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# The Oracle ULA exit primer

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Everything you need  
to know about making  
a clean exit from your  
Oracle ULA.



**a** Global Headquarters - Galaxy House, Unit 3,  
Leonard Street, London, EC2A 4LZ

**w** [www.livingstone-tech.com](http://www.livingstone-tech.com)  
**e** [info@livingstone-tech.com](mailto:info@livingstone-tech.com)



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Although incredibly flexible, the Oracle Unlimited Licensing Agreement (ULA) is not right for every organization. Some businesses will have relatively modest license deployment requirements. Others have stopped growing as quickly and are now better able to manage and control license acquisition.

And it may be that your business is considering exiting an Oracle ULA.

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## Why are you terminating your ULA?

Before committing to ending an Oracle ULA, you need to assess whether it is the right choice for your business. Good reasons for exiting include:

- Migration away from Oracle products
- An end to continued expansion of your Oracle estate
- A significant reduction in IT estate
- Migrating applications and services to the cloud where traditional licenses do not apply
- Your ULA contract terms are no longer relevant to your business

When deciding to exit an Oracle ULA as part of a cost-control exercise you must ensure that you fully understand the post-ULA licensing implications.

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## How do you prepare to exit an Oracle ULA?

The key factor behind exiting or renewing an Oracle ULA will be the overall value to your business. Working together, your team must determine whether the cost of allowing the agreement to lapse is lower than renewing for another 3-5 years.

To assess whether ending a ULA is right for you:

Perform a **full audit** to understand current Oracle license usage throughout the organization

Identify **software installs** that may not be covered by the ULA and which will need to be declared to Oracle

Assess your **virtual operating environment** - remember that every virtual CPU will require a license

Obtain a **new ULA quote** from Oracle to compare prices against

Update **documentation** regarding installs and licenses should Oracle request an audit



The most important task is to understand how many licenses you are currently using as this is a requirement for any Oracle ULA exit.

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## Who needs to be involved in the ULA exit process?

Exiting an Oracle ULA requires greater control and oversight of license usage throughout the organisation. To ensure you make the right strategic decisions, your preparation work should include input from the:

- IT Director
- CIO
- Head of Purchasing
- CTO
- An internal project sponsor; a senior decision-maker who has authority over the project

Given the complexities of the ULA exit process, you should seriously consider securing the assistance of an Oracle licensing specialist like Livingstone.

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## Beware these pitfalls

Exiting a ULA should be relatively straightforward – if your business has been keeping close track of the Oracle licenses in use throughout the course of the agreement. However, there are some pitfalls to be aware of:

### Leaving the ULA decision too late

Leaving a ULA takes planning – it is not a decision that can be left until the last minute. Some businesses will panic-deploy software before the agreement ends, creating administrative problems in the process. Others will not have enough time to understand their Oracle assets and how they are used, leading to ill-informed decision-making about the overall value of their ULA.



*“Based on a typical environment, we would recommend starting to prepare for a ULA certification a year from the end of the agreement.”*

### Failing to understand virtual server licensing requirements

Oracle expects every virtual CPU to be licensed. If your exit strategy is built around licensing only the virtual CPUs used for running Oracle software, you will be non-compliant when your ULA ends. You may need to re-engineer your virtual server hypervisor environment if you want to reduce overall license count.

### Failing to properly resource the exit strategy

The ULA exit process can be slow and complex, involving multiple stakeholders from across the organisation. Do not leave the task to IT or procurement to complete in isolation or you may encounter unforeseen problems when the agreement ends.

It is also highly likely that exiting a ULA will trigger an audit by Oracle. The licensing count you supply at exit will be checked against physical installs across your IT estate - and you will be billed for any that exceed that number.

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## Your Oracle ULA exiting checklist

- ✓ An accurate license count
- ✓ Buy-in from key stakeholders across the organisation
- ✓ Defined your IT and Oracle strategies and understand the licensing implications when our ULA ends
- ✓ Properly assessed your virtual server environment licensing requirements
- ✓ Have a robust license management system in place

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## Why work with Livingstone?

Livingstone is an independent provider of software and cloud asset management and optimisation services. We work with organisations across the world to deliver remarkable client outcomes including:



We help clients to avoid unnecessary cost and risk, whilst driving value from their investments throughout their lifecycle.



Contact Livingstone today to learn how we can help drive positive outcomes in your Oracle ULA exit negotiations.



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Ready to learn more  
about how Livingstone  
can help you exit  
an Oracle ULA  
agreement?



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