

# What Our Customers Say

***“JNC supported us with the multi-billion-pound divestment of one of our business. They helped us establish the licensing requirements and supported the vendor negotiations. JNC helped us save us a significant sum on the contract negotiated.”***

Vendor Manager, International energy/utilities business, £10-25 billion revenue  
Business Transformation, Vendor Negotiations

***“JNC’s Compliance Evaluation was the most in-depth detailed licensing summary we’ve ever received. Real licensing intelligence from the leading experts in the field, which put us in a position of knowledge and control we would have otherwise struggled to achieve.”***

IT Director, UK engineering company, £1-10 billion revenue  
Compliance Evaluation

***“JNC have significant knowledge regarding the SAP licensing process. Their personal style and expert knowledge proved to be invaluable throughout the discussions. We were able to avoid approximately \$3 million in unplanned license costs for our company.”***

Software Asset Manager, US manufacturing company, \$10-25 billion revenue  
License Audit Support

***“We were presented with an eye watering claim for indirect access by SAP. JNC reviewed our contracts and SAP landscape and helped us form an effective counter argument to the claim. This resulted in a settlement for a fraction of the original claim.”***

IT Director, Multi-national retailer, £1-10 billion revenue  
Indirect Access Review

***“We were being hit annually with large unexpected licensing fees. JNC helped us resolve a long and bitter dispute for a large sum and put us back in control. We have since restored our relationship with the vendor and retained JNC to help us stay compliant.”***

Technology Procurement Manager, International retailer, £1-10 billion revenue  
Audit Defence & Managed Service

**JNC's** SAP licensing consultants are among the most experienced in the world. You can rely on JNC to support you with any licensing challenge you face.

# About JNC

JNC is the world’s leading boutique SAP licensing consultancy.

JNC’s clients include some of SAP’s biggest global customers. We support both national businesses and global enterprises alike with licensing compliance, cost optimisation, and business transformation, helping our customers get maximum value from their SAP agreements.

Founded in Brussels Belgium in 2010 and with its Headquarters near Birmingham England, JNC has successfully established itself as a recognised market leader and best-of-breed provider of SAP licensing solutions. Our team consists of SAP commercial experts, SAP license auditors, and technical experts all with proven backgrounds in leading global software auditing firms including the Big 4 and SAP.

We have a proven track record of delivering real commercial benefits and business outcomes to some of the world’s biggest fortune 500 companies. We deliver our service with a personal approach and deliver results with a level of accuracy and precision that other SAM consultancies simply can’t match.

**JNC,** your partner of choice for SAP licensing and compliance.

## HEADQUARTERS

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# JNC

Knowledge · Insight · Compliance

Optimise your SAP  
licensing performance  
with JNC





# JNC Solutions

SAP Licensing costs account for a large proportion of your company’s IT budget.



With complex contracts and licensing models, controlling costs and maintaining compliance can be challenging. We help clients get optimal value from SAP agreements and maximise their investment in the SAP software.

## Research and Insight

When it comes to large scale business change and digital transformation organisations need accurate and reliable information in order to make key decision. JNC’s suite of SAP research papers, insight products and market benchmarking tools offer SAP customers with exactly that enabling your organisation to maximise value from vendor negotiations, control costs and maintain compliance.

Research Papers

Procurement Benchmarking

Knowledge Portal

News and Articles

The insight you need, when you need it.

# SAP Licensing Solutions

JNC offer project based solutions designed to address the full spectrum of SAP licensing issues and challenges. Each JNC project service is aligned to a specific business need with clearly defined processes and deliverables. Our processes have been designed and refined by some of the most experienced SAP licensing experts in the world and are seen as a benchmark in quality the world over.

Solution	Description
<b>LICENSING COMPLIANCE SOLUTIONS</b>	
SAP Licensing Review	Targeted spot checks on SAP agreements, license management, and system administration resulting in a scorecard and performance dashboard.
Full Compliance Evaluation	An in-depth enterprise wide review resulting in a detailed licensing and compliance report with expert recommendations and actionable insights.
License Audit Support	Identifying compliance risks and the clean-up of licensing issues pre-audit. We support the audit process and negotiations to optimise business outcomes.
Audit Defence & Dispute Resolution	A targeted review of contracts and software use to establish an effective response to an adverse license audit result or to resolve a licensing dispute.
<b>COMMERCIAL CONSULTING</b>	
Licensing Cost Review	A review of SAP agreements, surplus assets, maintenance fees, and roadmaps resulting in a report outlining actionable cost optimisation strategies with quantifiable business benefits.
BoM Review & Negotiations Support	Maximise value from vendor negotiations, purchasing strategies and licensing procurements with our expert advice & negotiations support.
Business Transformation	Optimise licensing strategies, costs and compliance in line with business change, digital transformation and S/4 HANA migration roadmaps.
<b>SAP INDIRECT ACCESS SOLUTIONS</b>	
Indirect Access Workshop	A one-day onsite review of a client's SAP landscape and contracts to identify indirect access risk potential.
Indirect Access Risk Assessment	A high-level review of selected interfaces, business processes or use-cases for indirect access risk.
Indirect Access Licensing Review	A full in-depth enterprise wide review of third-part systems interfaced to SAP to identify risk and quantify exposure.
Digital Access Licensing Review	A review of existing and future use cases to establish the pro's and con's of switching to SAP's digital access licensing model.
<b>SAP CONTRACT SERVICES</b>	
Entitlement Validation	Review of all SAP contracts to deliver a detailed accurate licensing inventory/BoM consolidating all key licensing data into one easy to use management tool.
Entitlement Review	A review of contracts to answer a specific entitlement related question raised by the business.
Contract Review	Identify opportunities to restructure or consolidate license models and agreements to maximise business value.

JNC are SAP Security and GRC Experts. We provide end-to-end solutions to ensure you are compliant in all areas.

# SAP SAM Managed Service

JNC SAM Managed Services for SAP allow you to outsource key management activities to JNC's team of expert SAP consultants. Our managed service brings together all the key management components required to control licensing costs, maintain compliance and maximise value from SAP agreements. Our managed services are designed specifically for SAP customers. Our unique tailored approach is based on years of SAP experience and sets the benchmark for SAP license management standards.



We deliver managed services using our suite of in-house tools so no need to buy or license a third-party SAM product. You get the benefit of JNC expertise and tools for one annual managed service fee.



Our managed services fees are linked to your SAP software application value (SAV).



Our managed services can be tailored to your specific needs.

