

SEEING MORE OF THE BIG PICTURE

How Oracle Global Licensing Advisory Services (GLAS) can help extract the full value from unlimited license agreements



A new CIO joins the business

You can't manage what you can't measure

Unlimited license agreements (ULAs) with Oracle are generally considered an easy way for a large, global organization to support business agility and value creation.

But when a new CIO joined one multinational retailer midway through its existing Oracle ULA, she wanted a formalized process in place for evaluating the financial benefits of the agreement.

Such a process would provide good evidence for stakeholders and valuable insight for future decision-making. It would also ensure that subsidiaries of the customer were being charged correctly, based on their utilization of Oracle products within the ULA.



Oracle GLAS solution: Investment Economics

The big picture and the inner details

The Oracle GLAS team stepped in to assist with providing a detailed breakdown of all the licensing agreements owned by the customer. Through the Investment Economics service, they were able to provide usage insights, giving the customer ample information about the current status and utilization their Oracle investments.



ULA VALUE

Insights gained

A "treasure chest" of opportunity

The analysis demonstrated a total saving of US\$12 million over the three year ULA term. The customer now has financial key performance indicators in place that the CIO can review regularly to evaluate overall ROI and CapEx/OpEx for licenses and support costs. Furthermore, they can charge licensing costs back to all their subsidiaries with much greater accuracy.

Our customer also gained a clearer understanding of how to maximize the benefit from a ULA, and how the flexibility of this agreement allowed them to focus on delivering business value.

The Investment Economics report produced by the Oracle GLAS team had one other big benefit. It also helped the new CIO identify underutilized features and capabilities within some modules. They were able to highlight these features and provide recommendations for how the customer could stand to benefit from using them.

Next steps

Visit our website for more information on the Investment Economics service from Oracle GLAS, which gave this customer a thorough look into their existing Oracle investments and latent opportunities within their ULA.

www.oracle.com/goto/glas