



## Oracle Case Study

Retail

### Client Profile

\$70B Retailer with Over 300K Employees

### Client Situation

- Company was taking an initiative to evaluate whether to renew its ULA or move to a component-based model after the current ULA expired
- Had multiple Oracle product types across database products and applications, with some products licensed under the ULA and others licensed under a component-based model
- Sought to gain insight the competitiveness of its Oracle commercial construct and potential audit exposure
- Limited knowledge of market competitive pricing and commercial arrangements

### Services & Results

UpperEdge developed a mark-to-market assessment of historical and current discounting and commercial terms:

- Completed a utilization assessment which uncovered **over \$6M in annual support fees** paid to Oracle that were not leveraged
- Performed compliance assessment with potential exposure using multiplexing and virtualization
- Exposed an **audit risk of over \$2.5M** in license and back support fees associated with over deployed licenses that exceeded license entitlements