

Optimisation Services Oracle – Case studies

Optimising Oracle licensing exposure into new agreement

Challenge

- Client received audit notification after enquiring about moving editions
- Undefined risks created by deployments in virtual server environments
- Known user population was greater than defined entitlements

Solution

- Insight provided guidance to navigate the Oracle audit process
- Defined and built the actual compliance position
- Supported client through their vendor discussions and settlement negotiation



Outcomes

- >\$1M cost optimisation savings against base compliance position and existing commercial structure
- Future-proofed new contract with optimized licensing model for future usage

Optimising Oracle licensing exposure into new agreement

Challenge

- Client was unsure if their Oracle environment was compliant
- Needed to identify and understand risks to budgets
- Understanding optimization scenarios and associated benefits

Solution

- Insight delivered a 3yr Oracle optimisation service covering compliance, base lines, future licensing scenarios and contracts analysis
- Continuous optimization opportunities identified with change management actions around quick wins, infrastructure change requirements and licensing structures



Outcomes

- \$3.4M financial risk reduction
- 25% annual support cost reduction identified, with a further 25% potential, requiring limited investment.
- Detailed view on contractual use limitations, enabling necessary infrastructure changes to lock down the risk areas

Reducing the cost of Oracle support renewals

Challenge

- Client had licenses which were no longer required due to changes in their deployment strategy and decommissioning applications
- Annual support costs were high and increasing

Solution

- Insight delivered in-depth analysis of support renewals and license allocation based on current usage needs
- Leveraged Oracle's complex support policies in favour of the client
- Knowledge sharing of licensing and sales structure to build advantageous negotiation strategies



Outcomes

- 20% ongoing savings in support costs
- Removal of unused products without penalties
- Compliance with Oracle's support policies
- Waiver of annual price increases