Oracle License Assessment Service

Oracle licensing can be a complex and intimidating process to comprehend and the cost of getting it wrong can be significant. But with the complexity of the options, compounded by the potential of Oracle sales representatives to misunderstand the real needs of your organization, confusion is understandable.

The Oracle License Assessment Service from House of Brick (HoB) can bring clarity to the process. Our experts know the in and outs of Oracle licensing from the agreement to system deployment. In the course of our reviews, we have considerably reduced our client's costs, while bringing them peace of mind and confirming that their needs are being met.

engagement
PROCESS

Interview
House of Brick will interview the IT management to gain a better understanding of organizational objectives, operational procedures and any roadblocks or constraints. HoB will further interview users, system administrators and license administrators in order to understand what licenses have been obtained, the license term and conditions, and where they are being utilized. HoB will determine if there is satisfaction in the utilization of the licenses, and if there are tools or software packages that would be useful (whether from Oracle or not) that have not been able to be acquired due to budgetary or other restrictions. Organizational procedures and protocol will be observed in performing these interviews.

Research
We will research your current Oracle license agreements, and document our findings. We will outline each license, and provide our opinion on how well it is being utilized based on feedback we receive.

Analysis
Based on the information gathered in the interview and research phases, we will analyze the results, compare them to past customer experiences, and develop a strategy for maximizing the use of the Oracle licenses.

Deliverables
At the end of the project, we provide a comprehensive document that contains a report of findings, strategies for negotiating cost savings with Oracle, identification of potential risks, and recommendations for evaluating system performance to best utilize the existing licenses.

a s s e s s m e n t
PROCESS

Customer Expectations

- Provide copies of all Oracle license contracts.
- Provide access to any prior Oracle license audits.
- Participate with House of Brick in outlining organizational objectives and concerns.
- Grant access to IT department leads for interview with House of Brick assessment consultants.

House of Brick Process

- Detailed contractual review and interviews with IT department leads to confirm Oracle license deployments.
- Review of desired processes, functionality, and products that may not currently be licensed.

- Review of legacy Oracle products, or third-party solutions that may be a more appropriate option.
- Service Level Agreements: The assessment includes RAC and HA, whether or not the customer has implemented RAC. This includes a review of any High-Availability Service Level Agreement, and the most cost-effective, operationally efficient way to achieve that SLA.
- Determine if the workload is compatible with less expensive Oracle product editions.
- Evaluate support and maintenance renewals issued from Oracle Corporation.
- Evaluate Oracle ELA/ULA agreements, and assist customers with license optimization planning at contract termination date.
- Analysis of Oracle license portability through merger/acquisition activity, if applicable.

c u s t o m e r
STORIES

Software Startup

The highly leveraged startup was fully budgeted for Oracle Enterprise Edition license and ready to sign. The HoB Assessment tied to a whiteboard assessment of the planned system stack, with a quiet shift toward the Oracle Standard Edition RAC Bundle licensing. The result was that the customer saved 75% off of the license quote, and continues today on the SE license despite four years of significant growth.

Large Financial Services Organization

House of Brick's Assessment of the multi-million dollar ELA renewal led to recommendations for three additional product suites appropriate to the customer's business and technical needs. The proposal increased the ELA's value by ten percent without bumping the ELA's cost.

Prominent University

Long standing Oracle "Red Stack" and E-business Suite Customer. The customer had an inordinate amount of unused license spanning years of over-acquisition. HoB provided an assessment with an analysis of unlicensed desired products, and recommendations for additional products. They provided a strategy for negotiating a "par" exchange with Oracle. Four independent license contracts with divergent due dates were brought together in a merger proposal. This proposal helped to optimize the customer's financial operations, cash flow, and negotiating position.

a s s e s s m e n t
EXAMPLES

With respect to the ~$2M Digital Privacy Shield proposal from Oracle Consulting Service, an experienced Data Administrator would be able to do discovery on all of your known systems for the most sensitive identity data, such as Social Security Number and Birth Date.

You have had Oracle Advanced Security licensed and unused for years. OAS now bundles Transparent Data Encryption. We are not persuaded by your ERP vendor's "unsupported" statement regarding Oracle Transparent Data Encryption. Replacement data can be formatted similarly to the encrypted data to minimize the possibility that selective column encryption would induce any functional problem. A thorough functional regression test could be accomplished prior to rolling into production. ... Serious consideration should be given to prioritizing current security needs, the prospect of negative press and the ensuing impact on fund raising, over waiting for a 3rd party vendor to announce, provide and eventually stabilize their own application level security paradigms.

A second wave of investigation could be your health care delivery arm's systems for sensitive clinical data on patient records, such as Diagnosis Related Groups, CPT and ICD codes.

A $2M war chest could fund an entire team of consultants for a year, in discovery and remedial activities. Given that, we recommend that any such dollar amount proposal from Oracle Corporation be considered a non-starter.

Products licensed but possibly not used

Product	Document	Lic. Count	Cost
Advanced Security option	F	9487	Migrated from Original Purchase, Document C
Tuning Pack	F	9487	Migrated from Original Purchase, Document C
Diagnostic Pack	F	9487	Migrated from Original Purchase, Document C

Products licensed but defini

Product	Do
Oracle Financials	

	A	B Refd in docs	C Now is/is part of	D Notes	E Utilization
3	Oracle Database EE	C,F,L,Z		See also "L" Price Hold Exhibit.	H
4	Workflow	A	DB EE		M
5	Workflow Cartridge-Perpetual	F,L,Z	DB EE		
6					
7	Advanced Security	C,F,J,L		Not supported by SunGuard/Banner (e-mail 10/16/08). See also "L" Price Hold Exhibit.	
8	Advanced Networking Option	F,L,Z	Advanced Security		N
9					
10	Real Application Clusters	F		In F's "Price Hold" section. Never licensed.	
11					
12	Oracle Enterprise Manager Packs				
13	Diagnostics Pack	C,F,J,L,Z		See also "L" Price Hold Exhibit. Why are there two entries for Diagnostics Pack in L's Price Hold Exhibit?	N?
14	Tuning Pack	C,F,J,L,Z		See also "L" Price Hold Exhibit.	N?
15	Change Management Pack	L		In L's Price Hold Exhibit. Never licensed. Defined in hyperlink.	
16	Configuration Management Pack	L		In L's Price Hold Exhibit. Never licensed. Defined in hyperlink.	
17					
18	Internet Application Server EE	C,F,J,L		See also "L" Price Hold Exhibit.	
19	Discoverer Viewer	A,F,Z	Internet App Server EE		L
20	Oracle Report Services	A	Internet App Server EE		L
21	Portal	A	Internet App Server EE		M
22	Discoverer Plus (Web)	A	Internet App Server EE		H
23	Application InterConnect Toolkit	A	Internet App Server EE	Interconnect defined in hyperlink.	N
24	TopLink & App Development Framework	A	Internet App Server EE	Toplink overview.	N
25	Identity Management Option	A	Internet App Server EE		M
26	Wireless Option	A	Internet App Server EE	Defined in hyperlink.	N

c l a r i f y i n g
QUESTIONS

In our experiences working with customers to review their Oracle license requirements, the following questions can often help them clarify their needs:

1. Do you have concerns about your organization's potential compliance with Oracle license agreements?
2. Has Oracle performed a license audit that you would like to have independently reviewed?
3. Do you feel that you may not be fully utilizing the Oracle licenses you have already purchased?
4. Have you performed a formal performance review and optimization on your Oracle system environment?
5. Are you facing an Oracle license agreement negotiation or renewal?
6. Do you wonder about the options for migrating Oracle licenses from one type to another?
7. Do you use CPU-based licensing?
8. Do you have a formal, or implied, Service Level Agreement (SLA) with your customers or users?

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