



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