

# Introducing Oracle License Management Services

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Validating the compliance position of your Oracle estate



# Why engage with Oracle License Management Services?

Oracle License Management Services (LMS) provides customers with a trusted, reliable, and authoritative view of their Oracle software deployment. We work with organizations to help ensure their Oracle investments are used in the most appropriate and cost-effective way possible—while also ensuring a fully compliant position versus their entitlements.

To do this, we use a variety of tools and procedures, along with our unrivaled experience of Oracle licensing, to give you complete visibility into your deployed Oracle estate. Such a view enables you to confidently understand which assets are being used and which aren't. As a result, you'll be able to repurpose licenses that are not being utilized (shelfware) and deliver a closer alignment between the licenses you own and end-user requirements (business strategy).

Most importantly, we will support your Oracle compliance position and address any areas of over- and under-usage to help move your organization away from the prospect of financial risks caused by non-compliance or unscheduled audits.

## Ensure

cost-effective deployment of your Oracle assets

## Validate

and authenticate your Oracle compliance position

## Enhance

your ability to effectively manage Oracle software licenses

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## Our purpose

To provide customers with an open, transparent, and definitive assessment of their compliance position and the effectiveness of their internal licensing controls.

# Leading through experience

No one knows more about the finer aspects of Oracle licensing than Oracle LMS.

We're the recognized authority for Oracle software audits, and look to refine and optimize the process at every opportunity based on direct customer feedback.

We're exclusively focused on license management, and work constantly with software asset management (SAM) teams across the globe to identify what's working and where we can better support their own internal audit capabilities.

Our values begin with a spirit of integrity, alongside a commitment to building trusted partnerships and demonstrating a detailed appreciation of each customer's license position.

This is essential when helping customers assess their compliance position and the effectiveness of their internal SAM controls. We also add our commitment to best practice and applying our licensing policy knowledge to your business to help keep your organization compliant.



# An overview of our approach

When engaging with customers to conduct a software audit, Oracle LMS typically uses a three-step process:

## 1. Initiate

We start by measuring and creating a factual record from which future conversations can be based. This activity includes the use of data-collection tools to build a detailed view of your entire Oracle deployment.

## 2. Investigate

We then look to understand the what, where, when, and (most importantly) why behind your deployment. This helps to assess the controls in place and the intent to follow best practices.

## 3. Inform

Here we transparently and collaboratively create a factual report of outputs and findings based on our analysis, as well as details of any issues with existing SAM controls.

This process puts customer experience at the heart of the equation. We work hard to minimize any disruption to your team and operation caused by a software audit, and can be relied upon to optimize every interaction and touchpoint.

This is why we call this a 'customer-first' approach and ensure all outputs help inform and empower—and ultimately promote—more proactive SAM capabilities.





# Making sure you have the right tools for the job

Oracle LMS helps organizations gain a detailed evaluation of their current deployed Oracle estate. As a result, customers can verify the total number of their Oracle assets, reconcile actual usage versus contractual entitlements, and address any resulting gaps.

## Analysis and technical tools:

During an audit process, Oracle LMS can work with a range of tools to gather usage data. We work with customers to find the option best suited to their specific environment.

### Tools that include:

- Verified third-party tool vendors - collects Oracle product usage data
- Oracle Collection Tool— collects Oracle product usage data
- Oracle Server Worksheet—a declaration of all the Oracle products customers have installed in their company

## Our approach to tooling:

As part of our strategic commitment to helping each customer conduct a detailed evaluation of their current deployed Oracle estate, Oracle License Management Services (LMS) maintains an approach to tooling that provides options to our customers.

1. We continue to develop our own in-house tools that will help identify where products are being deployed and used
2. We also work with third-party tool vendors to enable them to accurately capture usage data relating to Oracle products



## More information on Oracle LMS policies and procedures can be found at

[www.oracle.com/goto/lms](http://www.oracle.com/goto/lms)

Here you'll find useful resources that include:

- Oracle Licensing Policy
- Oracle Licensing Practices

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