

P R E S S I N F O R M A T I O N

Acresso Software Announces License Manager for SAP Business Suite

Acresso to provide an easier way to analyze license usage and optimize SAP investment

Schaumburg, IL – July 15, 2008 - Acresso Software[™] today announced License Manager for SAP[®] Business Suite to enable organizations to centrally monitor and analyze their SAP license usage to help ensure accurate licensing and “right-size” the cost based on individual employee usage.

License Manager for SAP is a component of Acresso’s enterprise license optimization solution portfolio that helps enterprises manage their high-value software investments, including the 8,000 applications using Acresso’s proprietary FLEX licensing technology. The solution helps enterprises proactively self-monitor current license compliance, optimize usage and determine future licensing needs and costs.

SAP Business Suite applications are the backbone of many companies. An enterprise-wide system represents the top one or two technology investments that an organization will make over a 10-year period, and the ongoing maintenance consumes a significant portion of the annual budget. [SOURCE: Forrester, Effective SAP Pricing and Licensing Negotiation, Sept. 12, 2007] However, many enterprises today inefficiently manage their SAP licenses by using manual processes or merely estimating how the software will be used. Without precise knowledge of license use, organizations risk duplicate or misclassified users and unused licenses, which may unknowingly increase costs.

AMR Research analyst, Derek Prior adds, “While SAP provides automated tools for auditing the actual usage of its software products, these do not accurately diagnose the real-world usage of end users, which is the largest part of the license. [Acresso] has the answer: an automated software tool that can really help. All SAP customers, large and small, that are unsure about how often their end users actually use their licensed SAP applications should evaluate this software tool.” [SOURCE: AMR Research, Accurately Measure Current SAP License Usage, Dec. 1, 2005]. To hear more from Derek Prior on this topic, register for the upcoming webinar www.acresso.com/7ways.

Acresso’s License Manager for SAP Business Suite, powered by HONICO’s AccountMan[®] Dynamic License Control[®], provides companies on-going knowledge of exactly who is using SAP and to what extent in order to:

- Identify and reuse idle and duplicate licenses
- Reclassify user license types based on the user’s behavior in order to take advantage of lower-cost license categories like Limited Professional, Employee and Employee Self Service users
- Ensure compliance by proactively preparing for additional purchases as thresholds are met
- Provide management summary reports to gain a stronger position in contract negotiations and prevent costly surprises during an SAP true-up
- More accurately charge back the cost of the software to business units based on their use
- Automate the collection of SAP license usage from multiple SAP implementations

Acresso’s License Manager is SAP certified, and Ernst & Young confirmed that all analyses of user activity, SAP module usage and role usage are correct, complete and highly detailed.

“License Manager is the only tool on the market that enables enterprises to centrally monitor and diagnose the real-world usage by end users,” said Roger Bottum, senior vice president of marketing, Acreso Software. “By leveraging this solution and Acreso’s licensing experts, companies like Ciba and METRO Group ensure they are purchasing the most cost-effective licensing based on actual facts and have, on average, reduced their license requirements by 30%.”

The product is currently available and additional information is located at: <http://www.acresso.com/sap>.

About Acreso Software

Acreso Software provides solutions that power the business of software for multiple customer segments, including software and hardware producers, helping them uncover revenue opportunities, streamline their infrastructure and reduce costs. The company's proven solutions, including the FLEXnet and InstallShield product lines, have been simplifying the business relationship between software and hardware producers and their enterprise and government customers for more than 20 years. Acreso maximizes the value of the software the world develops and uses. For more information, please go to: <http://www.acresso.com/>.

About Honico Group

The HONICO Group is made up of different companies that are active in a wide range of SAP related services including: software development, consultation and training. The HONICO Corporate Group has head offices in Hamburg and Zurich. Furthermore, HONICO maintains a development center in Bautzen and sales offices in Italy and Austria. Well-known clients include companies like Metro, Beiersdorf, Zeiss, Philips, Bosch, Procter & Gamble, Clariant, Adidas, HP and many more. These clients confirm the quality of HONICO products. Centrally managed by the HONICO Holding GmbH the corporate group controls various affiliates.

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More Information:

Acreso

Eastwick Communications for Acreso
Tel: +1 650.480.4040
acresso@eastwick.com

HONICO Group

Nicole Segerer
Hans-Henny-Jahnn-Weg 51
22085 Hamburg
Germany

Tel: +49 40 328086-61
Fax : +49 40 328086-58
E-Mail: nicole.segerer@honico.com
<http://www.honico.com>