



Oracle Case Study

Industrial Supplier

Client Profile

\$10B Global Industrial Supply Company with Over 10,000 Employees

Business Issue

- Company sought to gain better insight into its Oracle relationship, commercial construct, and potential audit exposure
- Limited visibility into executed agreements
- Lack of account governance structure or executive sponsorship with Oracle
- Inadequate view into Oracle product's license usage and an incomplete understanding of future demand
- Limited knowledge of market competitive pricing and commercial arrangements

Services & Results

- Developed a mark-to-market assessment of historical & current discounting and commercial terms
- Conducted a full analysis of license utilization & future demand, which revealed **> \$15M in short-term demand over the next 2 years**
- Performed compliance assessment with potential exposure using multiplexing and virtualization
- Resulted in **uncovering over \$230K in annual support fees paid to Oracle that were not leveraged**
- **Exposed an audit risk of over \$55M** in license and back support fees, of which 98% were associated with overutilized licenses deployed in virtual machines running VMware
- Significantly **reduced the financial exposure to \$550K** in license and back support fees