

Aligning your evolving software consumption to the optimal commercial strategy

The LCS Enterprise methodology has been used by one of the larger global financial institutions for their global Oracle audit and ULA certification. It has given a consistent and best in class approach to assess the full Oracle stack (Database, MiddleWare and Applications) and guided the customer through all the licensing pitfalls and risks of the Oracle software contracts and the Oracle Audit process.

THE SITUATION

The client is a large financial institution with about 80,000 users operating in over 70 countries worldwide. Due to their expiring ULA for the Oracle Database, they were audited by Oracle to assess their current usage and force them into a new ULA agreement.

This was the first vendor audit for which the customer took the initiative to hire Insight as a strategic partner to guide them through the audit. This offered the customer the possibility to certify their ULA, rather than entering a new one without understanding their actual usage.

THE CHALLENGES

- Oracle initiated an audit process and put high pressure on the customer
- Certifying the worldwide ULA in 2 months time, using an auditable process
- To assess worldwide usage of the MiddleWare and Application products (e.g. Siebel, PeopleSoft, E-Business Suite, Primavera)
- Client struggling for 5 years assessing contracts and license entitlements (1500 contracts).
- Putting flexibility in the contract and getting favorable non-standard clauses

THE PROCESS

- Advising on a clear strategy and process, delaying the audit for several months
- A uniform approach and the use of online workflows resulted in accurate and uniform results
- A full global contract analysis was done in 4 weeks (where customer struggled already for 5 years without success)
- True understanding of the T&Cs of an Oracle contract
- A global assessment on Oracle MiddleWare
- A global assessment on the Oracle Applications (e.g. Siebel, PeopleSoft, E-Business Suite, Primavera)



QUICK OVERVIEW

CLIENT PROFILE

Global Financial Institution
Approximately 80,000 Users

CHALLENGE

To certify a global ULA in 2 months' time, using an auditable process

SOLUTION

Oracle License Consulting Service

KEY BENEFITS:

- Understand current licensing position
- Reduce financial risk
- Minimize financial exposure
- Maximize ULA value
- Strengthen negotiation position

THE SOLUTION

Using the LCS methodology, Insight was able to support the customer in assessing and certifying over 80 different entities in just 2 months' time. The GAP Analysis report, which compares entitlements with deployments, gave the customer a full overview of their risk and financial exposure.

This placed the customer in the best position to determine the optimal future strategy for their organization. Based on that position Insight advised the customer how to approach the commercial negotiations and focus areas.

THE RESULTS

- ✓ Customer was provided with full view on licensing risks
- ✓ Best practices advise on optimal negotiation strategy
- ✓ Maximize ULA Value with millions of Euros
- ✓ Identification of financial exposure

"The Oracle Licensing Optimization Services delivered by Insight in 2014 in support of our Oracle Audit delivered significant value and savings to our organization. We also engaged two other companies proposing a similar service, but neither of these performed to the standard and delivered the value achieved with Insight's LCS services for Oracle.

Lastly, we will certainly consider using Insight and their Oracle services again when our current contract is expiring"

CIO Group Services

CS023

About Insight

Insight EMEA is a division of Insight Enterprises, Inc., a leading provider of brand-name information technology ("IT") hardware, software and services to large enterprises, small to medium-sized businesses and public sector institutions in North America, Europe, the Middle East, Africa and Asia-Pacific.

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