GETTING ORACLE COST SAVINGS IN LINE

A GLOBAL INDUSTRIAL EQUIPMENT SUPPLIER USES SOFTWAREONE TO RESOLVE ORACLE UNCERTAINTY

While Oracle's software is powerful, its licensing policies are complex. Clients can find themselves unintentionally in a position of non-compliance or see costs quickly spiral upwards. SoftwareONE helps clients interpret their current and future business needs and constraints and link them to Oracle software needs.

SUMMARY

Optimal implementation of Oracle can be complicated and expensive. This international supplier had a mismatch in licenses and contracts and needed some expertise to help. To discover and resolve any issues, they engaged SoftwareONE's Oracle Advisory Practice to conduct an Oracle assessment. The result was an Oracle Effective License Position and commercial advisory that brought them into compliance and saved substantial costs through technology consolidation, including cloud motion.

THE CUSTOMER

Headquartered in Singapore, this SoftwareONE customer is an integrated supplier of products and tools for Oil and Gas Mining, petrochemical and energy industries around the globe. They supply oceanic offshore engineering, certification and test services through a network of offices and warehouses in ten countries.

THE CHALLENGE

This SoftwareONE customer uses Oracle Database, E- Business Suite Enterprise Resource Planning (ERP) and Business Intelligence analytics to manage their business. Initially, they had purchased an enterprise license that entitled them to 1000 users. However, over a period of years, they had reduced active users to just a third of their allotted number. Even with this user change, Oracle would not give any cost relief and continued to increase license and maintenance fees by 3% annually. Seeking an effective resolution, the customer decided to engage SoftwareONE's Oracle Advisory Practice to complete a compliance analysis and recommend potential cost saving remedies.

> **❝ SOFTWAREONE SHOWED US AN IN-DEPTH UNDERSTANDING OF ORACLE LICENSES AND CONTRACTS. THEY ANSWERED ALL OUR QUESTIONS AND HAVE BEEN A TREMENDOUS HELP IN DEVELOPING A NO-COST DR STRATEGY AND LOWERING OUR CAPEX COSTS BY ADVISORY ON CONSOLIDATION AND ORACLE CLOUD. ❞**

COMPANY IT DIRECTOR

THE SOLUTION

The SoftwareONE Oracle Practice is a wholly independent service that provides a unique capability to analyze Oracle contracts to optimize and guide Oracle implementations and close any license gaps. Their objective is to help customers reduce current ownership costs (TCO, CAPEX and OPEX) and avoid future expenses.

The customer engaged SoftwareONE Oracle experts to conduct an in-depth assessment of their Oracle Software Infrastructure environment, including the deployment of E-Business Suite options, ordering documents, licensing contracts, returns and entitlements.

SoftwareONE gathered information on the customer's Oracle Database and EBS server deployments, including the underlying hardware architecture. What they found was unexpected.

Through the assessment, the SoftwareONE team discovered a negative compliance gap of substantial value. However, they had a solution and developed an optimization plan to resolve the mismatch and save costs at the same time.

The new deployment plan reduced the license shortfall. Additional savings came from server consolidation, Oracle EBS restructuring and Oracle Cloud options along with moving stable application Oracle support to a third-party provider.

Understanding the value of SoftwareONE expertise, the customer has now contracted for an ongoing managed service agreement to help them stay in compliance and resolve any new issues as they arise on Oracle TCO.

BENEFITS

- The customer has achieved complete Oracle Effective License Position (ELP)
- Additional license expenses have been avoided
- Annual support costs have been reduced by S$300,000
- The move to Oracle Cloud and subscription payments will further reduce yearly expenses

SOFTWAREONE ORACLE ADVISORY SERVICES

- Oracle Licensing Discovery Workshops
- Oracle 360 Analysis
- Oracle Strategy Design
- Oracle Technology Solutions Discovery & Roadmap
- Oracle Contracting Support
- Oracle Licensing Process Design
- Oracle License Audit Support
- Oracle Advisory Subscription
- Oracle Software and License Management
- ULA Optimization Management

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