

## CASE STUDY

# HOW ONE CUSTOMER STREAMLINED THEIR ORACLE LICENSING AND SAVED \$220K ANNUALLY

## INTRODUCTION

Company E wanted an expert to review and confirm their compliance with Oracle licenses – before they had more problems with Oracle – and discuss ways they could reduce costs. Company E chose LicenseFortress to perform a Compliance & Optimization Review on the company's 15 servers.

During the review, the LicenseFortress team found two major items that required immediate remediation.

1. After the audit in the early 2000s, Company E chose to run its Disaster Recovery (DR) environment on a physical server with only two cores but an incident required running production workloads on the DR server, and it was restored to the six-core configuration. After the workloads were returned to the ODA, the DR server was not changed back to two cores. Company E has been operating out of compliance ever since.

## CUSTOMER CHALLENGES

- Disaster Recovery (DR) processes
- Active Data Guard licensing
- Long-term undetected compliance issues

## ABOUT THE CUSTOMER

Company E is a regional electric company headquartered in the U.S. It is a long-time Oracle user and in the early 2000s, an Oracle audit discovered Company E out of compliance with its software license agreement. As a result of the audit issue, Company E had to buy additional licenses and moved to Oracle Database Appliance (ODA).

2. During that same incident, the ODAs were configured to run databases as a physical standby. During that configuration, four databases were opened for queries, which required the Oracle Active Data Guard license. The Active Data Guard usage was temporary, and the license was terminated.

However, the DR server configuration had been running out of compliance for almost three years. If Oracle had performed this audit, Company E would pay \$193,000 in back-license fees for two processor licenses of Database Enterprise Edition, Diagnostics Pack, Tuning Pack, and Real Application Clusters plus support.

The Active Data Guard compliance issue amounted to \$30,000 in total for six processor licenses for Active Data Guard plus support.

All total, Company E has a compliance issue totaling more than \$220,000/annually.

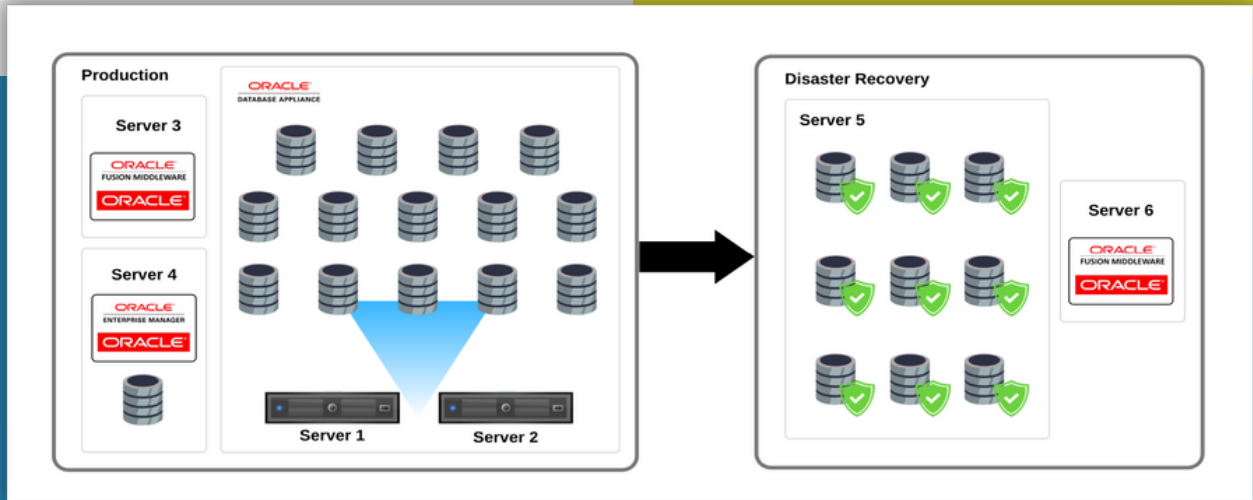
**"Eliminating Oracle FUD helps customers make better decisions."**

-Dr. Michael Corey, COO

## REMEDIATION RECOMMENDATIONS

Based on the LicenseFortress team's recommendations, Company E switched the Disaster Recovery server back to a two-core server to mitigate the compliance issue. LicenseFortress also recommended that Company E educate the IT team about the use of the Active Data Guard feature and what should also be done to avoid future compliance issues. Lastly, LicenseFortress recommended creating a custom database template with minimal features installed and configuration settings implemented to prevent future Oracle license compliance issues.

**\$220,000**  
ANNUAL SAVINGS



## THE CUSTOMER TODAY

Company E was also looking for ways to save money. Company E thought it could cut costs by looking at its current use of the Oracle Database Appliance and Microsoft Hyper-V, which was running other parts of its IT environment.

After further site and software analysis, the LicenseFortress team suggested that Company E stop using the Oracle Enterprise Edition and switch to the Standard Edition, which was a third of the price.

Once Company E switched to Oracle Standard Edition, it used the savings to switch the Oracle Database Appliance to a physical environment on Dell servers. Pleased with the savings, Company X became an ArxPlatform Protect customer.

## MORE ABOUT

# ARX PROTECT

Becoming a ArxProtect customer means that LicenseFortress Discovery will continuously monitor Company E's license usage and send immediate alerts if compliance problems arise. In addition, Company E gets the LicenseFortress guarantee. If - and when - Oracle issues an audit notice to Company E, the LicenseFortress guarantee provides Company E with legal representation by a top law firm and insurance backing.

This means that regardless of the outcome of an Oracle audit, Company E will not be held liable to pay for any back-licenses.

## 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 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.



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## 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.