Oracle Database usage optimization in banking group

Services

- Oracle Database usage assessment
- Oracle Database usage optimization
- Contractual support

Customer

International banking group*

Related products

- Database & Options

Related materials

articles about Oracle licensing

Background

A renowned European banking group* requested a database usage assessment, to allow them to optimize their budget, before renewing their Oracle contract.

Challenge

The customer used various license metrics in his IT infrastructure. He needed analysis, both quantitative and qualitative, to achieve optimal optimal configuration of their software licensing.

Solution provided

- **Usage assessment:** Using our knowledge and experience, we conducted the same license audit for the customer as Oracle would do, identifying potential non-compliance.
- **Usage optimization:** Based on results of the assessment, we provided recommendations to address the non-compliance issues to reduce any risk to a minimum.
- **Oracle licensing education:** We provided training sessions for the customer, to demonstrate how to restructure the IT environment to reach the optimum Oracle licensing conditions.
- **Contractual support:** We supported the customer through the negotiation process to ensure that the contract fully covered the customer's requirements.

Quote from the Head of IT Infrastructure Department

We would like to express its gratitude to the contractor for the high quality and prompt work done for analyzing Oracle software license use. The project comprised preparation of a comprehensive report on the current license infrastructure landscape, including an analysis of the products in use, their qualitative and quantitative evaluation, identification of areas where the use of the products could be optimized and calculation of the potential financial effect of the changes made. The recommendations obtained helped us in making informed and economically justified decisions for the further development of the company's information systems.
We would like to thank all the employees of the contractor who participated in the project for their professionalism, and we highly appreciate the work done. We look forward to further cooperation in the sphere of the company's IT infrastructure software licensing.

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Product	Before optimization		After optimization				
	Proc	Total, USD	Proc	Total, USD	NUP	Total, USD	Total, USD
DataBase EE	305	$14 487 500	120	$5 700 000	4520	$4 294 000	$9 994 000
DataBase SE2			4	$70 000	201	$70 350	$140 350
Active Data Guard	188	$2 162 000	115	$1 322 500	1436	$330 280	$1 652 780
Golden Gate	62	$1 085 000	34	$595 000	209	$73 150	$668 150
Golden Gate for non Oracle Database	24	$420 000	24	$420 000	0	$0	$420 000
Advanced Compression	23	$264 500	5	$57 500	0	$0	$57 500
Partitioning	274	$3 151 000	131	$1 506 500	3576	$882 480	$2 328 980
Diagnostics Pack	297	$2 227 500	244	$1 830 000	400	$60 000	$1 890 000
Tuning Pack	268	$1 340 000	221	$1 105 000	400	$40 000	$1 145 000
OLAP	0	$0	0	$0	0	$0	$0
Data Mining	0	$0	0	$0	0	$0	$0
BI Publisher	0	$0	0	$0	0	$0	$0
Database SE	0	$0	0	$0	0	$0	$0
Label Security	0	$0	0	$0	0	$0	$0
		$25 137 500		$12 606 500		$5 690 260	$18 296 760

Result

- Before the our work, the cost of Oracle licenses was over $25mm. After we carried out our service, it was reduced to $18mm according to Oracle's price list.
- The customer avoided costs of approximately $1-1.5mm in real money for the Oracle software licensing.
- The customer concluded a ULA deal with his own conditions, and justified its cost for Oracle.

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.