Oracle Case Study
Retail

**Client Profile**
$30B Multinational Retailer with Over 3,000 Locations

**Client Situation**
- Company was undertaking an initiative to renegotiate its upcoming global ELA and ULA
- Sought to gain better insight into its Oracle relationship, commercial construct, and potential audit exposure
- Held an inadequate view into Oracle product utilization, deployed licenses, and an incomplete picture of future demand
- 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 $1.5M 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 $4.5M** in license and back support fees associated with over deployed licenses that exceeded license entitlements