ORACLE
Global Licensing
Advisory Services

SEEING MORE OF THE BIG PICTURE

How Oracle Global Licensing Advisory Services (GLAS) can help extract the full value from unlimited license agreements

A new CIO seeks greater visibility into Oracle investments

You can't manage what you can't measure

Oracle Unlimited License Agreements (ULAs) provide large, global organizations with the flexibility to support growth, innovation, and business agility. However, realizing the full value of a ULA requires clear visibility into software utilization, costs and business outcomes.

When a new CIO joined a multinational retail organization midway through an existing Oracle ULA, she sought a more structured approach to measuring the financial value delivered by the agreement. She needed a framework that would provide stakeholders with objective performance metrics, support future investment decisions and ensure licensing costs were allocated accurately across business units based on actual usage.

Oracle GLAS solution: Enterprise Contract Financial Enablement

Combining strategic insight with detailed analysis

Oracle Global Licensing Advisory Services (GLAS) partnered with the customer to conduct a comprehensive review of its Oracle licensing landscape. By leveraging enterprise investment analysis, the GLAS team analyzed license utilization, deployment patterns and financial performance across the organization.

The assessment provided actionable insights into the customer's Oracle investments, enabling leadership to better understand current utilization levels, identify opportunities for optimization and establish a data-driven foundation for ongoing governance and decision-making.

Business outcomes

Driving measurable value from the ULA

The analysis identified an estimated **US$12 million in savings opportunities** over the three-year ULA term. As a result, the customer implemented key financial performance indicators that enabled the CIO to regularly monitor return on investment (ROI), licensing expenditures, and support costs.

The organization also improved its ability to allocate licensing costs across subsidiaries with greater accuracy, creating enhanced financial transparency and accountability.

In addition, the assessment helped the customer gain a deeper understanding of how to maximize the value of its ULA. By identifying underutilized Oracle capabilities and features, the GLAS team highlighted opportunities to increase adoption and derive greater business benefit from existing investments.

ULA value

Insights gained

A "treasure chest" of opportunity

The analysis demonstrated a total saving of US$12 million over the ULA term. The customer has established KPIs that the CIO can review regularly to evaluate overall ROI and CapEx/OpEx for licenses and support costs. Furthermore, they can accurately chargeback licensing costs across their business units and subsidiaries with much greater accuracy.

The customer also gained a clearer understanding of how to maximize the benefit from a ULA and how the flexibility of this agreement allows them to focus on delivering business value. In addition, they elevated visibility into Oracle software utilization.

The analysis report produced by the Oracle GLAS team had one other big benefit - it also helped the new CIO identify underutilized features and capabilities with high business potential. GLAS directly helped strengthen governance and decision-making around Oracle investments.

Next steps

Oracle GLAS provides organizations with the insights needed to maximize the value of their Oracle investments, improve financial governance and uncover opportunities for optimization.

Learn more