

# Fact Sheet: Investment Economics

Taking the guesswork out of your Oracle investments

## Putting ROI under the microscope

Our work supports customers with a formalized investment methodology, used at different stages of their relationships with Oracle:

### Considering the move to an enterprise agreement

Where a customer wants to assess the financial and business benefits of moving to an Unlimited License Agreement (ULA).

### Part of the way through the term of a ULA

At this stage, we can provide support with a “health check” of consumption compared with the terms of the agreement, to help with demonstrating financial value and ROI.

**Towards the end of a ULA’s term** Where a customer is looking for detailed financial and consumption insight, supporting decisions about next steps towards the end of a contract term.

## Gain a more complete financial view of your investments

When you partner with consultants from Oracle’s Global Licensing Advisory Services (GLAS) team, you’ll gain the financial clarity that helps with plans to optimize your business by:

- Eliminating guesswork with detailed financial analysis
- Guiding informed financial decisions based on actual consumption data
- Giving clarification on consumption break-even points by product
- Providing an understanding of complete ULA contractual terms, e.g., clarifying capped quantities

## A model tailored to your needs

Using our value realization model, we’ll analyze the products in use and measure them against the KPIs that matter to you.

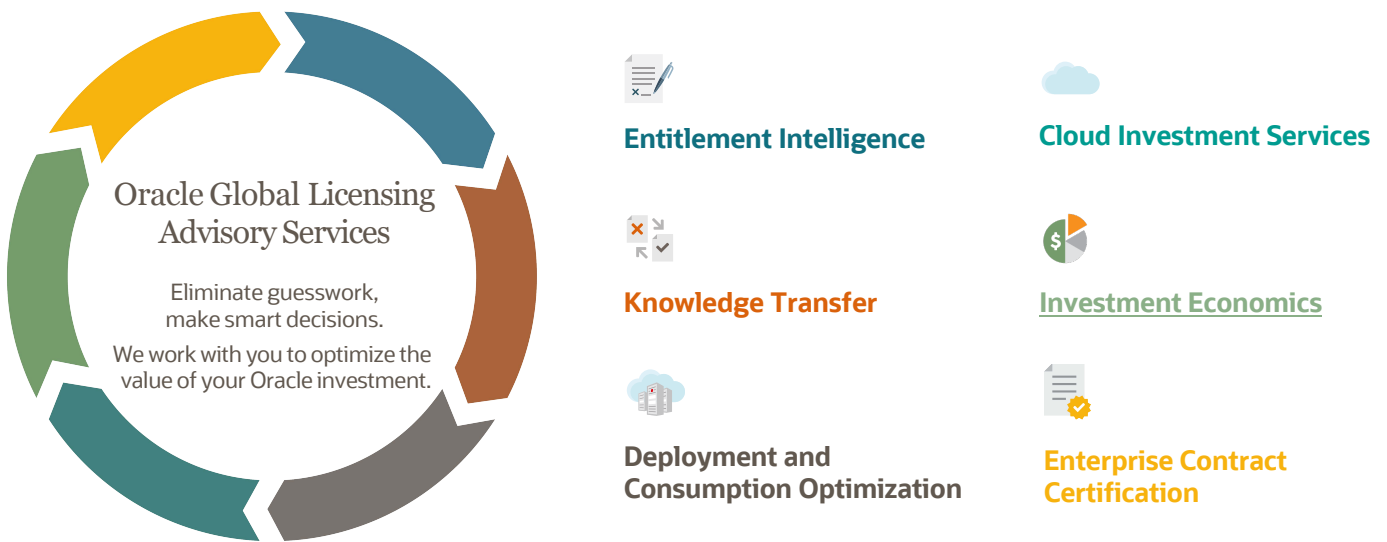
### Our process entails:

- Analyzing retrospective value delivered to date
- Developing a customer-specific financial analysis that maps Oracle software assets to your current and future business needs
- Delivering a clear, concise financial report that includes ROI of different Oracle licensing options

### Value realization model



## A complete lifecycle of services for Oracle customers



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Global Licensing  
Advisory Services