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## Upcoming Events

### [Dell EMC World](#)

May 8-11, 2017

Las Vegas, NV

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### [SQL Server HA and DR 101](#)

5/17/17 | 6:00 pm

Jacksonville, FL

VMware Partner Leadership Summit  
May 22-25, 2017

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*Clarifying the Cloud: Licensing Oracle in the Skytap Cloud*

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*Virtualization: The Key to Approachable Disaster Recovery*

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*Straight Talk on Oracle on VMware Licensing in 2017*

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## Connect with HoB



## 7 Questions to Ask When Engaging an Oracle Audit Defense Consultant

by Nathan Biggs, CEO

With Oracle's end of fiscal year rapidly approaching, many organizations are finding themselves mired in an audit. If you are one of these "lucky" targets of Oracle's attention, you have likely learned that an audit from Oracle is not so much a compliance verification exercise, as it is an opportunity for their sales teams to pitch an offer you cannot refuse.

When faced with a well-oiled good-cop, bad-cop routine from Oracle, many organizations reach out to an audit consultant for help. There are many such consultancies out there, and selecting one can be challenging.

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## Oracle Baselines and Benchmarks for the Business

Webcast | Tuesday May 23, 2017 | 11:00 am CT

Businesses sometime ignore Oracle database performance until poor performance impacts profitability, or the cost of Oracle licensing becomes significant. But this consideration frequently comes a bit late, and can cause tension between the business and technical staff.

Hear how we have helped our clients bridge the gap between business needs and technical resources. Learn how using the right tools, like Statspack and AWR, can help identify performance trends and enable a healthy dialogue between the business, technical, DBA, developer, and infrastructure teams.

Discover the importance of benchmarks in establishing baselines that:

- 1) Facilitate performance troubleshooting
- 2) Enable efficient use of existing hardware
- 3) Inform the hardware and software requisition narrative

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### HammerDB Capture and Replay for Oracle

by Jonas Mason, Senior Consultant

This blog covers using the capture replay feature of HammerDB, and helps the Oracle DBA and/or Tech Manager determine if this tool could provide value to their organization.

During the work that prompted my writing this blog, I generated trace files on a production Oracle 10g instance and replayed the converted trace files on an Oracle 12c development environment. The client's original goal was to determine if this application's SQL could be replayed on 12c without a significant rewrite that requires both QA and development time. [Read More](#)

### VMware Enterprise Licensing - What You Need to Know

by Rob Wiens, Managing Director  
Sequoia Enterprise Services (Guest Blog)

License agreements with software companies are one of those areas most technology folks like to have procurement or legal negotiate. This is based on the notion they are complex, lengthy, and generally impossible to understand, which is generally the case. As software companies do, VMware offers discounts for large customers willing to make multi-year commitments by offering Enterprise License Agreements, or ELAs. Typically, ELAs are three-year contracts that provide discounted licenses and support, and wraps in your existing maintenance and support, which VMware refers to as Support and Subscription, or SnS for short. [Read More](#)

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