

DAY 1 : Oracle License Management training

Oracle License Entitlement Documents

- Order Docs, OLSA/OMA, Program Documentation, Support Renewals, etc
- How does it work, what is listed where, what is subject to change?

Oracle Licensing Rules and Definitions – On Premise?

- What should you take into account when licensing by Named User Plus?
- What should you take into account when licensing by Processor?
- What should you take into account when licensing DR environments?
- What should you take into account when licensing virtual servers?
- What should be taken into account when licensing VMware 5.0, 5.1-5.5, 6.0?
- What is the difference between ULA's and Perpetual ULA's?

Oracle Licensing Rules & Definitions – Oracle Cloud?

- How to license Oracle software in Amazon or Azure?
- How does Oracle sell their Cloud Services?
- What is the Customer to the Cloud program?
- What is a ULA to Paas agreement? How does it work?

Oracle Licensing – Most common license compliance issues seen?

- Most common issues for Oracle Database?
- Most common issues for Oracle Middleware?
- Most common issues for Oracle Siebel, JD Edwards & E-Business Suite?

Oracle License Review or License Audit?

- What triggers an Oracle audit?
- Answers to your top 20 questions you always wanted to ask yourselves.
- Oracle 'Verified' Tool vendors? What do they do and what do they not do?

Commercial Negotiations with Oracle

- When to do business with Oracle (timing)
- How to do business with Oracle
- How to approach the negotiations with Oracle
- What contractual clauses are negotiable and which ones are not



Management of your Oracle Licenses

- How to manage your Oracle licenses in a proper way?
- How to build a business case internally? (Cost Avoidance and Cost Savings)
- How to perform an Oracle License Review internally?

Oracle Software – How to save costs?

The general assumptions are:

- If your software requirements remain the same, you continue to pay the same.
- If your software requirements increase, you will need to pay more.
- If your software requirements decrease, you will pay less.

A logical way of thinking, but in practice, it turns out to be incorrect. Often your recurring costs will increase, even if your software requirements remain the same or decrease. Causing a headache for many CIOs and CFOs that typically all have the objective to deliver the appropriate service against lowest costs.

The objective of this session is to explain why support maintenance costs related to Oracle software programs continue to increase and what options can be considered to start saving costs.

Question & Answers (1 hour – or up until 17.00 or slightly after)

We will encourage an ongoing dialogue during the training.