

SMOOTH MOVE

How Oracle Global Licensing Advisory Services (GLAS) helps release maximum value from on-premise assets during a move to the cloud

Understanding the options

Oracle GLAS saves a customer from a “square one” start

A multinational retailer was in the process of building their three- to five-year IT investment roadmap. They knew that cloud migration was going to be an important part of their future investment, and wanted to:

- Understand the licensing implications for its existing and future Oracle products in the cloud
- Explore options for realizing greater value from its existing unlimited license agreement
- Increase certainty around costs and ensure that its migration plans took into account the details of Oracle contracts and policies

The retailer wanted to accomplish these goals while migrating business-critical processes to the cloud—and without creating a substantial impact on its “business as usual.”

Oracle GLAS solution: Cloud Sizing

Multiple options for cloud migration

Any large organization can have a broad range of Oracle investments, the licenses for which come with varying cloud migration implications and opportunities. The Cloud Sizing service from Oracle GLAS is designed to help identify opportunities and plan for a successful cloud migration.

For example, for this customer’s human capital management products from Oracle, their on-premise licenses can run simultaneously for 100 days during a cloud transition, giving them the window of time to shelve the on-premise licenses and migrate all operations to the cloud.

The GLAS team worked with this customer to help them understand the different migration programs available for their Oracle licenses, as well as where they could optimize their Oracle investments to deliver improved financial, or functional, results. This included helping them understand the metrics by which their new cloud service license needs would be calculated—and how these varied from their previous contracts.



ACCELERATED MIGRATION

Insights gained

Better data leads to better decisions

The Cloud Sizing report was underpinned by a clear view from Oracle GLAS on exactly how the customer was using their existing on-premise licenses and contracts.

The result is that the customer now has a solid cloud migration strategy for their Oracle investments. They have worked with the Oracle GLAS team to understand the different types of cloud migration programs from Oracle. The customer is recognizing additional value from their existing estate, reducing their overall license support costs, and can make license decisions with greater confidence and clarity.

Next steps

Visit our website for more information about the free services available from the Oracle GLAS team, and learn how the team can help you plan and strategize for your organization’s next big move.

Go to: www.oracle.com/goto/glas