ORACLE
Global Licensing
Advisory Services

BETTER TOGETHER THAN EVER BEFORE

How Oracle Global Licensing Advisory Services (GLAS) supports during a major merger or acquisition

🤝 A customer merger

A deal is struck

When one global financial services organization successfully acquired a market leader in a new region, it wanted to take a fresh approach to its IT integration strategy. With previous acquisitions, it had found that strategic moves were delayed by the complexity of understanding and mapping the Oracle license entitlement between both organizations.

An opportunity to accelerate change

As well as gaining efficiencies while onboarding the new business, the organization wanted to use the merger as an opportunity to accelerate its planned migration to the cloud.

👥 GLAS solution: Entitlement Intelligence

Oracle GLAS steps in

Oracle GLAS' first step was to provide clarity into all existing Oracle investments from both businesses. This included providing thorough insights to IT, finance, and procurement about the software and hardware inventory, as well as the license status in both organizations.

Risks are averted

Oracle GLAS' Entitlement Intelligence report gave the customer a product-by-product comparison for each organization and mapped the entitlements and contracts across the two companies. With the reports and recommendations, the customer was able to see at a glance where:

- Both organizations were in line on the same Oracle products (or with marginally different versions)
- The acquired business was further ahead than the acquiring customer in its migration of HCM applications to the cloud
- Duplications of licenses could be repurposed to new modules that the customer had been wanting to pilot (e.g. expanding business intelligence services in the finance organization)

All of this was achieved with a far lower investment of time than if the customer had devoted its own resources to putting the information together internally.

⬆ ORACLE UTILIZATION

Insights gained

Opening up a new world of possibility

After developing a consolidated view of Oracle entitlements across both companies, Oracle GLAS was also able to support the customer with its plans to accelerate cloud migration. That included helping the customer to understand its options for using Oracle's Bring Your Own License (BYOL) to PaaS program. The acquisition became an ideal opportunity to migrate parts of the consolidated infrastructure.

Post-integration, the customer is now well placed to optimize value from every Oracle product and use the acquisition as a means to drive positive, structural changes to the organization's IT investments.

Next steps

Visit our website for more information on the Entitlement Intelligence service from Oracle GLAS which gave this customer a product-by-product comparison for each organization:

Available here >