP license management tool

As you can see, we are able to save 227 FUE while maintaining the number of users, and the licenses will directly comply with the subscription agreement. In our above example of 1,000 licenses the **achieved savings would be 30,645 Euros (equiv. to 35,944 US**

**dollars) per month** (Public Edition). SAP user licenses are a significant component of the costs associated with S/4HANA. Before migrating to S/4HANA, it is a good idea to carefully review your current licenses to make sure they are optimized for actual system usage.

License	Number of licenses without optimization	Number of licenses after optimization	Weight	FUE without optimization	FUE after optimization
Developer Access	10	10	0.5	20	20
Advanced Use	355	154	1	355	154
Core Use	545	345	5	109	69
Self-Service	90	491	30	3	17
Sum	1000	1000		487	260





# Authorization-Based vs. Usage-Based Licensing



With the conversion of the licensing model to S/4HANA, companies are increasingly confronted with a challenging and expensive deployment: Licensing is now additionally based on authorizations. Standard RISE with SAP contracts include authorization-based licensing, rather than usage-based.

**Authorization-based licensing is 50–150% more expensive** than usage-based licensing. Before you can optimize your authorization-based licensing you need to know what you have. For this, SAP introduced their STAR service, S/4HANA Trusted Authorization Review Service, offering assistance with SAP user license assignments. Customers

can compare the existing authorizations with the new S/4 types to determine the required license type for users and roles based on authorization objects and characteristics.

The result can then be used to automatically classify the SAP authorization roles described above. The USMM then compiles the required SAP user license for each SAP account.

# Optimize SAP Software Licensing with USU’s Advanced STAR Ruleset

USU’s SAP license management solution supports both Authorization-based and Usage-based licensing.

USU has integrated the STAR ruleset into its SAP Software Optimization tool. Now we can generate an initial overview, similar as you would do with STAR in the SAP systems. We then continue and match this result against the actual usage to improve the results of the STAR ruleset.

Authorization rules							
Unsaved							
ID	Name	Lic.	Description	Rule Value	Accounts	Matches	
1	HB Professional	HB	HB Professional				
1.1	HB Professional		HB Professional	/AIF/CLINK(ACTVT=01), /AIF/CLINK(ACTVT=...			
2	HC Functional	HC	HC Functional		2829	2829	
2.1	HC Functional		HC Functional	/BSNAGT/FM(ACTVT=02), /BSNAGT/PL(ACT...	2829	2829	
3	HD Productivity	HD	HD Productivity		1340	1340	
3.1	HD Productivity		HD Productivity	/AIF/CFUNC(ACTVT=03), /AIF/CLINK(ACTVT...	1340	1340	
4	HE_ENGINE_1	HE	HE Engine Use - All Engines				
4.1	HE_ENGINE_ALL		HE Engine Use - All Engines, at least one Match B_FCC_GEN(ACTVT=*), B_FCC_ORG(ACTVT=*				



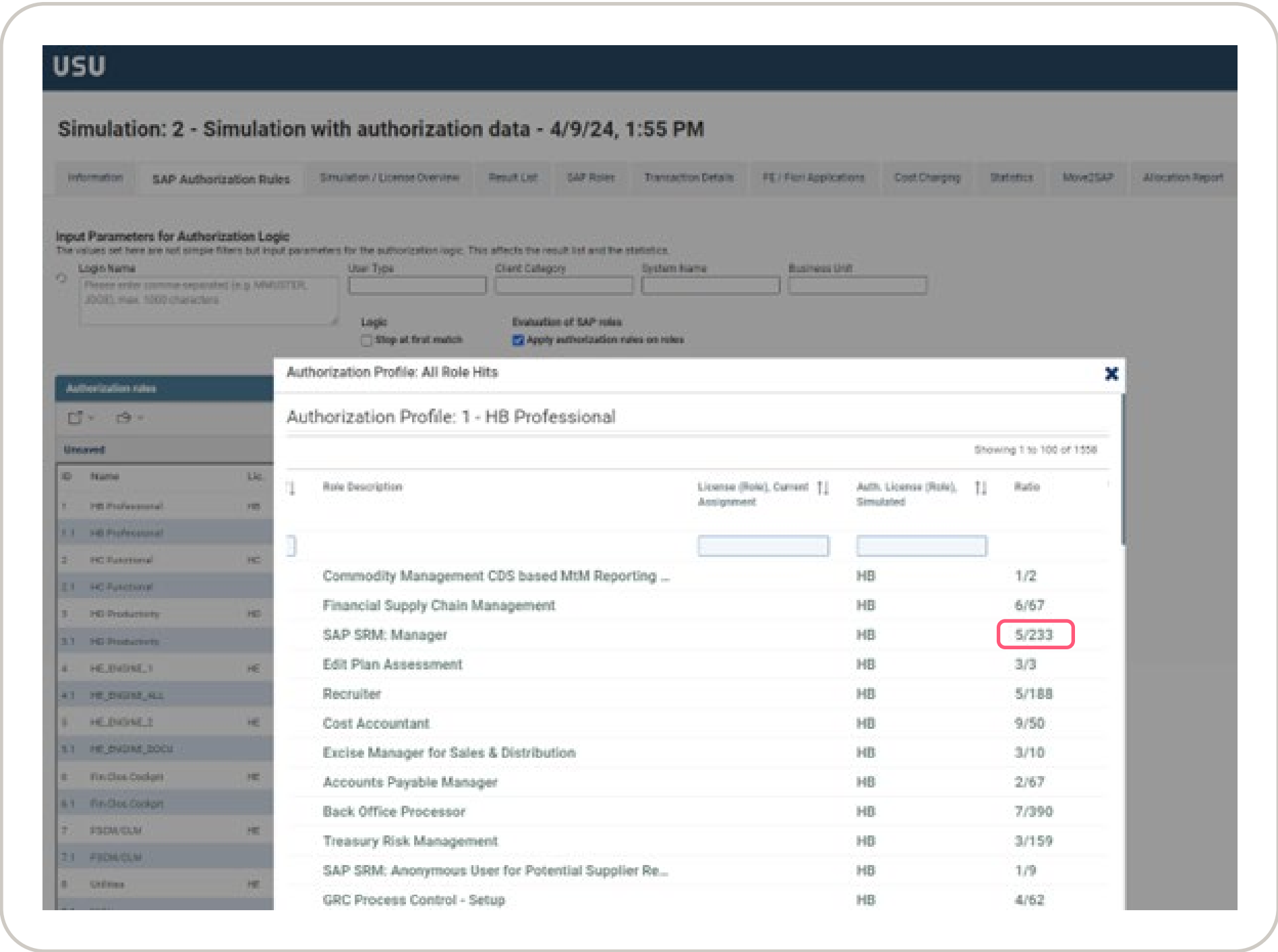
## Why USU?

Most tools stop at license counting. USU goes further: We combine authorization and usage data, integrate STAR rulesets and automate role analysis—so your FUE baseline is lean before you even negotiate.

# Automate Your Authorization Concept and Realize Savings

Effective SAP license management is essential, ensuring each user has the appropriate license based on their permissions across different SAP systems. Analyzing required license assignments alongside an efficient SAP authorization concept promotes transparency and compliance. This is crucial as SAP continually refines its “STAR” Ruleset, allowing for customer audits.

To achieve cost savings and streamlined licensing, it’s vital to regularly review and optimize rules for license usage. USU’s SAM for SAP® Software automates authorization concepts, ensuring cost-effectiveness. This approach ensures roles and license usage remain balanced, preventing excessive license costs from overly generous authorization concepts.



## Optimization through Role Analysis

- ➔ Only 5 from 233 authorization objects is classified as “Professional” by the STAR Ruleset.
- ➔ Because of these 5 objects every user with this role is “Professional.”



USU

Simulation: 53 - Rise with SAP - 10/21/22, 4:52 PM

Information

Simulation / License Overview

Result List

SAP Roles

Transaction Details

FE / Fiori Applications

Cost Charging

☒ Basic view

☐ Authorization view

Login Name	Display Name	License	User Status	Auth. License	Simulated License
				(HB)	(HD)
BEVERLYCONSI	Beverly Considine	53		HB	HD
ARICSHUSTER	Aric Schuster	53		HB	HD
WELDONBARTEL	Weldon Bartell	54		HB	HD
CHEYANNESCHU	Cheyenne Schulist	54		HB	HD
DARRIONDAVIS	Darrion Davis	54		HB	HD

As departmental profiles evolve over time, accompanied by new authorizations, continuous review of assigned licenses is necessary. Adhering to the principle of “as little as possible, as much as necessary” helps minimize costs. Analyzing the authorization concept from a licensing perspective is key to determining its status.

Optimization through Usage Analysis

- Compare Usages with Authorizations to find out if this authorization object is really needed.
- Identify all users with a more expensive license based on authorizations and right size their roles before the yearly measurement.

Regular usage analysis and comparison between potential and actual usage pinpoint optimization opportunities. Even high-cost licenses like “Developer Access” require thorough evaluation considering technical and contractual frameworks.

# Pros and Cons of RISE with SAP

## Pros

1.

### Full-Use-Equivalent model is more flexible

- Users can be moved between Advanced Use, Core Use and Self-Service Use as needed, if the total number of FUEs is not exceeded
- Inactive users can be quickly deactivated to save licenses

2.

### Contracts are more configurable

- SaaS contracts offer scope for negotiation (e.g. shelfware)
- By analyzing all contracts, overlicensing or unused software products can be avoided

3.

### Only 1 contractual partner

- More contract transparency for customers
- Less complexity in terms of communication and negotiation

**We cut our FUE cost baseline by 43% pre-migration—USU's STAR integration and role analysis made all the difference.**

**SAP License Manager**  
Manufacturing Enterprise



## Cons

1.

### **More front-end applications (Fiori)**

- Transactional analysis (T-codes) no longer sufficient for use type optimization
- Optimization process must include analysis of Fiori applications

2.

### **SAP license optimization is more complex**

- Audits and optimizations only include BTP, Ariba, SuccessFactors, C4C
- More effort to overview and optimize all SAP SaaS applications

3.

### **Vendor commitment**

- From owner to renter
- No crediting of investments made to date
- Committed to a single cloud provider (SAP)
- No subsequent reduction of the scope of services during the term of the contract
- No major discounts for subsequent scope expansions
- Possible cost traps due to additional services to be paid for, which only SAP is allowed to provide



# Conclusion

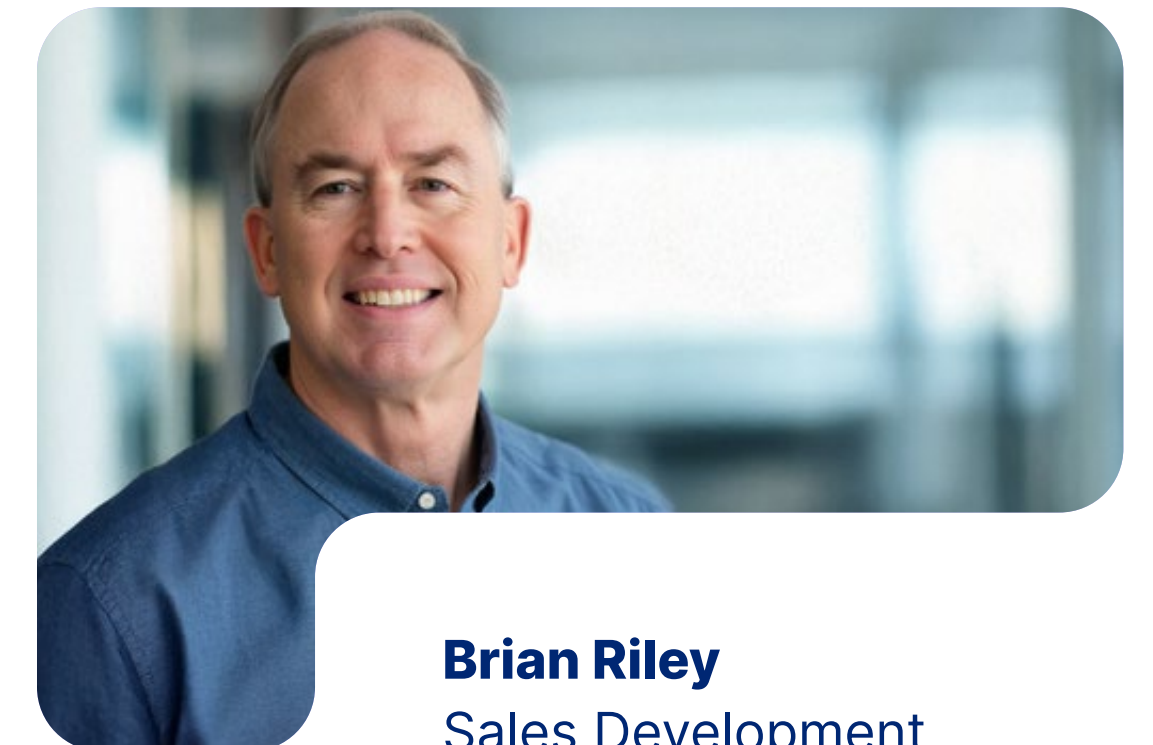
Managing SAP licenses presents challenges, whether in the traditional on-premises environment or in the dynamic realm of the cloud. Here's our advice to SAP customers: **Don't relinquish control to the vendor; instead, assert your customer power and recognize that you have options to enable the best solution based on your ERP system needs. There's more flexibility in your SAP license management than you might realize.**

Your options extend beyond just S/4 with ECC licenses, S/4 with S/4HANA on-prem licenses, or RISE with SAP via SaaS subscriptions. Maximize your IT investment by reallocating spending to SAP cloud or perpetual license products, exploring third-party solutions or opting for lower-tier SAP software.

With our SAM for SAP® Software and expert licensing support, USU can help you optimize your ECC licenses and tailor your ideal S/4HANA system. Don't overlook critical components like Engines, Digital Access and Cloud solutions, as they all play a role in maximizing the value of your SAP investment.

## Ready to cut SAP costs before RISE migration?

Run your free FUE + authorization benchmark with USU.  
[Get your SAP savings assessment now.](#)



**Brian Riley**  
Sales Development,  
USU Software Asset  
Management

## About USU

USU IT Asset Management is the solution for effective software management with SAP. Whether analyzing your software usage and simulating your licensing needs on-prem or in the cloud, our SAP-certified tool together with our unique ITAM Managed Services to help you smoothly navigate SAP software licenses while ensuring compliance, cost transparency and saving potential. Our in-house SAP experts can also help with everything else, including contract analysis and negotiations with SAP.

## Global leaders trust USU

JPMorganChase



### Learn more:

#### SAP® Indirect Access vs. Digital Access

Control your risk and avoid extra costs using SAP's licensing guidelines.

[Learn more](#)

#### SAP® Cloud Licensing Guide

Learn how to get the most out of your SAP cloud investments

[Learn more](#)

#### SAP® License Management

Dedicated ITAM Review report based on a survey, product demo and customer references.

[Learn more](#)



Discover more  
on our website:

[usu.com](https://usu.com)  
[info@usu.com](mailto:info@usu.com)