



## CUSTOMER SUCCESS

# LicenseFortress Saves Client Over \$16M in Oracle Licenses

A current Oracle® customer – a digital content company we'll call DCC – saved more than \$16 million in license fees while using LicenseFortress® when moving their OBIEE deployment to a virtual environment. LicenseFortress enables DCC to have confidence that their ongoing Oracle licensing is efficient, compliant – and guaranteed.

## The Challenge: Too Expensive to Virtualize

DCC operates online brands, provides social media platforms to support large company websites, and distributes digital content to different web venues. The organization uses Oracle Business Intelligence Enterprise Edition (OBIEE) on one dedicated physical server. They have eight processor licenses of OBIEE, which they use on a physical 2-socket, 8-core Dell server. OBIEE was the only application running on a

physical server; the company's database and most of the other applications were running on virtual machines (VMs) as per their corporate standard. OBIEE's single-server implementation did not provide high availability, causing DCC to establish internal Service Level Agreements (SLAs) of hours instead of minutes.

## The Solution: LicenseFortress

DCC engaged LicenseFortress to help them move the OBIEE physical server to a virtual environment. DCC's initial plan was simply to virtualize the Dell server, and the company didn't anticipate any change to its Oracle license. The company had a 4-node, dedicated VMware® cluster running its Oracle databases and other applications. Each node consisted of a 4-socket, 8-core machine; 32 cores per host for a total of 128 cores. Oracle, however, insisted that DCC needed to license the entire cluster to run OBIEE in a virtual environment. This proposal added 56 new OBIEE licenses, which totaled \$16.8M at list price!

Consequently, LicenseFortress first focused on the Oracle licensing requirements and how much it could save the company by:

- Reducing the number of licenses required for virtualization
- Implementing LicenseFortress management, the first and only Oracle license management service that guarantees an organization will not pay back-license, back-support, or audit fees. In addition, LicenseFortress optimizes software assets and helps an organization better manage and prevent compliance issues.

## Reaching the Right Solution with LicenseFortress

LicenseFortress inventoried and evaluated DCC's Oracle OBIEE licenses to get a full understanding of the company's IT environment and their plans to virtualize the OBIEE physical server. Based on this analysis, LicenseFortress virtualized the OBIEE application by using VMware CPU Affinity to lock the environment down to two sockets on one host – 16 cores in total – which required just eight licenses. Since this was the same number of licenses DCC was using on the OBIEE physical server, the solution eliminated the need for any new licenses. Moreover, adoption of LicenseFortress eliminates future compliance liabilities and issues.

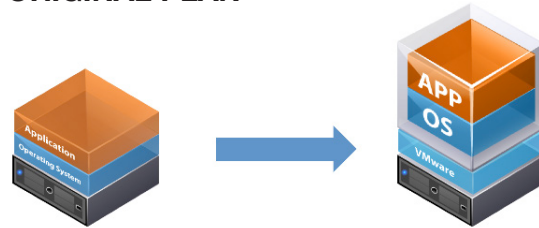
In addition to saving DCC over \$16M, LicenseFortress continues to monitor the OBIEE virtual environment by configuring proprietary monitoring tools into DCC's IT environment. On a quarterly basis, LicenseFortress performs a full internal assessment to identify any new risks to address before Oracle issues any formal notices. DCC can view and monitor their inventory of license consumption, remediation plans, and quarterly compliance reports via their customer portal.

## Net Benefits

With LicenseFortress, DCC has realized significant benefits:

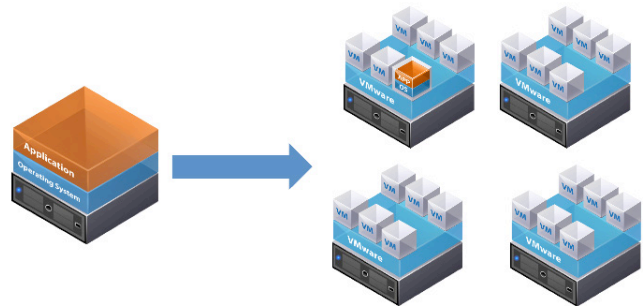
- DCC saved a significant \$16.8M by eliminating the need for new Oracle licenses.
- The LicenseFortress scenario provides high availability for the OBIEE VM. If the OBIEE VM goes down, DCC can immediately bring up another server and has 10 days to move the application back to the original server. This is compliant with Oracle's 10-day rule.
- High availability improves DCC's internal SLAs from hours to minutes.

## ORIGINAL PLAN



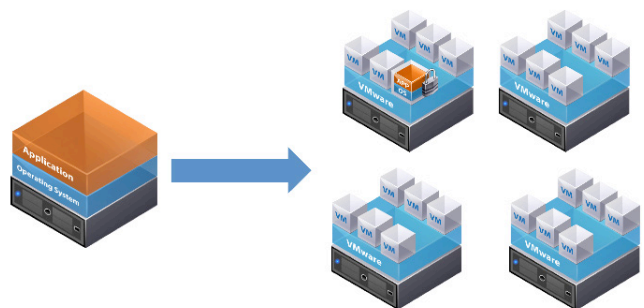
- Simply virtualize the existing server (2-socket, 8-core = 8 processor licenses)
- Some benefit for virtualization
- No changes to license cost

## ORACLE FEAR SCENARIO



- Virtualize application onto existing cluster with no workload restrictions
- All virtualization benefits
- Massive increase in cost (56 additional licenses = \$16.8M)

## LICENSEFORTRESS™ SCENARIO



- Virtualize application onto existing cluster with CPU Affinity
- Lots of virtualization benefits (HA, better SLAs)
- No changes to license cost

- DCC now enjoys peace of mind with a bullet-proof audit trail protected by the LicenseFortress guarantee – they will never pay Oracle for back-

## Conclusion

Oracle licensing requirements can be confusing, not to mention expensive. The LicenseFortress solution ensures a company pays only for licenses it absolutely needs and is using its licenses in accordance with the license agreement. Moreover, once LicenseFortress confirms that your organization is in compliance, the LicenseFortress guarantee is in effect. When Oracle issues an audit notice or notice of license review, LicenseFortress immediately engages with Oracle on your behalf and, if required, provides legal representation from a top legal firm with insurance backing.

With LicenseFortress, DCC saved millions of dollars in additional licenses, eradicated expensive audit liabilities, optimized its software assets, and helped better manage and prevent compliance issues.

**If you're looking to upgrade or change your IT environment, but are concerned new licensing makes that cost-prohibitive, consider LicenseFortress. As this case study shows, the benefits can be substantial.**

## About LicenseFortress

LicenseFortress was developed in 2014 by VLSS's Founder & Chief Architect, Dean Bolton. VLSS has spent over 13 years specializing in Oracle and VMware technologies. LicenseFortress was born after VLSS was approached by VMware about a predicament that many of their customers were facing when trying to license Oracle on VMware. Oracle's aggressive auditing tactics shed light on the dire situation that most companies face when using Oracle's products, especially in a cloud environment. While some companies have been deterred from

license, back-support, or audit fees.

- The OBIEE environment complies with DCC virtualization standards.

using Oracle, we believe it is a powerful tool for your business when deployed correctly. That's where LicenseFortress helps you take control of your license investment while removing the threat of being out of compliance.

We help customers optimize their licenses by making sure they are using 100% of what they already purchased, retiring unused licenses to reduce support costs and eliminate compliance risks. These changes result in an average savings of \$2.9 million (USD) per customer. That is 125% more than traditional software license consultants. To learn how LicenseFortress can help your organization save more money on Oracle licensing, contact us today at [info@licensefortress.com](mailto:info@licensefortress.com) or [book a demo](#).

## Anonymity Statement

This case study is based upon a customer of LicenseFortress. LicenseFortress takes steps to properly safeguard sensitive and personal information by removing all direct identifiers – e.g., name, location, CSI numbers, etc. This step is taken to protect the identity of our customers.

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