Oracle Services

Reducing cost, risk, and uncertainty in Oracle licensing

Oracle Compliance Service

Your challenge

Oracle is the most complex and difficult of any of the major software publishers when it comes to software licensing. Maintaining compliance is near impossible for anyone without specialist Oracle licensing skills and experience. It is also one of the most aggressive vendors when it comes to audits. Getting it wrong can cost organisations millions of dollars.

How we help

Livingstone's Oracle Compliance Service helps you to manage your Oracle investments by maintaining compliance, mitigating risk and optimising support costs.

You get

- An exhaustive review of your Oracle license entitlement
- Forensic analysis of use of Oracle software in your environment
- Deep understanding of Oracle licensing rules, metrics and policies
- Transparent Effective License Position (ELP) Cost Optimisation and Risk Mitigation Consultancy

Java Service

Your challenge

Java is an application platform used by most companies in the world, and recent changes by Oracle to the licensing rules mean that what customers used to be able to access for free has now been replaced with an expensive 'all-employee' licensing model.

But not all Java needs a commercial license from Oracle. Understanding the different licensing models and the quantities of each that are used within an organisation is critical to understanding if a commercial Java license is required. Again, getting this wrong can cost organisations hundreds of thousands, or millions of dollars.

How we help

Livingstone's Java Service helps you to identify Java on your environments and gives you an understanding of the licensing requirements. This is critical to understanding if a commercial license purchase is the correct strategic decision.

You get

- An exhaustive review of any existing Oracle Java license entitlement
- Forensic analysis of all Java installations within an organisation
- Multivariate Analysis of inventory data
- Risk Mitigation or Commercial Optimization Consultancy

65% Of our customers mitigate their Oracle Java risk entirely with Livingstone services.

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Audit Defense Service

Your challenge

Oracle is the most aggressive and predatory of all the major software publishers when it comes to software audits. With audit teams around the world, no matter a customer's size or geographic location, if an organisation bought Oracle software, it's a matter of when, not if they'll be audited. Most customers lack the internal expertise needed to conduct the audit, challenge findings or defend positions effectively. This can result in settlement fees of more than a million dollars or even more.

How we help

Livingstone's audit defense service mitigates financial and operational risks, ensuring compliance, and positioning your organisation for better control over your software investments both now and in the future.

You get

- Comprehensive knowledge of the Oracle audit process
- Exhaustive review of a license entitlement
- Forensic internal review of Oracle software usage ex-Oracle auditors on your side
- Settlement negotiation & audit closure

$178M mitigated risk for a US pharmaceutical company

$1.8B we achieved in Oracle risk mitigation in the last 12 months

92% reduction we achieved on an Oracle settlement demand for an insurance company

ULA Service

Your challenge

Oracle ULAs or Unlimited License Agreements are one of Oracle's most expensive software agreements. These agreements provide customers with an unlimited deployment right of products named in the agreement for a specific period, usually 3 or 5 years.

ULAs were designed for customers who were rapidly increasing their deployment of Oracle products, but that's not typically why customers buy them. Most buy these agreements as the result of a compliance issue in an audit or as a protection against a future audit. This often means that if you have a ULA, you are paying for software and support you will never use.

How we help

Livingstone's ULA service can help you to right-size your ULA if you are considering entering one, resize an existing ULA, or certify out if you want to exit.

You get

- Forensic analysis of use of Oracle software in your environment
- Deep understanding of Oracle licensing rules, metrics and policies
- Transparent Effective License Position (ELP) Risk Mitigation and Estate Optimisation
- Comprehensive understanding of the Certification process

Optimisation Service

Your challenge

Oracle's repricing and matching service level policies make saving money on Oracle software difficult, but it's not impossible. To save money on Oracle, you must take a holistic approach with a multi-year view of consumption, considering future usage and changes to support and technology roadmaps.

Combined with a forensic view of entitlement, licenses, CSI and ordering documents, significant cost savings and cost avoidance can be achieved.

How we help

Livingstone's Optimisation Service is a multi-year engagement which guarantees you squeeze every dollar of value from your Oracle investments and pay significantly less for new Oracle products and services.

You get

- An exhaustive review of your Oracle license entitlement
- Forensic analysis of use of Oracle software in your environment
- Annual Transparent Effective License Positions (ELP)
- Demand Forecasting
- Contractual and Commercial Benchmarking
- Continual Optimisation

Cloud Services

Your challenge

Once seen as lagging and losing big in the cloud game, Oracle has now fully come to the party offering a range of applications and solutions across the cloud ecosystem, spanning IaaS & PaaS of Oracle Cloud Infrastructure, to the SaaS applications of Oracle Fusion Cloud, and everything in-between.

Choosing the right cloud products and structuring the commercial deals to get the best strategic solutions can be confusing and difficult. Many of the customers supported by Livingstone initially found significant waste in their cloud agreements.

How we help

Livingstone's Oracle Cloud Services offer a range of solutions from adoption and migration to commercial restructuring and right sizing, no matter where you are on your cloud journey.

You get

- Environment reviews and cloud migration planning
- Cost modelling
- Contractual and commercial benchmarking
- Negotiation strategy and on-going support

$20M Value of the Oracle Cloud savings Livingstone identified for a global technology company.

Livingstone Managed Service

Each of our Oracle services can be delivered as a standalone project. But we also offer a managed service where we provide ongoing management, optimisation and risk reduction of your Oracle estate.

Oracle can be complex and overwhelming. You do not have to do this on your own.

Our team of Livingstone Oracle experts provide a reassuring layer of support to your SAM and procurement teams with accurate data; advice based on experience; and outcomes that make real commercial impact.

Begin with an Oracle discovery call

Request a no-obligation call with one of our Oracle experts to find out how we can take the weight off your shoulders.

Speak to our Oracle experts today.

We're here to help.

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