



# Optimisation Services for Oracle

Insight 



## Introduction

There is always an opportunity to improve software TCO and reduce OPEX, but it takes time, resource and deep knowledge. Where do you start, what do you look at and how do you go about it?

In today's complex software and cloud environment you need to be both a technical and commercial contracts expert to truly make a difference.

Insight has Oracle licensing consultants who have deep expertise, knowledge and experience in every aspect of Oracle licensing, gained through previous licensing, commercial contracts and auditing roles within Oracle.

We deliver value, guidance and expert help at the right time, so you can be in the best position to minimise costs, reduce risks and achieve a greater return on your investments.

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## Java Healthcheck

With Oracle announcing its new pricing model for Java, it no longer matters how you are using Java, in what quantities it is installed and whether it is virtualised or not. The impact of the new “Employee for Java SE Universal Subscription” metric is significant, for everyone.

### Our Service

The Java Health Check is a ‘light’ service aimed at investigating the Java deployments at the Client, highlighting all the potential deployments at risk, in both desktop and server installations and provide advice for next steps

### How we deliver

We review available Java inventory data provided by the Client for both desktop and server environments.

Identify the potential risks areas the Client have that relates to the Oracle Java deployments.

We present our findings, we provide the Client with advice and recommendations on potential alternatives and support in defining a remediation plan.

### Your Outcomes

- Detailed overview of Oracle Java deployments discovered.
- List of servers that have Java deployments at risk
- Identification of those Java deployments which require further investigation to determine actual risk
- Advice for potential alternatives and in determining the next steps

### Where we have helped before

- Client was unaware of changes to Oracle Java licensing and its financial impact. Client paid \$ 1 million+ for Oracle Java Subscriptions per annum.
- Performed a high-level review to select a subset of servers for investigation.
- Identified risks that resulted in a client action plan across 4,000 servers and 15,000 desktops.
- Supported the client to remediate Oracle Java exposure by switching to Java alternatives. This resulted in a 75% reduction of his yearly subscription value ( now \$250K) and avoided to upgrade to the new Universal Employee metric.



## Optimised Licensing Solution

More often than not, organisations are caught out and put on the back foot because they do not have a clear picture across entitlements, consumption, compliance position and risks.

Insight can support you in gaining full control of your software Oracle assets, reduce TCO and maximize ROI from your Oracle investment.

### Our Service

Assess your current position and develop your licensing strategy aligned to your IT roadmap.

### How we deliver

- Support data gathering through defined processes and tools.
- Perform analysis across your entitlements, including all Oracle contract agreements in scope.
- Analysis of deployment data by specialised consultants.
- Mapping deployments against entitlements, reporting risks and financial exposure
- Present results and recommendations, supported by detailed data analysis.
- Provide advice on how your IT strategy aligns to Oracle licensing rules and roadmaps

### Your Outcomes

- A clear view of your Oracle software deployments, including both current and historical usage.
- Risk analysis and financial exposure
- Advice on remediation and Oracle license optimisation
- Insights into relevant licensing topics.

### Where we have helped before

- Oracle environment was managed by an outsourcer, leaving client with no control over licensable deployments.
- Reduced exposure by 98% to \$500k by delivering and supporting a detailed remediation plan.
- Over \$30 million compliance risk identified:
  - Over 100 database instances on virtualised environments (e.g. IBM LPARs, VMware)
  - Non-licensed usage of options



## ULA Strategy Service

Unlimited Licence Agreements (ULA) are complex contracts that can lock you into the Oracle technology software for many years. These are key reasons why organisations should seek impartial advice to make informed decisions whether to adopt, continue or exit the agreement.

This is particularly critical if you are looking to exit the agreement and obtain maximum return on your investment.

### Our Service

Our team of experienced Oracle licensing professionals will provide you with detailed information on your Oracle estate in support of making a strategic decision on this major investment by offering impartial advice whether you want to buy, certify or renew your ULA contract.

### How we deliver

- Understand your Oracle strategy and the outcomes you aim to achieve.
- Assessment of future requirements and how the ULA can address them.
- We perform a baseline activity to determine actual usage, identifying hidden risks and uncovering usage that may need to be remediated before entering, continuing or exiting an ULA.
- Build in-depth scenarios and review options for the contract negotiation.
- Provide advice and guidance on how to achieve beneficial terms for new ULAs, reducing risks and maximising investments for existing ULAs.

### Your Outcomes

- Average savings of 25% on ULA deals.
- Make fully informed decisions based on comprehensive scenario analyses – ULA or other contracting mechanisms.
- ROI calculation suitable for executive management
- Access to expert advice and guidance.
- A clear negotiation strategy and supporting tactics to reach an optimal agreement.
- Risk mitigation from identified exclusions and contractual limitations.

### Where we have helped before

- Client had an agreement that was expiring within two months.
- Consumption verified against the agreement.
- Identified hidden risks related to usage and provided guidance on how to negotiate isolation clauses, covering virtualised environments and non-standard terms.
- The revised ULA included additional products and retired others in order to meet future needs.
- Future flexibility to allow further renewals or to exit with a certification plan.
- Reduced exposure by 98%.



## Optimised Commercial Contracts

More often than not commercial contracts favour the publisher and tie you into agreements that do not match your business needs. This is often driven by the licensing models, standard T'c and T'c and publisher sales targets.

What if you could develop a publisher engagement strategy that meet both your current needs and future IT roadmap? You could be in a stronger negotiation position based on detailed market intelligence and benchmarking with deep knowledge of where you can negotiate more advantageous terms to suit your business. The result is an optimised contractual agreement to suit your business needs.

### Our Service

Our team of experienced Oracle licensing professionals will provide you with detailed information on your Oracle estate in support of making a strategic decision on this major investment by offering impartial advise whether you want to buy, certify or renew your ULA contract.

### How we deliver

- Advise you on publisher communication strategies.
- In-depth analysis of the drafted contractual documentation which highlight risks and opportunities (must have Vs nice to have)
- Work with you to determine negotiation strategies and options, including commercials, contractual contents and terms.
- Explain levers and fall back options that can be used with the specific publisher.
- Provide market intelligence through commercial and contractual benchmarking (where applicable).
- Support throughout the negotiation which includes objection handling

### Your Outcomes

- Obtain a stronger negotiating position.
- Develop a clear negotiation strategy – essential versus desired outcomes.
- Achieve the most suitable contract terms and conditions aligned to your business requirements (cloud, emerging products and licensing structures) at market competitive pricing

### Where we have helped before

- Client was considering to purchase a substantial amount of additional licenses and products
- We supported the client to understand the value of nonstandard clauses and getting all must have's achieved by creating a consistent negotiation strategy.
- We helped the client through the contract negotiation phase, helping to secure terms that allowed cloud deployments and greater flexibility in licence deployments, mergers & acquisitions and also divestiture clauses.
- We delivered also a financial saving of over €800k (35% additional discount)



## Audit Defence

Audits always come at the wrong time, are time-consuming and can be very expensive. At any point in the audit lifecycle, we can help you to understand and manage risk and reach an optimal licensing outcome, even after findings have been published.

### Our Service

We support you throughout the entire audit process to minimize risks and mitigate exposure in order to reach the most optimal license and financial outcome.

### How we deliver

- Provide guidance and support in preparing and defending an audit.
- Define the engagement strategy to negotiate scope and limit operational impact – from first response to final conclusion.
- Perform internal audit / sizing activity to determine your rights, potential risk and options. This typically replicates auditor methodologies.
- Deliver a remediation and optimisation plan.
- Provide a communications strategy and ongoing advice.

### Your Outcomes

- Overall risk reduction and awareness.
- Mitigation of exposure and optimising existing use.
- Minimise disruption to your internal resources and business.
- Confidence throughout the audit because of the support of consultants with deep experience in running audits for specific vendors and clients.

### Where we have helped before

- Client had an audit covering databases, business intelligence and middleware across six global datacentres.
- Client knew control was limited in subsidiaries across EMEA and Asia.
- Insight was engaged throughout the audit process
- 100% reduction of non-compliance and related risks.



# About Insight

Today, every business is a technology business. Insight Enterprises Inc. empowers organisations of all sizes with Insight Intelligent Technology Solutions™ and services to maximise the business value of IT. As a Fortune 500-ranked global provider of Digital Innovation, Cloud + Data Centre Transformation, Connected Workforce, and Supply Chain Optimisation solutions and services, we help clients successfully manage their IT today while transforming for tomorrow. From IT strategy and design to implementation and management, our 11,000 teammates help clients innovate and optimise their operations to run business smarter.

Discover more at [au.insight.com](http://au.insight.com)

[Marketing.APAC@insight.com](mailto:Marketing.APAC@insight.com)

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