CASE STUDY

LICENSEFORTRESS HELPS POWER COMPANY SWITCH FROM ORACLE EXADATA TO DELL VXRAIL

INTRODUCTION

The power company faced an Oracle® compliance issue and decided to move its Oracle workloads onto Oracle Exadata® to avoid paying for back-license fees. The Oracle Exadata Database Machine is a computing platform optimized for running Oracle Database. It is a combined hardware and software platform that includes scale-out Intel x86-64compute and storage servers, RoCE or InfiniBand networking, persistent memory, NVMe flash, and specialized software. In retrospect, They bought more power than what they needed as all their databases were Oracle Database Standard Edition before they moved to Exadata.

Once fully implemented, the power company's infrastructure included approximately 70 databases on two Exadata Quarter Racks, running in both its production and Disaster Recovery (DR) data centers. The company used Oracle Data Guard to support DR in their production environment. The rest of their environment was virtualized.

The power company was reaching end of life on its Exadata X3-2 hardware and was deciding whether to migrate over to a different platform or refresh its Oracle Exadata systems. As a public entity, they are required to put significant purchases out on an RFP. Hence, it issued one for new hardware and vendors, including Oracle and Dell Technologies, responded.

CUSTOMER CHALLENGES

- Complex virtualized environments
- Oracle leveraging public bids to increase database license sales
- Accidently enabled features

ABOUT THE CUSTOMER

The customer is a large power company and a leader in developing climate-friendly energy and innovative infrastructure solutions. The power company employs over 1,000 people, operates over 25 hydropower plants, and supports a quarter of a million online customers.

THE LICENSEFORTRESS COUNTERATTACK

Collaborating with Dell, the LicenseFortress team reviewed the power company's Oracle License and Services Agreement (OLSA) as well as all their purchases from Oracle. This gave the LicenseFortress team the license entitlement (e.g., the number of Oracle licenses that an organization can use). The LicenseFortress team then reviewed the Dell hardware proposal. It included eight servers, but they only had licensing to cover three. LicenseFortress recommended that they use VMware® technology to restrict the workflow to three of the eight servers. This meant that they could buy from Dell without needing even one more Oracle license.

LicenseFortress then introduced the ArxPlatform — the next gen in SAM managed services. The ArxPlatform has two subscription levels ArxSecure and ArxProtect. ArxSecure provides you with proactive costs savings and compliance protection. ArxProtect includes all of our platform features plus the industry's best contract, legal and financial protections.

Based on this information, the power company chose Dell Technologies and purchased the VxRail hardware, and immediately signed up to be a as an ArxProtect customer. In less than six months all of their environments were successfully running on VxRail hardware. **By bringing in LicenseFortress, Dell saved the deal.**

BENEFITS OF BECOMING AN ARXPROTECT CUSTOMER

One of the power company's business units was working with a third party on software development, and the third party inadvertently turned on Oracle Partitioning. They were not licensed to use this feature. Since the company was an ArxProtect

customer, the ArxPlatform caught it and alerted the LicenseFortress and the power company's teams. The situation was remedied in less than a day. If this had been picked up in an Oracle audit, it would have cost them almost $1.4M.

Again, they accidentally turned on Oracle's Active Data Guard on a standby server. This feature was not licensed on this server. Again, the ArxPlatform immediately caught this and remedied the situation in less than a day. This saved them another $1.4M. In another instance, they bought 32 perpetual licenses for Oracle Spatial and Graph. This feature provides geospatial location functionality within an Oracle database to make it easy to produce maps and logistics. In December 2019, Oracle announced that Oracle Spatial and Graph functionalities would be included in all Oracle Database Editions at no extra cost going forward. The LicenseFortress team alerted the power company to this change in pricing, recommending it ask Oracle to reimburse them for the $567k in license and support fees it previously purchased for functionality that is now free.

BOTTOM LINE

With assistance from LicenseFortress, Dell Technologies was able to save the million-dollar deal and earned points with customer for credibility and exceptional service. With LicenseFortress, The customer saved $2.4M upfront in additional Oracle licenses and another $2.8M in potential back-license fees for Oracle Partitioning and Active Data Guard.

SAVED OVER $5 MILLION AND COUNTING

The power company preferred the Dell Technologies' proposal and chose the proposed VxRail Hyperconverged Infrastructure. The organization planned to virtualize the databases on VxRail – an approach aligned with how the organization managed the rest of its non-Oracle databases. Once they decided to go with Dell, Oracle contacted the power company, telling them that it would need twice as many Oracle licenses to cover the Dell Technologies proposed environment. The cost for these licenses was $2.4M.
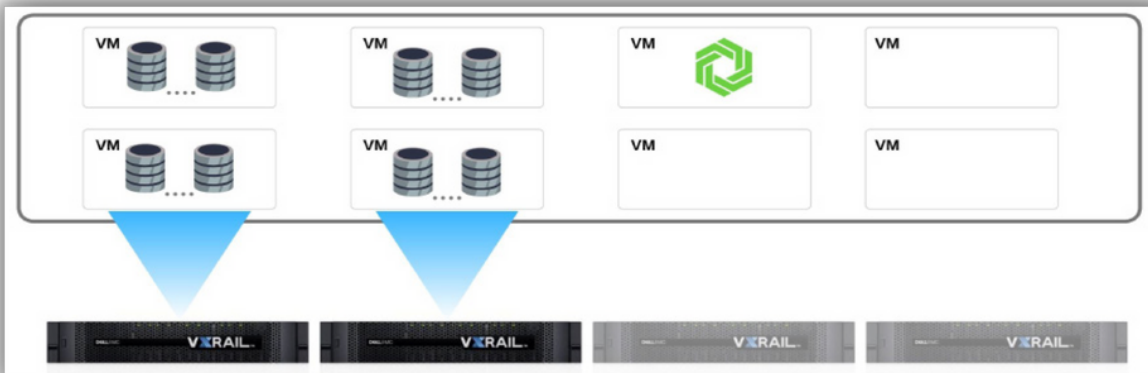
Given this information, the power company could not afford to make the Dell Technologies decision and informed them that due to the high Oracle license cost, it would award the deal to Oracle. The Dell Technologies team knew that they did not need the $2.4M in Oracle licenses but needed a way to convince them. Fortunately, an Oracle IT specialist who worked at Dell Technologies, remembered LicenseFortress and made the introduction.
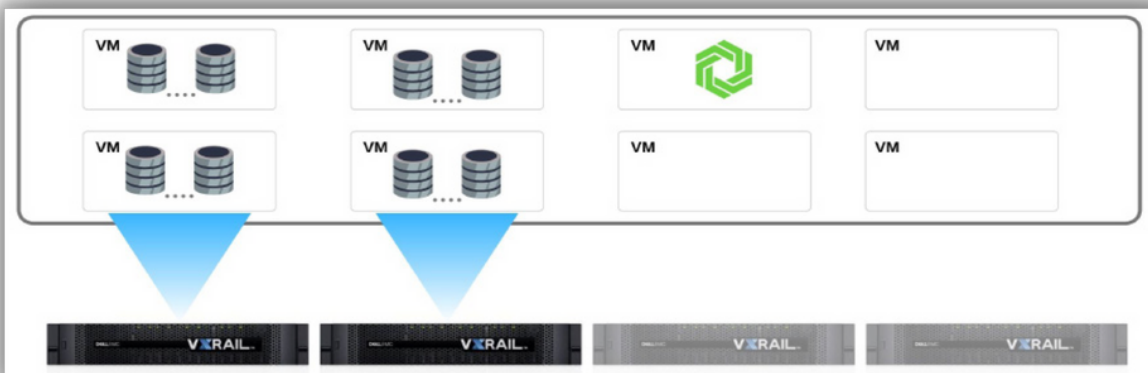
> **We have gained our expertise over the past decade, helping Oracle customers with audits and applying license scenarios to hundreds of different environments.**
>
> **- Dean Bolton**
> Co-Founder & Chief Architect

THE CUSTOMER TODAY

Going forward, the power company is an ArxProtect customer. LicenseFortress continuously monitors the use of its Oracle licenses, ensuring their ongoing compliance with its license entitlement and eliminating the risk of expensive audit fines.

No matter the size of your organization or the size of your Oracle investment, you can be heavily fined if you do not use Oracle products properly. The ArxPlatform addresses your risk in real-time, all the time, so you can immediately address any issues. Furthermore, an Oracle audit requires minimal effort on the part of the customer as all work is offloaded to LicenseFortress, including the Oracle negotiations.

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.

MORE ABOUT
ARXPROTECT

Becoming an ArxProtect customer means that ArxPlatform will continuously monitor the power company's license usage and send immediate alerts if compliance problems arise. In addition, the power company gets the LicenseFortress guarantee. If – and when – Oracle issues an audit notice to the power company, the LicenseFortress guarantee provides them with legal representation by a top law firm and insurance backing. This means that regardless of the outcome of an Oracle audit, they will not be held liable to pay for any back-licenses.

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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