

Oracle e-Business Suite (OEBS) optimization for metallurgical company

Services

- OEBS usage optimization
- Contractual support
- Oracle License Audit defense

Customer

Large metallurgical company in the region*

Related products

- E-Business Suite (OEBS)
- Database & Options
- Weblogic and iAS

Related materials

[articles about Oracle licensing](#)

Background

One of the largest metallurgical companies in the region requested help in optimization of Oracle E-Business Suite (OEBS) licensing, preparing for their Oracle license audit. The company has one of the biggest installations of OEBS in the world, using the products across all the operational divisions.

Challenge

The customer had customized OEBS modules for his requirements. Oracle asked what standard OEBS modules these customized modules must be mapped. The customer didn't know exactly how to reply. There were multiple reasons:

- The 3rd company who made the customizations didn't provide this information.
- The customer's specialists knew how to customize, but were unsure of the licensing aspect.
- The task required expert involvement, as this was outside of their scope of business.

However, this information would have a major impact on the cost of OEBS licensing.

Solution provided

- **Usage assessment:** Using our knowledge and experience, we evaluated the usage of OEBS products, as Oracle would do, and identified potential non-compliance.
- **OEBS clean up:** We helped the customer to clean up their system according to Oracle's formal procedures - eliminated users, remapped them to correct modules, retrieved the unnecessary rights.
- **Usage optimization:** Based on results of the assessment, we provided recommendation to address the non-compliance issues to minimize the risks.
- **OEBS mapping report:** We created the "mapping report" to support the customer with customizations and future license management.
- **License Audit Defense:** We helped the customer through the Oracle License Audit process, completing the forms (OSW), and providing Oracle with all the necessary information.

Quote from the Operational Director, CEO Deputy

We would like to express its gratitude to the contractor for the high quality and prompt work done for analyzing Oracle software license use. We are fully satisfied with the results of the work and plan to continue development of the software management division

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Program	License Minimums	Finding		Price, USD	Summ total, USD
		Amount	Metric		
Server Technology					
Database Standard Edition	5 NUP	2	P	17500	35000
Database Enterprise Edition	200 NUP	551	NUP	950	523450
Internet Application Server Enterprise Edition	80 NUP	501	NUP	700	350700
Internet Developer Suite	N/A	27	NUP	5800	156600
DISCOVERER Desktop Edition	N/A	550	NUP	1200	660000
E-Business Suite					
Discrete Manufacturing	10 AU	26	AU	4595	119470
Financials	5 AU	373	AU	4595	1713935
Inventory Management	5 AU	804	AU	4595	3694380
Purchasing	5 AU	592	AU	4595	2720240
Applications Read-Only User	1 AU	285	AU	1725	491625
Custom Applications Users	1 AU	551	AU	115	63365
Self-Service Applications	N/A	1711	AU	115	196765
Total					10725530

Result of the Oracle License Audit

- Before our work the shortfall of licenses of various modules, totaling was over **\$10mm**

Result of the optimization

- Based on the results of optimizing the use of OEBS, the shortfall was **nullified**.
- The customer avoided costs of **\$10mm** for the OEBS licensing.
- Successful completion of **Oracle License Audit with no claims** from the Oracle side.

Product	License metric	License in use	License minimum	(-) Shortfall / (+) Surplus
Technology products				
Database Standard Edition	Processor	6	5 NUP	(+) 2
Database Enterprise Edition	NUP	281	200 NUP	(+) 220
Internet Application Server	NUP	281	80 NUP	(+) 220
DISCOVERER Desktop	NUP	281	-	(+) 220
Internet Developer Suite	NUP	30	-	-
E-Business Suite				
Advanced Pricing	AU	1	1 AU	(-) 1
Discrete Manufacturing	AU+MU	196	10 AU	(+) 50
ENTERPRISE ASSET	AU	1	10 AU	(-) 1
Financials *	AU	353 (340+13)	5 AU	(+)102
Financials	AU-RO	-	1 AU	(+) 285
Inventory Management	AU	324	5 AU	(+) 430
Purchasing **	AU	613 (345+268)	5 AU	(+) 182
Order Management	OL	123 690	100 000 OL	(+) 29 510
Financials & Sales Analyzers	AU	40	5 AU	-

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.



* This document describes a real customer case. To protect sensitive customer's information all direct identifiers, e.g., name, location and other details of the project have been removed.