Oracle e-Business Suite (OEBS) optimization in internet holding

Services

- Oracle e-Business Suite (OEBS) usage optimization
- Oracle DB & Options optimization

Customer

Big internet holding*

Related products

- E-Business Suite (OEBS)
- Database & Options
- Weblogic AS
- Hyperion
- Oracle Analytics and BI

Related materials

articles about Oracle licensing

Background

A global internet holding requested help in the control and optimization of all of his Oracle products' licensing, including E-Business Suite (OEBS), Database and its Options, Weblogic, Hyperion and Oracle Business Intelligence (Analytics). The company used E-Business Suite for e-services provided in multiple regions and supporting its partners.

Challenge

The customer provides electronic services to aggregating partners distributed by industries and territories. The industries included: Transportation, pharmacy, food delivery, e-commerce, finance, travel, communication, digital content provision, among others.

For this e-services support, the customer used E-Business Suite applications to control the financial, procurement, and human resources information. The situation became challenging when the number of e-services and partners increased significantly and it became critical that we retain control over the software licensing cost.

The project was complicated due to the E-Business Suite customizations, and usage of different license metrics, including application users and employees.

Solution provided

- **Usage assessment:** Using our knowledge and experience, we evaluated the usage of Oracle products; including E-Business Suite (OEBS), Database and its Options, Weblogic, Hyperion and Oracle Business Intelligence (Analytics) as Oracle themselves would do, and we identified potential non-compliance.

- **OEBS clean up:** We helped the customer to clean up the system according to Oracle's formal procedures - eliminated users, remapped them to only required modules, retrieved the unnecessary rights.

- **Usage optimization:** Based on results of the assessment we provided recommendations to address the non compliance issues, in order to eliminate the financial risks.

- **OEBS mapping report:** We created a "mapping report" to support the customer with customizations.

Quote from the Executive Director of Crisis Management

We express our gratitude to the team of the contractor for the successful implementation of the project and expert support during the Oracle licensing optimization procedure.

We would like to note the excellent organization of the process, prompt interaction and high quality of work performed, as well as the efficiency of the specialists of the contractor, who have unique expertise in the field of managing Oracle software assets.

Thanks to an integrated approach to project implementation, the assigned tasks were solved at a high professional level and with the most positive financial result.

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OEBS product	License metric	Oracle price	Licenses in use before/after optimization	Cost of licenses in use before/after optimization
Financials	AU	4595	1364/1001	**$5 504 810/ $3 836 825**
iProcurement	AU	115	154	**0**
Project Costing	AU	4595	293/287	**$1 300 385/ $1 272 815**
Inventory	AU	4595	402	**$1 824 215/ $1 879 355**
Purchasing	AU	4595	1651/1506	**$6 253 795/ $5 587 520**
Asset Tracking**	AU	6895	546/492	**$2 799 370/ $2 427 040**
***	Employee	70	129085/0	**$9 035 950/ 0**
Advanced Benefits	Employee	85	0	**0**
Compensation Workbench	Employee	70	0	**0**
iRecruitment	Employee	75	0	**0**
Human Resources	Employee	185	129085/116071	**$22 013 705/ $19 606 115**
Payroll	Employee	225	129085/116071	**$26 773 425/ $23 845 275**
Self-Service Human Resources	Employee	185	0	**0**
Time and Labor****	Employee	110	129085/116071	**$13 089 230/ $11 657 690**
Total:				**$88 594 885/ $70 112 635**

Result for OEBS

- Before the our work the cost of OEBS licenses, was over $88,5mm. After we carried out our service, it was reduced to $70mm, according to Oracle's price list.
- Before the our work the shortfall of other Oracle products (Weblogic, Hyperion, BI) licenses, was over $8,4mm, after our audit it was nullified.
- Built a strategy to reduce of the partner e-services licensing by half, see the numbers of use for OEBS modules Human Resources, Payroll, Time and Labor

Result for Database

- Before the our work the cost of the Database and Options licenses, was over $255mm, after the work it became $166mm, according to Oracle's price list.

Total Result

- The customer avoided costs in excess $12-14mm in real money for their Oracle products licensing.

Oracle products	Cost before optimization	Cost after optimization 1	Cost after optimization 2	Cost after optimization 3	Cost after optimization 4
Database EE	-$91 200 000	-$91 200 000	-$82 745 000	-$82 745 000	-$58 805 000
Active Data Guard	-$18 595 500	-$13 765 500	-$17 031 500	-$13 075 500	-$11 902 500
Advanced Compression	-$22 724 000	$0	-$20 861 000	$0	-$15 134 000
Database In-Memory	-$368 000	-$368 000	-$368 000	-$368 000	-$368 000
Multitenant	-$2 660 000	$0	-$2 660 000	$0	-$1 225 000
OLAP	-$27 140 000	-$26 956 000	-$25 760 000	-$25 760 000	-$17 848 000
Partitioning	-$22 862 000	-$16 031 000	-$21 068 000	-$12 696 000	-$15 180 000
Real Application Clusters	-$34 661 000	-$33 971 000	-$29 693 000	-$29 693 000	-$23 069 000
Diagnostics Pack	-$14 917 500	-$14 917 500	-$13 687 500	-$13 687 500	-$9 862 500
Tuning Pack	-$9 990 000	-$9 990 000	-$9 170 000	-$9 170 000	-$6 620 000
GoldenGate	-$2 275 000	$0	-$612 500	$0	-$1 697 500
Cloud Management Pack	-$3 180 000	$0	-$3 000 000	$0	-$1 890 000
Lifecycle management pack	-$5 088 000	$0	-$4 800 000	$0	-$3 024 000
Secure Backup	$0	$0	-$952 000	-$952 000	$0
TOTAL	-$255 661 000	-$207 199 000	-$232 408 500	-$188 147 000	-$166 625 500

Author

Andrey Khodunov worked for Oracle for more than 15 years, 11 of them in Oracle License Management Services (LMS), an Oracle division that performs license audits and other software licensing services.
Performed hundreds of audits for large and small enterprises. Worked in different industries, regions and with multiple teams in Oracle and customers.
After Oracle Andrey worked as Director of software licensing in a large company from the financial sector where he obtained a deep understanding of internal customer processes and the place of software license management.
Over 30 years in IT. Professional certifications: ITIL, PRINCE2, PMP, CSAM.

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