

# Livingstone's SAP Cloud Solutions

Organizations often find they're hit with higher-than-expected costs when negotiating SAP contracts. This can be due to poor foundational data, heavy discounts on licensing subscriptions or cloud services being discontinued or price-hiked.

Our approach to SAP Cloud transformation means we'll be with you every step of the way – before, during, and after negotiations - helping you avoid any nasty surprises and get the best commercial terms possible.

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## Phase 1: Foundational Analysis

We begin with a current state analysis of your SAP estate including Contract Entitlement, System Usage and License Hygiene.

As part of our future state analysis, we then conduct:

- Business Needs Assessment, including roadmap analysis and transformation scoping
- S/4HANA Mapping, including contract migration vs product migration
- License Optimization, including reallocation and usage advice

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## Phase 2: Optimal Contract Solution

Our SAP experts can inform and advise you on licensing and negotiation strategy, including:

- Comparing old vs. new Terms & Conditions
- New License Models and Usage Metrics, including tiered pricing
- SAP Licensing Policies
- Commercial Benchmarking
- Contractual Concessions (e.g. flexibility, future purchases)
- Special clauses and legal discussions
- Developing and executing on the agreed negotiation strategy

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## Managed Service for SAP licensing

You've completed your SAP Cloud transformation. We'll still be on hand to support you on an ongoing basis via our Managed Service for SAP licensing, which provides negotiation tactics, reports, tips and tricks on how to optimize your estate for the foreseeable.

Our SAP experts know the importance of flexibility and will ensure you achieve an optimized contract. What's more, our vast experience in evaluating SAP proposals and negotiation experience both inside SAP and supporting clients means we can provide a negotiation strategy that is tailored to each organization's unique needs.

Our SAP  
Cloud Impact

**27%** Discount

EU company  
2k employees

**\$1.2M** Saved

EU company  
60k employees

**\$3.9M** Saved

EU company  
65k employees

## Get in touch

For questions or to find out more, contact our team of experts at <https://livingstone-tech.com/contact-us/> or [info@livingstone-tech.com](mailto:info@livingstone-tech.com). We're always on hand to chat through your unique challenges and requirements.