



ORACLE®
LICENSE MANAGEMENT
SERVICES



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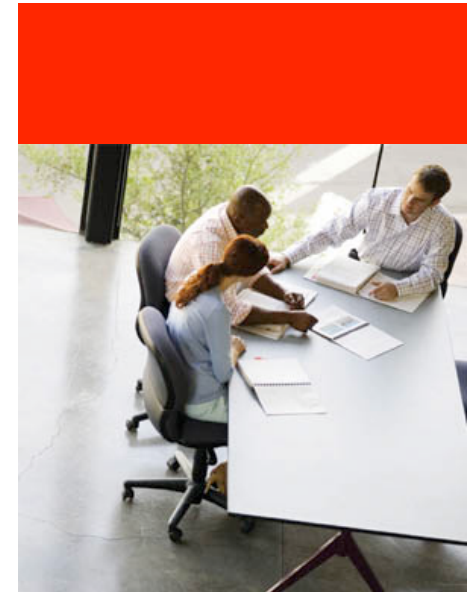
LMS @ BG OUG

- This Session

- Compliance, Software Asset Management and Licensing

- Ask the Expert

- Lobby Bar : today 16:30 – 18:30
- To-morrow : 10:00 – 13:00 & 14:00 – 17:30



Agenda

LMS Session

- Compliance
- Managing Licenses
- Licensing Technology
- Licensing Examples
- Resources





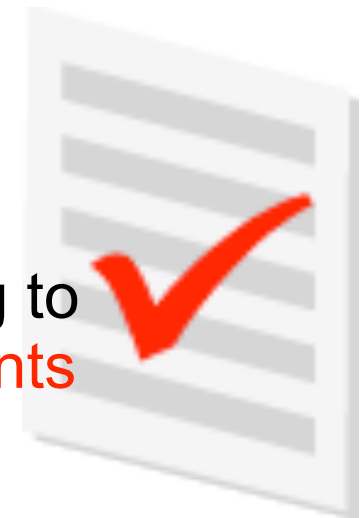
What is **Compliance** ?



Compliance for Oracle

Definitions:

- Partner Compliance:
the state or act of conforming with or agreeing to **distribute** Oracle's software under **license distribution agreements**
- End User Compliance:
the state or act of conforming with or agreeing to **use** Oracle's software under **license agreements** or **sublicense agreements**



What is Non-Compliance ?



- Unauthorized or unlicensed use of Oracle's software
 - Lack of adherence or fulfillment of contractual agreements
- =>** breach of contracts / violation of intellectual property rights



Areas of focus

- Increase knowledge about Oracle products & licensing
- Develop internal processes, controls and communication
- Take time to understand of End User requirements
- Manage Conflicts of interest
- Communicate Internal Codes of conduct



Can You **Afford** non compliance ?



Why should you care ?


- Loss of reputation and image in front of customers and suppliers
- Loss of confidence from customers and suppliers
- Loss of revenue and business opportunities
- Conformance to EU legislation and other regulatory obligations
- Potential legal liabilities
- Potential Financial risks
- Acquisitions and mergers





Oracle's **Position**





Oracle & Non-Compliance

- Oracle believes non-compliance can occur **unintentionally** or **deliberately**
- The License Management Services group is here to :
 - **Educate** Customers & Partners on license management
 - **Equip** Customers & Partners with processes & tools to manage their licenses
 - **Enable** its Customers & Partners to maintain adequate business processes & controls
- Oracle is determined to ensure compliance and protect its rights

Agenda

LMS Session

- Overview
- **Managing Licences**
- Licensing Technology
- Licensing Examples
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So what **to do** about it ?

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About Software Asset Management?

- **Components of SAM**
 - Procurement and Inventory
 - Deployment and Usage
 - Reconciliation
- **What is affecting Customers decisions on SAM Implementation**
 - Regulatory Changes / ISO Standard 19 770
 - Guidelines – ITIL - COBIT
 - Financial Impact
 - Negotiations with Vendors
 - Software Audits
- **Responsibility of Customers**
 - Purchasing - Procurement
 - IT
 - Executives - Management



LMS Vision and Mission

- Oracle distributes its software on trust, this creates a risk. The purpose of LMS is to minimize this risk.

LMS Mission:

To manage software compliance risk through expert license advisory and review services

Pillars of our Vision:

- Evolving from an audit function to an advisory services organization
- Proactive delivery of our engagements
- Trusted advisor on license management issues
- Offering expert tools and solutions for license management
- Enhancing customer satisfaction

Managed Services Scope of activities

MANAGEMENT SERVICES

Advice on

- how internal controls comply with Oracle practices
- use of Oracle methods & tools

In addition

- Check of roles and responsibilities
- Scorecard that allows for recommendations and follow-ups

ACCOUNT SERVICES

Asset Register

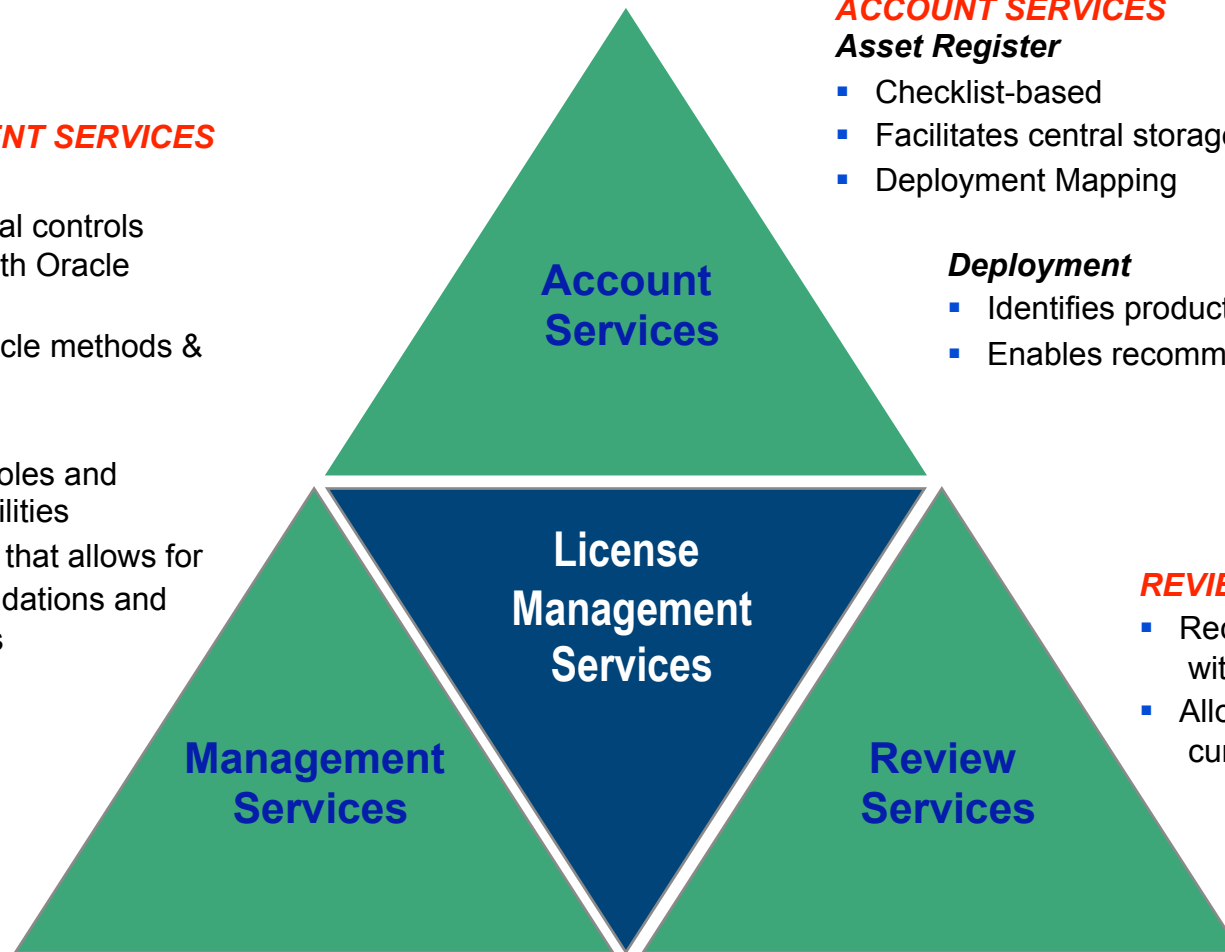
- Checklist-based
- Facilitates central storage of relevant info
- Deployment Mapping

Deployment

- Identifies products installed & environment
- Enables recommendations and clean-ups

REVIEW SERVICES

- Reconciliation of licenses with deployment
- Allows assessment of current and future needs





Benefits of Working with LMS

- Provide complete inventory of Oracle Licenses
- Provide complete Oracle usage assessment
- Provide tools to help manage license usage
- Provide tailored license and Agreement education
- Assist in Customer's self license assessment
- Provide guidance on licensing for future environments
- Discuss single licensing questions

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Perception is everything...

- Perception of customers :
 - Pricing is complex
 - Too many changes in license types
- Perception of Oracle :
 - Licensing is an evolutionary process which has to react to dynamic IT requirements
 - Pricing is rich with nuances to treat everyone fairly
 - Oracle was 1st vendor to publish price list and its licensing policies



License Metrics – Technology

Named User Plus

- Based on *users and non-human* operated devices authorized to access the Oracle Products
- Used in environments where *users can be counted*

Processor/sockets

- Based on the number of *processors cores (Enterprise Edition) or used sockets (Standard Edition)* in the server where the Technology Products are installed and/or running
- Used in environments where *users are uncountable*



License Metric

Counting Named User Plus

- Count all individuals and non human operated devices authorized to access the program, ***or the minimum, whichever is greater***
- Minimum applies to all DB and IAS products:

DB Enterprise Edition	25	NU Plus per Processor
DB SE and SE One	5	NU Plus

IAS Enterprise Edition	10	NU Plus per Processor
IAS SE and SE One	10	NU Plus per Processor



License Metric

Counting Processors and Sockets

All *processor cores / sockets* on the server where the program is installed and/or running must be counted (exception: server is hardware partitioned).

	Single core	Multi core
DB Enterprise Edition	unlimited	unlimited
IAS Enterprise Edition	unlimited	unlimited

	Max. amount of Processor Sockets
DB Standard Edition	4
DB Standard Edition One	2
IAS Standard Edition One	2



License Metric

Example: Multi-Core Licensing DB EE

IBM PowerPC chip with 4 CPUs with 2 cores per CPU

Calculation:

A server with 4 IBM PowerPC 5 processors needs $4 \times 2 \times 0.75$
= 6 processor licenses to be purchased.

The standard multi-core pricing calculation would be performed for ***database options too & IAS EE*** .

Multi-Core Licensing

Examples Multi-Core Processor Model's



Multiply Factor for counting licenses: **0.75**

UltraSPARC 4
(2 cores)

UltraSPARC 4+
(2 cores)

Multiply Factor for counting licenses: **0.25**

UltraSPARC T1
(4, 6 or 8 cores)



Multiply Factor for counting licenses: **0.75**

PowerPC 4
(2 cores)

PowerPC 5
(2 cores)

PowerPC 5+
(2 cores)



Multiply Factor for counting licenses: **0.50**

Pentium Extreme Edition
(2 cores)

Pentium D
(2 cores)

Dual-Core XEON
(2 cores)

Quad-Core XEON
(4 cores)



Multiply Factor for counting licenses: **0.50**

Athlon X2
(2 cores)

Opteron
(2 cores)
Models:
165, 170, 175, 180,
265, 270, 275, 280,
865, 870, 875, 880.



Multiply Factor for counting licenses: **0.75**

PA-8800
(2 cores)

PA-8900
(2 cores)



License Metric

Named User Plus or Processor?

- Is your user population countable?
- Does your user population often change and thus makes it difficult to track?
- Do you need unlimited access to the Database?
- Is your user population greater than 50 Named User Plus per Processor?



Price List

- Show structure for Technology
 - Technology products,
 - Options
 - Packs

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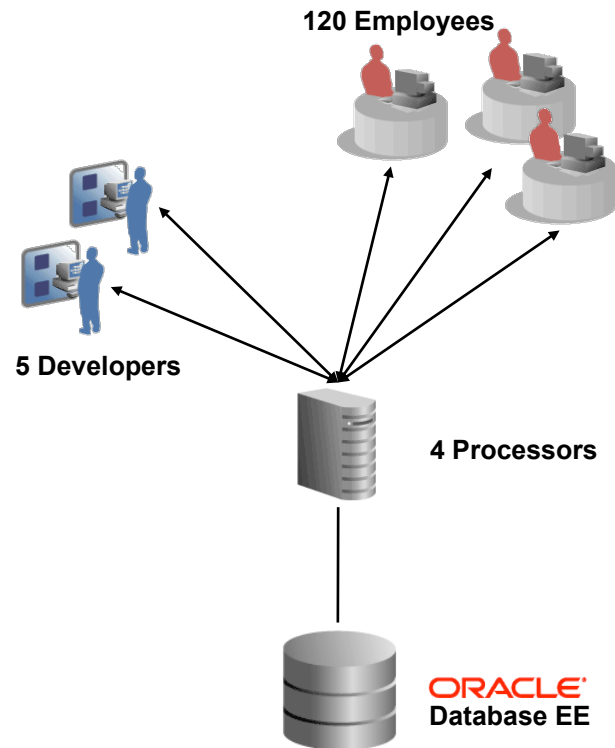
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- **Licensing Examples**
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Standard Licensing

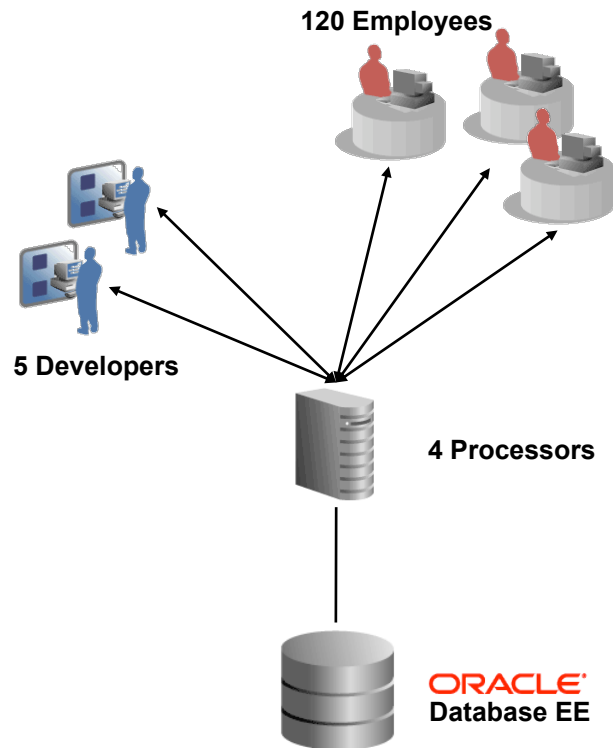
Example 1



Example

- 120 Employees are accessing data in a database
- 5 Developers enhance the functionality of the application
- Oracle Database Enterprise Edition (EE) is running on 4-processor server

Standard Licensing



Products to be licensed:

Oracle Database Enterprise Edition

This product can be licensed by Processor or Named User Plus metric.

1. By Processor (CPU)

All Processors where the database is installed and/or running must be licensed.

➤ Number of Processor licenses required: **4**

2. By Named User Plus (NUP)

The number of licenses required is

a. the NUP Minimum (25 NUP per CPU) or

$$25 \times 4 \text{ CPU} = 100 \text{ NUP}$$

b. the total number of users accessing the database,

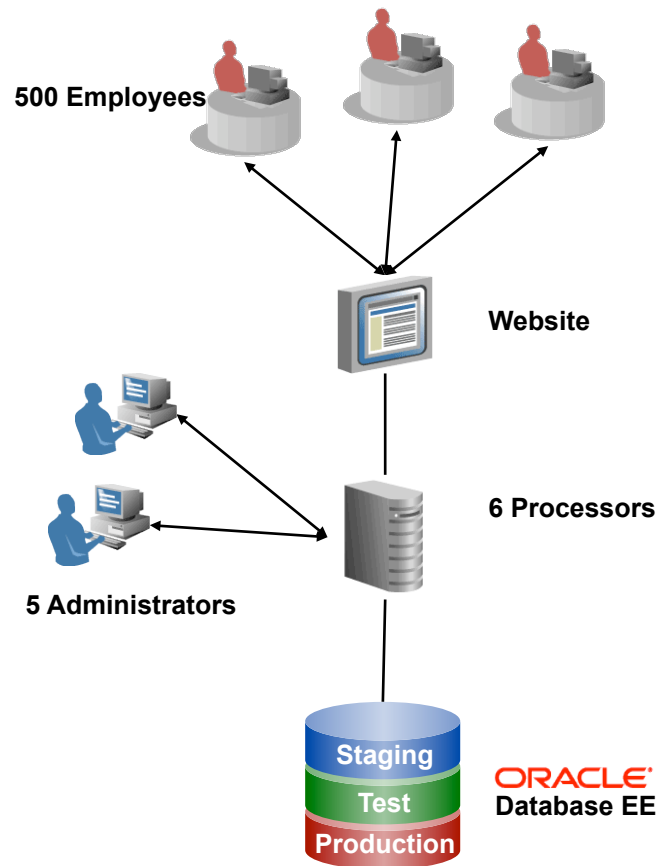
$$5 \text{ Developers} + 120 \text{ Employees} = 125 \text{ NUP}$$

whichever is greater.

➤ Number of Named User Plus licenses required: **125**

Multiple Environments on one Server

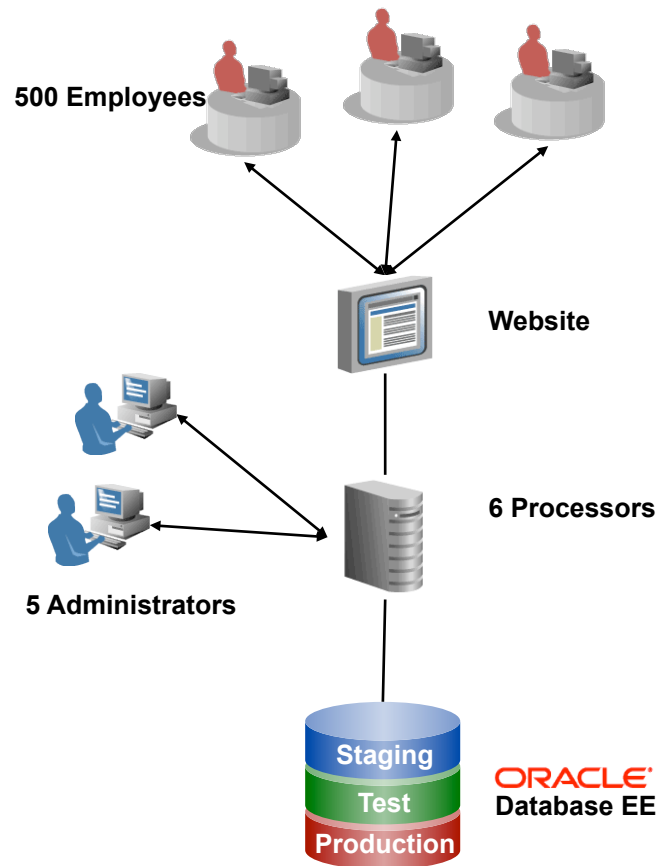
Example 2



Example

- 5 DBA administer the staging, test and production environments
- 500 Employees are using the Web site that resides on the production environment
- Staging, test and production environments are installed and running on a 6 processor server

Multiple Environments on one Server



Products to be licensed:

Oracle Database EE
(Test, Staging & Production)

This product can be licensed by Processor or Named User Plus metric.

1. By Processor (CPU)

All Processors where the database is installed and/or running must be licensed.

➤ Number of Processor licenses required: **6**

2. By Named User Plus (NUP)

The number of licenses required is

a. the NUP Minimum (25 NUP per CPU) or
 $25 \times 6 \text{ CPU} = 150 \text{ NUP}$

b. the total number of users accessing the database,
 $500 \text{ Employees} + 5 \text{ Administrators} = 505 \text{ NUP}$
whichever is greater.

➤ Number of Named User Plus licenses required: **505**

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- Licensing – Metric
- Licensing Migration / Upgrade
- Licensing Examples
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Resources

- **Global Pricing and Licensing Information**
 - Software Investment Guide
www.oracle.com/corporate/pricing
- **License Management Services**
 - Request Help for License Assessment
 - Information on Program and FAQs
www.oracle.com/corporate/lms
- **For Partners**
 - Check Oracle Business Practices on :
<http://www.oracle.com/partners/education/competency/global/featured-training.html>



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