



**GridApp and Miro Consulting *Present***  
*What You Need to Know*  
*About Oracle License Compliance*

Delivered by:  
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# GridApp Welcomes You

- Thank you for attending
- Our presentation will last approximately 30 minutes
  - Topic: What You Need to Know about Oracle License Compliance
  - Speakers: Matthew Zito, GridApp Chief Scientist; Eliot Colon, VP, Miro Consulting
- Stay tuned for the companion white paper/guide
- [response@gridapp.com](mailto:response@gridapp.com)

# About our Speakers – Matt Zito

- Matthew Zito
- Chief Scientist
- Expert in large-scale infrastructures
- Previously with EMC and Register.com
- Linux advocate
- Early adopter of technologies such as automation and centralized configuration management

# Special Guest Speaker – Eliot Colon

- Partner and Senior Vice President,  
**Miro Consulting**
- Deep experience assisting companies of all sizes with configuration, negotiation and management of Oracle software licensing contracts.
- Fifteen years corporate financial management and Fortune 1000 IT consulting experience.

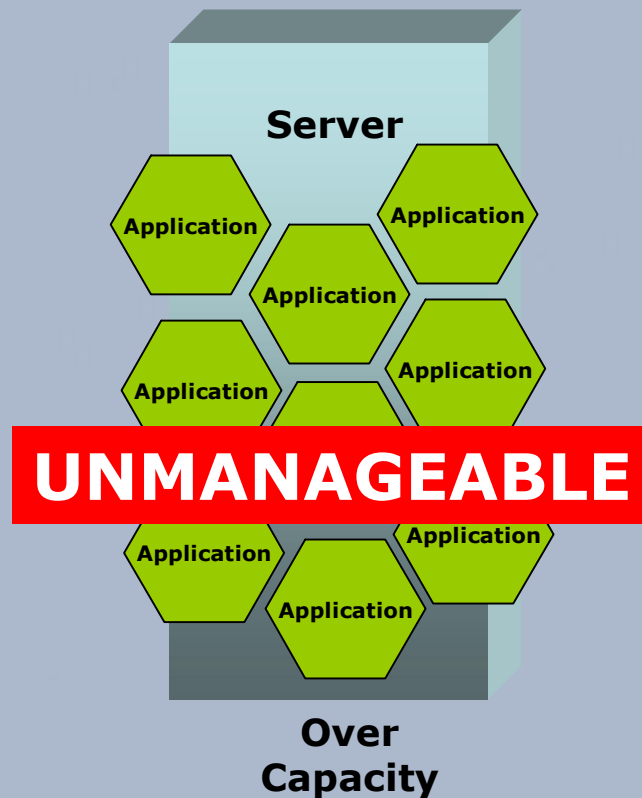
# Today's Agenda

- **Oracle Licensing: Why So Complicated?**
- **How Automation Aids License Management**
- **Most Common Money-Wasting Oracle Licensing Mistakes**
- **Best Practices for Oracle Licensing Negotiation and Management**

# Challenges of Oracle License Management

- **Complexity:** Myriad of license rules, minimums, definitions, types and levels
  - Oracle changes its pricing, compliance rules and/or product definitions an average of 13 times per year.
- **'Static' software agreement + 'dynamic' server deployment and business = friction and chaos**
  - Application updates could change Oracle compliance position
    - ie. v11i could require app. server license while v10 did not
- **85% of clients either over license or under license!**
  - Oracle gives clients **<30 days** to respond to an audit findings report and **just 10 days** before escalation.
  - Companies take 2.5 weeks just to prepare the Oracle server deployment diagram.
  - Oracle auditors expect to review *every* database instance for compliance. Production and non-production.

# Licensing Issues in Clustered Environments



# Software Can be the Key to Efficiency

- ✓ Provides an ***immediate*** and ***accurate inventory*** of all servers and databases running on them
- ✓ Enables ***tracking of utilization and overall capacity***
  - Get the most of Oracle pay per processor policy
- ✓ ***Dynamic provisioning of databases*** to account for maximum allocation flexibility

# Most Common Money-Wasting Oracle Licensing Mistakes

- **MISTAKE #1: Procuring licenses on a ‘per project’ or ‘per application’ basis.** Having an “enterprise review” enables you to determine if existing licenses can be leveraged or be redeployed.
- **MISTAKE #2: Lack of tracking** of Oracle database instances in production and non-production.
- **MISTAKE #3: Procuring licenses without establishing a firm compliance verification process** and a future self-audit date to validate.
- **MISTAKE #4: Not performing proper ‘what if’ analysis** during project planning to determine best license solutions for options being considered.
- **MISTAKE #5: Ignoring non-production and/or temporary servers** which may be needed during O/S or system migrations.

# Best Practices for Oracle Licensing

- Automate Database Management
  - Maximize Intelligence
  - Maximize Flexibility
- Self audit at least twice per year
  - No new procurements without enterprise review
- Understand how to validate license compliance
- Track all database instances in production and non-production
  - Knowing the value you receive from Oracle licensing will help you in your negotiation of new licenses!

***Expert knowledge and management software provide immediate ROI!***

# Conclusion:

## Don't Be Afraid to "Get Help"

- Oracle Licensing is Complicated
  - and Oracle won't make it easier
- Chances are good you're either over- or under-licensing
- Expert solutions and services pay for themselves
  - Management software ensures efficiency and reduces risk
  - Expert consulting services.....

# Stay Tuned

- Q&A
- The Companion White Paper – Oracle License Management
- **Added Giveaway:** Miro's Guide to Smarter Oracle Software Licensing
- About GridApp Clarity
- About Miro Consulting

# About GridApp Clarity

- Clarity is the only comprehensive database management product in the industry
- Clarity Automation:
  - Provisions new databases across platforms in minutes
  - Applies patches across entire infrastructure
  - Ensures maximum use of resources
  - Enhances monitoring through automatic alerting capabilities

# Schedule a Demo

- **Email** [response@gridapp.com](mailto:response@gridapp.com)
- **SUBJECT LINE** = Demo

# The Companion White Paper

- **Email** [response@gridapp.com](mailto:response@gridapp.com)
- **SUBJECT LINE** = White Paper

# About Miro Consulting



- Specializes in helping clients to negotiate Oracle licensing and consulting contracts, and to renegotiate existing ones
- Strong track recording in significantly lowering the cost of Oracle ownership for its 200+ clients.
- Miro has saved its clients over \$41 million in Oracle licensing and license support cost and overseen over \$417 million in Oracle transactions since 2000.
- Contact Miro Consulting at:

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# Free Miro Licensing Guide

- **Email** [response@gridapp.com](mailto:response@gridapp.com)
- **SUBJECT LINE** = Free Guide

# Q&A

with **Eliot Colon**,  
*VP of Miro Consulting*

&

**Matthew Zito**, *Chief Scientist*



Thank You!