



Optimisation
Services for
Oracle

Insight 

Introduction

There is always an opportunity to improve, 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 the right insight, 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

Java is pervasively deployed across many organisations (servers, laptops and other devices). Assessing your current licensing position can be expensive and time consuming.

Our Service

Insight provides an overview to determine whether you have a potential exposure worth acting upon. Identifying potential improvements to your current situation prior to any commercial discussion or audit from Oracle.

How we deliver

- Obtain inventory data from your servers and desktops from any source you have.
- Review your key Oracle middleware contract.
- Review your Java inventory data for both desktop and servers.
- Produce a risk assessment from comparing entitlements to deployment information.
- Present our findings with background observations and potential financial exposure.

Your Outcomes

- Identify the potential commercial exposure you have relating to your Oracle Java deployments.
- Prioritised action plan to deal with changes in Java licensing.
- Clear guidance and materials to provide your organisation an understanding of the Java licensing and distribution issues.
- Understand your level of need to act without large investments in cost and resource.

Where we have helped before

- Client was unaware of changes to Oracle Java licensing or its financial impact.
- Performed a high-level review to select a subset of servers for investigation.
- Identified risks that resulted in a client action plan across 1,000 servers and 5,000 desktops.
- Supported the client to remediate issues, removing 100% of the subscription fee the client would have faced.



Database Healthcheck

Many organisations are looking to reduce and optimise their costs but do not know where to start. A rapid way to assess the opportunity is through focusing on your licensable consumption and support needs for Oracle databases.

Our Service

We assess your licensing and commercial risk around Oracle's database products for a fixed fee.

Delivered through a structured and proven process that delivers quick results.

How we deliver

- Requirements preparation meeting
- Remote delivered workshop that summarises the risk areas around the database deployment and its Options and Management Packs.
- Detailed report and advice with potential financial impact and key recommendations

Your outcomes

- Identify the commercial exposure that may exist without conducting a lengthy in-depth exercise.
- Clarity over hidden risk areas including database options and management packs.
- Build a business case for significant cost reduction and avoidance.

Where we have helped before

- Client was aware that database options were not fully covered by licensing agreements and needed to obtain clarity over the potential risk.
- The health check identified exposures around Advanced Compression and Active Data Guard options.
- Based on our advice, the client verified the actual needs and took remediation actions.
- The client was able to reduce consumption of options, saving 50% of associated licensing and support fees.



ULA Healthcheck

Our experience has shown many clients are not fully aware of both the opportunities and risks that are associated with ULAs.

This rapid service provides a comprehensive assessment of contracting: risks, potential financial exposures, and the opportunities such a contract can deliver and how you can maximise your return on investment.

Our Service

We analyse your unlimited licensing agreement (ULA) to understand the strengths and threats that exist, including potential financial exposure beyond your ULA term.

How we deliver

- Review your ULA along with all addenda.
- Gain understanding of your environment and strategy through structured investigation questions.
- Analyse documentation within the context of your specific Oracle roadmap.
- Prepare and deliver a remote presentation of the results.

Your Outcomes

Visibility and simplicity over your ULA structure, showing:

- Your full entitlements and how you can take advantage of this.
- The associated limitations – typically where significant risk exists.
- Indicative financial exposure of the potential risks.
- Opportunities in your contract where you can use for a future renewal or ULA exit.



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, risks or future opportunities.

What if you could have a clear set of options that align to your future IT strategy and meets your demands? You could be in a stronger position to anticipate, predict and plan your future IT investment and above all reduce TCO and maximise ROI from your Oracle investment.

Our Service

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

How we deliver

- Facilitation of your data gathering requirements supported by defined processes and tools.
- Perform analysis across your entitlements, including contract addenda.
- Analyse deployment data outputs using specialist consultants.
- Compare consumption against entitlement using an internal audit approach that reflects Oracle methodologies.
- Present our analysis and recommendations, supported by detailed data analysis.

- Provide advice on how your IT strategy aligns to Oracle licensing rules and roadmaps, with suggestions for future contracting.

Your Outcomes

- A clear view of your Oracle software deployments, including both current and historical usage.
- Insights from baseline to evaluate cloud adoption and support licensing negotiations.
- Advice on how to optimise your Oracle footprint to reduce support fees, including un-used features.
- Insights into relevant licensing topics and publisher roadmaps for key stakeholders.
- A clear demand for your next agreement fully aligned with your business requirements.

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 expensive contracts that can lock you in with Oracle technology for many years. A key reason to seek impartial advice to make more informed decisions whether to adopt, continue or exit the agreement.

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

Our service

Our experts put you in control to make an informed strategy decision on a major investment. We deliver using impartial advice from experienced Oracle licensing professionals.

How we deliver

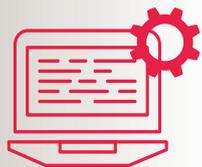
- Deliver workshops to understand your strategy for Oracle and the outcomes you need to achieve.
- Assessment of potential future requirements and the options ULAs can provide to address them.
- Typically, we perform a baseline activity to determine actual usage. This identifies hidden risks and uncovers usage that may need to be remediated upon entering, continuing or exiting an ULA.
- Build in-depth scenarios and explain options for the contract negotiation.
- Provide advice and guidance on how to achieve beneficial terms and have optimal consumption that maximises your ULA investment.

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 always favour the publisher and tie you into agreements that do not deliver the flexibility you need. This is often driven by the licensing models and behaviours of publisher sales account teams resulting from their incentive structures.

What if you could develop a publisher engagement strategy that has flexibility to 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 future needs.

Our Service

- Provide focused support and constructive challenge to your client negotiation team.
- Advise you on publisher communication strategies.
- 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).
- Prepare and present our recommended approach alongside spreadsheet analysis.

Your outcomes

- Obtain a strengthened negotiating position.
- Develop a clear negotiation strategy – essential versus desired outcomes.
- Gain the right contract contents and structure by leveraging market leading experience.
- Contract and terms to support your future requirements and utilise the value obtained (cloud, emerging products and licensing structures).
- Optimised spend and reduced wastage by procuring what you need.

Where we have helped before

- Client was considering whether to renew or certifying to exit an Oracle unlimited licensing agreement (ULA).
- We supported the client to understand the benefits and impacts of each option, allowing them to make an informed decision.
- We helped the client through the contract negotiation phase, helping to secure terms that allowed cloud deployments and greater flexibility in licence deployments.
- We delivered a 28% saving of over €600k.



Audit Defence

Audits can be time-consuming, expensive and damage your reputation.

We can help you at any point in the audit lifecycle to manage risk and reach an optimal financial and licensing outcome, even after findings have been published.

Our Service

We help you manage risk in an audit and reach an optimal financial and licensing outcome.

How we deliver

- Provide guidance and support in preparing and defending an audit; this can include managing the auditor if needed.
- Define the engagement strategy to limit the scope and 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.
- Our support goes all the way to assistance in agreeing the final settlement.

Your outcomes

- Reduced cost of the audit and settlement figure
- Minimise disruption to your internal resources and business.
- Confidence through support of experts with deep experience in running audits for specific vendors and clients.
- Access to market intelligence to achieve the best contract terms.
- Mitigation of exposure from technical breaches that have not delivered commercial benefits (accidental deployment with no usage).

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
- 80% reduction of tangible non-compliance and related risks.
- Additional 30% reduction in settlement figure through negotiation support.

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 uk.insight.com.



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