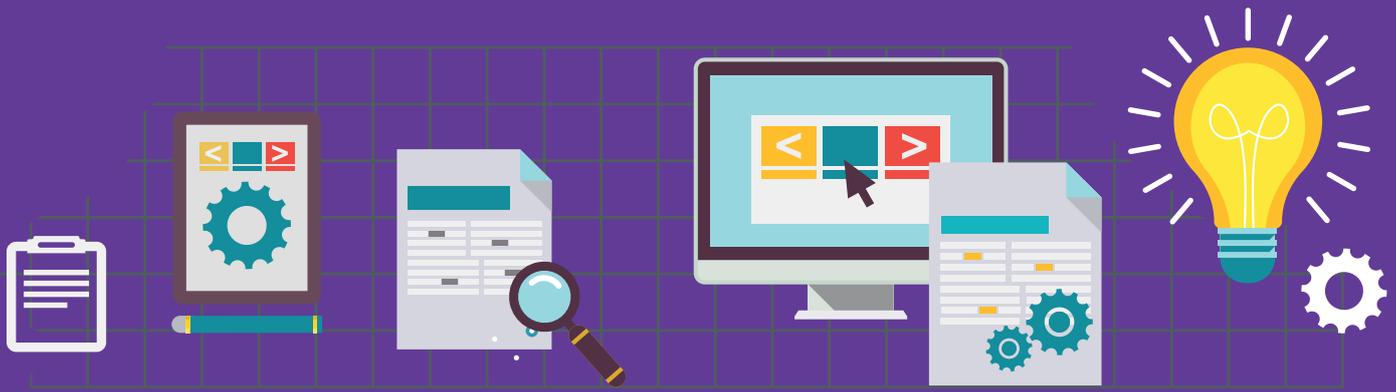


OVERCOMING THE THREE MAIN ORACLE LICENSING HURDLES



Understanding your license position and any associated commercial risk with Oracle software is complex, and receiving expert advice is the key to a successful outcome.

Our Managed service takes on the complicated license management tasks to produce clear and precise intelligence.

Based on our many years of Oracle licensing experience, we have found that customers are stumbling over the same challenges time and time again. In this datasheet we have highlighted the most common obstacles that organizations are facing and provided a solution to help ease the pain points of managing your Oracle estate.

Please note this is not an exhaustive list. The approach and tactics used by Oracle can also differ in each engagement.

Oracle Licensing Rules & Contracts

Oracle licensing rules are complicated but also, separate and not located in a single easy to understand reference, for example they use a combination of written agreements to ensure that their software is licensed. There is the Oracle Master Agreement (OMA) which details the standard rights to all Oracle products and services, and then the Ordering Document which holds licensing rules to each specific product. Once you have accepted your Ordering Document, you automatically agree to the terms

and conditions of the OMA – a factor that most customers don't realise.

To add to confusion, Oracle's contracts have specific rules that their customers have to abide to but these will vary depending on the metric. There could be hardware specifications once a product is upgraded, restricted usage or geographical limitations.

Without knowledge or experience in Oracle licensing, customers struggle to correctly measure their license usage and often end up becoming noncompliant without realising it.

Inventory tools

Many inventory, or discovery, tools cannot correctly identify Oracle products or measure the software usage correctly. We have found that when a standard inventory tool does pick up the Oracle software installed there are still issues;

- Within an Oracle database the tools cannot determine the edition, the version or if any Options or Management Packs are in use making usage impossible to identify
- Cannot correctly identify Processor or Named User metric usage
- Cannot provide application user information

or other usage data

- Cannot identify virtualization (partitioning) environments for the application of Oracle licensing rules

When an inventory tool can't pick up the software consumption, it would be impossible for the SAM Manager to ensure everything is licensed correctly.

What is the answer?

Recognizing, optimizing and controlling your software estate.



License Dashboard ROC framework ©

LICENSE DASHBOARD MANAGED SERVICE

	1. Recognize	2. Optimize	3. Control
License review & compliance baseline			
Initial license review & compliance verification	✓	✓	✓
Initial in-depth current license position report	✓	✓	✓
Re-occurring management, reporting & optimization*			
On-going license review & compliance verification		✓	✓
Regular baseline report		✓	✓
Regular license optimization consultancy		✓	✓
Regular detailed management report		✓	✓
Access to over 100 reports delivered via a secure web portal		✓	✓
On-going* expert advice and proactive SAM processes			
Direct contact with a dedicated SAM advisor			✓
Access to SAM Director, our world leading self-service solution			✓

* monthly or quarterly

To give your organization the knowledge and expertise you need to make decisions based on facts we have created our Managed Service - meaning that we'll take care of all your Oracle License Management needs. This comprehensive service includes a regular detailed management report, access to a dedicated SAM advisor - all of which ensures your organization never buys any unnecessary software licenses again.

An Oracle licensing compliance audit from License Dashboard will provide you visibility of your Oracle licensing compliance position, start to highlight any optimization opportunities and gain full control of your Oracle estate. The first step towards a successful Oracle licensing process is to understand your Oracle baseline. To provide this visibility, our license specialists will consolidate your software usage and reconcile it against your license entitlement and deliver a one off, detailed compliance position.

Our Managed Service includes a reoccurring management report, access to hundreds of online reports, as well as optimization consultancy where our licensing specialists will help you apply best fit license entitlements, opportunities to re-harvest licenses, plus arm your organization with the key information it needs when re-negotiating your Oracle agreements.

FIND OUT MORE

For further information, please contact the License Dashboard Team:

+44 845 265 1217 (UK/International)

1-855-773-3404 (US & Canada)

1800 502 881 (AUS & NZ)

info@licensedashboard.com

www.licensedashboard.com



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