



ORACLE
Software Investment
Advisory

Oracle Software Investment Advisory

Introducing Oracle SIA

Extracting full value from your Oracle investments is a key factor in driving business success. That's why it's important to have up-to-date business knowledge at hand in order to align those investments to your strategic and financial objectives.

Delivering this level of strategic advice is the purpose of Oracle Software Investment Advisory (Oracle SIA). We equip you with business knowledge around your Oracle investments and allow you to make smarter decisions about

- Optimizing your existing Oracle deployments and licensing structures
- Ensuring optimization of total cost of ownership (TCO) is consistently achieved
- Aligning business needs with specific technology decisions
- Determining the best way to deliver your future IT investment roadmap
- Leveraging your existing investments for Oracle Cloud
- Building a business case to advocate for future expenditure with accurate and trusted ROI figures
- Building a value-driven relationship with Oracle

Dependable advice when you need it most

Oracle SIA provides a more strategic view of your deployed Oracle assets, starting with a panoramic view and moving to more granular insights. This provides you with the necessary understanding to derive increased value from your assets in the future. Oracle SIA can support you to optimize what you have, move services to the cloud with confidence, and ensure future investments are the right choice for your evolving business. Oracle SIA will help you with key financials to give you a complete picture of how well your investments are performing—and suggest what your next steps should be.

Benefits

Develop a fit-for-purpose licensing strategy

Validate your cloud requirement

Discover the true value of your investments

Fine-tune your existing Oracle investments

Gain a 360-degree view of all your Oracle investments

Adopt a more strategic approach to licensing

Addressing the forces of change

Technology never sits still. From managing complex hybrid environments to the intricacies of digital transformation, our customers are constantly reimaging how they source and use their Oracle solutions.

Oracle SIA's role is to help reduce complexity and to be on hand wherever and whenever you need us to provide informed opinions on the most pressing business challenges, including:

Moving your Oracle investments to the cloud:
Understand what assets you could and should be migrating, evaluate your options for moving on-premise licenses, and gain the ability to analyze different deployment scenarios and ROI models.

Managing software assets pre- and post-M&A:
Gain definitive advice on what activities to prioritize throughout a merger, acquisition, or divestiture, to minimize cost and performance inefficiencies after the deal is signed.

Inspiring your Oracle investments through a digital transformation:
Determine the best way to structure licenses and capabilities in line with the evolving requirements needed to respond to emerging business challenges.

Managing Oracle software licenses in hybrid environments:
Map what you have, what you're using, and what you'll need to deliver a hybrid setup that is in line with your business requirements for security and performance.

Supporting the software asset management function:
Simplify the management of your Oracle investments with the insights needed to help mitigate potential risk, enhance asset performance, and deliver measurable cost savings.

Enterprise IT: a mix of challenge and opportunity

83%
of enterprise workloads will be in the cloud by 2020¹

34%
of companies have already undergone a digital transformation²

38%
of deployed software apps are used only once a month³

¹LogicMonitor's Cloud Vision 2020: The Future of the Cloud study ²Smart Insights ³IE Software Usage and Waste Report

What you can expect from Oracle SIA

Our consultants provide greater visibility and transparency into your relationship with Oracle. We can guide you through different stages of the investment lifecycle—supported by up-to-date deployment data, insights, and education.

A consultative approach

Helping you understand and optimize your Oracle investments requires interactive engagement and the effective transfer of knowledge. That's why Oracle SIA engages with key members of your team, through a combination of open discussions, workshops, reviews, and strategic analyses, to ensure you have all the information needed to make decisions with confidence.

Proactive support

Focusing on enhancing your experience of deploying Oracle software, our consultants ensure that you have access to practical advice for fine-tuning your existing assets. This guidance is delivered through a series of services that you select based on your strategic business requirements and drivers.

A commitment to your long-term success

Our success is defined by the increased efficiencies, improved ROI, and enhanced capabilities your business gets through our technologies. Oracle SIA achieves this by delivering unbiased, customer-first advice that's free from any commercial agenda—with the goal of maintaining a trusted strategic relationship.

Our services portfolio

At Oracle SIA, we offer a comprehensive range of consultative services designed to help you make smarter and more-informed decisions on current and future technology investments.





Introducing Oracle SIA services:



Licensing Solutions

"Can you help us understand the licensing implications of future technology decisions?"



Cloud Sizing

"What do we need to consider when moving parts of our existing environment to the cloud?"



Investment Economics

"How is our Oracle investment supporting the long-term goals of the business?"



Deployment Optimization

"How do I find out if my Oracle TCO is optimized across both on-premise and the cloud?"



License Knowledge Transfer

"Can you help us better understand our license and subscription terms and conditions?"



Entitlement Intelligence

Gain data-driven insights on entitlement, licensing, and investment options.

"How do I find out the current state of our contractual agreements with Oracle?"

Licensing Solutions

Create a customized licensing solution that optimizes your current position and aligns with your business's future technology strategy.

Future-proofing your investment roadmap

There can be many complexities when imagining your future IT infrastructure. To start with, you need to identify the most suitable way of revising the existing environment. It's also important to be aware of any licensing implications associated with future purchasing decisions. Then there are the more tactical concerns. For example: Will your data center redesign have a licensing impact? Do you have a virtualization issue?

Preparing for the changes ahead

With Oracle SIA Licensing Solutions, you can access all the right information and receive guidance on the next-best action. Our consultants can quickly be on hand to help you anticipate any potential obstacles, assess opportunities, and make decisions based on the relevant data.

In addition, you'll be able to

- Match licenses to your business's need for agility across on-premise, hybrid, and cloud environments
- Align Oracle investments with your technology roadmap
- Have the visibility needed to respond to changing requirements

The Licensing Solutions process

- Run workshop sessions to explore your current environment
- Explore your ideal future state and technology roadmap
- Align your expectations with licensing best practice playbooks



Develop a fit-for-purpose licensing strategy

Align licensing entitlements with projected need

Ensure the agility exists to respond to future developments

Define licensing structures for specific scenarios

Understand the implications behind any proposed change

Key output

Knowledge-sharing and final recommendations

Cloud Sizing

Assess the right cloud options for your business and identify the appropriate license requirements based on accurate insights into current predicted usage.

Setting the right expectations

There are several options available in the transition to the cloud. It's important to understand the extent of your current on-premise license investments in order to accurately project how these can be leveraged in the transition to the cloud. Furthermore, there may be a choice of migration options to complete the cloud transition. You need an understanding of all of these elements to make an informed decision.

For example, there's the need to determine the specific cloud services required. You also need to accurately predict costs as well as determine which parts of an on-premise deployment need to move—and the best route to get there. So it's vital to base any decisions on real-world usage data alongside detailed modeling of how this translates to a cloud environment.

Moving to the cloud with confidence

Put simply, the Oracle SIA Cloud Sizing service enables you to assess the different paths open to your business for moving to the cloud. During the engagement, we'll help you identify what Oracle investments could and should be moved, the cost implications, and the ideal way to structure licenses—all based on current usage data.

In addition, the service delivers

- Insight into the various cloud migration options
- Assessment of current on-premise license investments and how these can be leveraged in the cloud
- Ongoing guidance on best practices for healthy cloud migration license management

The Cloud Sizing process

- Explore different routes to the cloud
- Identify unused on-premise license investment that can be repurposed in the cloud
- Provide structured guidance for management of your migrated licenses



Validate your cloud requirements

Make the right call on what to move and the path to be taken

Start the journey in a manageable and structured way

Identify cloud subscription best practices

Create a rigorous cloud "shopping list"

Key output

Ongoing advice and guidance available throughout the duration of your cloud migration project

Investment Economics

Extract the full financial value from your Oracle investments and gain proactive advice for delivering a lower TCO.

Putting ROI under the microscope

For your IT and finance executives, it can be notoriously difficult to calculate the risk and reward of any ongoing technology investment, particularly when determining returns from any enterprise agreement. Yet the need to show a robust financial investment remains critical, as is demonstrating to your board members that your Oracle investments support their long-term business goals—or whether changes are required to improve overall ROI.

Step-by-step financial analysis

With Investment Economics, your business can benefit from an in-depth financial analysis of your Oracle deployment based on actual usage data. This will give you a complete in-depth view of the value of a specific investment, alongside data-driven analysis, to support future decision-making.

In addition, your business will benefit from

- A step-by-step evaluation methodology, free from a commercial agenda
- Retrospective analysis to help improve future ROI
- The opportunity to enhance your economic relationship with Oracle

The Investment Economics process

- Analyze retrospective value delivered to date
- Develop a customer-specific financial analysis that maps Oracle software assets to the customer's current and future business needs and financial plans
- Deliver a clear, concise financial report that includes TCO and ROI of different Oracle licensing options



Discover the true value of your investments

- Quantify the value of your Oracle assets
- Calculate value from actual usage data
- Identify opportunities to lower TCO
- Make more-informed decisions on future strategy

Key output

Formal investment methodology and analysis

Deployment Optimization

Improve your deployed Oracle investments by identifying any inefficiencies and delivering immediate, ongoing cost and performance benefits.

Seeking a more effective “business as usual”

Optimizing an Oracle deployment relies on a number of interrelated factors. These include the need to assess TCO, to derive increased value, and to identify any opportunities for improvement. Then there's the potential to rationalize current investments and align to corporate objectives. Finally, you need to ensure licenses are being utilized in the most efficient way possible.

Calling on best practice

With the Deployment Optimization service, your business can make the most of existing Oracle investments using deployment best practices and optimization playbooks. These provide insights into the main areas within the product lifecycle (including security, spend, and support) to help drive positive change and mitigate any risks.

In addition, your business can

- Optimize cross-product and cross-platform licensing strategies
- Rationalize different aspects of your Oracle investment
- Transition to more cost-effective licensing agreements

The Deployment Optimization process

- Compare your environment to best practice optimization playbooks
- Facilitate workshop sessions to explore current deployment
- Identify which options best fit your specific organization



Fine-tune your existing Oracle investments

Optimize TCO and licensing structures

Rationalize current deployment to reduce cost

Mitigate risk across the product lifecycle

Realize the full potential of your deployed software

Key output

A report featuring analysis and recommendations for improving existing on-premise and cloud software deployments

License Knowledge Transfer

Demystify the details surrounding your Oracle investments to better understand licensing structures in both cloud and on-premise environments.

The value of practical advice

A strategic approach to license and subscription agreements requires informed support. You may want to understand the licensing implications of granting people access to certain applications or allowing employees to purchase their own software. So it helps to have tailored and relevant advice on cause and effect, as well as educational support to help drive smarter procurement decisions.

Open information-sharing

License Knowledge Transfer provides standardized insights and education on Oracle's licensing terms and conditions. To make this happen, we adopt a collaborative approach to build awareness and to support consistent dialogue over licensing terms for both on-premise and cloud software subscriptions.

The service enables you to

- Gain a knowledge base for all Oracle licensing topics
- Receive license education customized to your business
- Demystify your Oracle licensing terminology

The License Knowledge Transfer process

- Determine the scope of the chosen products
- Evaluate the customer's need
- Deliver an agreed-upon license education track



Adopt a more strategic approach to licensing

Understand your license and subscription agreements in detail

Gain relevant advice on your Oracle licensing programs

Align licenses to specific business objectives

Educate employees to make smarter software acquisitions

Key output

Licensing training on terms, conditions, and subscription agreements

Entitlement Intelligence

Enjoy a clearer picture of what Oracle assets you have, paired with comprehensive insights and actionable next steps.

The value of improved visibility

It can, of course, be a significant challenge to maintain a detailed and up-to-date view of your Oracle deployment. This can be due to factors such as globally dispersed purchasing, rapidly changing technology environments, and the impact of recent M&A activity.

Complete, actionable insights

The truth is that nobody knows Oracle better than Oracle. That's why Entitlement Intelligence exists: to provide you with a clear, enterprise-wide view of your Oracle investments. We'll help you develop a detailed understanding of all your entitlements and use data-driven insights to enhance future deployments.

The service enables you to

- Mobilize existing investments as part of any cloud migration
- Understand your options for using Oracle Bring Your Own License (BYOL) to PaaS program
- Decrease time and resources spent on asset management

The Entitlement Intelligence process

- Discuss your preferred data points and dashboard
- Perform initial assessment of a specific region or department
- Evaluate insights and expand process across your business



Gain a 360-degree view of your Oracle investments

Understand in detail what you own

Extend this visibility across lines of business

Align your preferred contractual model to your business needs

Manage your entitlements with confidence

Key output

Entitlement Intelligence Report: A comprehensive analysis of your entire Oracle software investment

The background of the advertisement features a dark, abstract composition. It includes several large, irregularly shaped organic forms in shades of orange, yellow, blue, and white. Interspersed among these shapes are numerous small, semi-transparent white numbers, primarily the digit '0', which appear to be floating or scattered across the entire surface.

Take the next step.

For more information on Oracle SIA, please visit
oracle.com/goto/sia

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Integrated Cloud Applications & Platform Services

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