

Contract

ORACLE

Oracle ULAs



Is a ULA right for our organization?

Oracle customers owning an Unlimited License Agreement (ULA) enjoy the privilege of having the ability to deploy an unlimited number of licenses throughout the duration of the contract, however, they often run into a set of challenges as a result of poor contract and deployment management.

Deciding whether to renew the ULA or not and then, at the end of the contract, accurately declaring to Oracle the actual number of licenses deployed can pose a heavy burden on customer teams.

Lack of clarity regarding the contractual Terms & Conditions requirements, poor deployment visibility and management, and a limited amount of knowledge on Oracle licensing often result in ULA renewals that are not necessarily linked to strong business requirements and sound decision making but rather a necessary evil that helps customers avoid potential audits while adding very limited business value.

It is quite common that customers allocate too little time and limited resources to understand their product deployments and, as such, they enter into negotiations with Oracle poorly prepared and most often having too little time left before they need to make a decision. Because of these reasons customers often feel trapped in ULAs.



Deployment
Visibility



Evolving
Pricing



Complex
Contracts



Increasing
Audits



Oracle
Knowledge

“As we’ve seen many times before, clients come up against difficulties when it comes time to renew & negotiate an Oracle ULA. It’s no secret that these can be tricky to navigate, but with the right industry expertise & in-depth knowledge, it is possible to come away with a great outcome”

Oracle Practice Lead,
Livingstone Group



Clarity, Preparation & Expertise

Whether your organisation is faced with renewing or buying a new ULA or if you are close to the expiration of an existing ULA and you have to go through the certification process, it is imperative to assess and understand your product deployments and put yourself in a position to make sound decisions based on accurate data.

Customers should always have a clearly defined negotiation strategy that needs to be shaped well in advance of the ULA purchase or exit and which needs to be anchored into the actual business requirements and deployments numbers. This requires specialist unbiased Oracle knowledge, experience and leadership.

Livingstone Group are independent and do not carry Oracle revenue targets, therefore will act in your organisation's best interests, validating your actual requirements, offering unbiased advice and support your team through complex negotiations with Oracle, that will deliver proven outcomes, savings and control.

Proven Methodology & Outcomes

Our approach is made up to address two different topics – product deployment and negotiation support. During this engagement period we work in partnership with key stakeholders to help them articulate their overall requirement and harmonise it across all stakeholder groups, to define an optimal Bill of Material (BOM) and contract solution.

We are also helping customers with counting the licenses they have deployed during the ULA period in order to support them making sound decisions based on data but also use this information in case they decide not to renew their existing ULA's and certify upon expiration.

Our methodology provides complete clarity for decision makers, delivering a strategic procurement and negotiation plan. We then work alongside or on behalf of our clients during vendor negotiations to delivers best in class commercial and contractual terms.

Leaders in our field

We rely on world class expertise from consultants that have extensive experience in Oracle's Audit department but also consultants that have a very strong commercial background having worked in Oracle's Contracts & Approvals departments. Our team of industry experts have negotiated some of the largest and most complex Oracle contracts globally, for a wide variety of clients including domestic and international enterprises and a wide variety of Public Sector organisations. They have many years experience of working with and for mega vendors like SAP, working to proven methodology to deliver specified client outcomes.

“We were able to help the client realize an optimized ULA, with reduced support costs & an improved technical landscape. As the organization seeks to further the optimization across other major vendors, we look forward to working alongside them”

Oracle Practice Lead,
Livingstone Group



Our vision is to be the leading independent, global provider of Software & Cloud Portfolio Management and optimization services for our clients and partners.

Providing the intelligence our clients use to govern their digital transformation journey. Optimizing their software portfolio to avoid unnecessary cost and risk, whilst driving value from their software and cloud investments throughout their lifecycle.

info@livingstone-tech.com

livingstone-tech.com