



**INVICTUS**  
PARTNERS

# ORACLE SOFTWARE LICENCE OPTIMISATION & AUDIT SERVICES

## Delivering A Better Business Outcome

Changing your software footprint is stressful for any organisation. It's hard to know who to trust to ensure licence compliance when most don't read or fully understand their Software Licence Agreements. Do you know if you are getting the 'best deal' from Oracle? Does your licensing contract anticipate future M&A activity? Are you proactively eliminating excess costs? How much money are you leaving on the table?

In addition, how confident are you that if Oracle audited your licence usage today it wouldn't result in a large and unexpected financial exposure? Even if you are compliant in your software licensing, an audit will cost you resource time, effort and money.

Invictus Partners will work with you to help make well-informed decisions on how you can optimise your licence usage, minimise risk and reduce costs. If your organisation has been targeted by Oracle, we will work with you to minimise the impact of their software audit process on your organisation. We will significantly reduce the stress and hours involved in managing the audit and use our extensive knowledge and experience to deliver the best possible financial and business outcome.

## Why Invictus Partners

Our team is made up of ex-Oracle vice presidents, Oracle senior directors, former Oracle licence auditors, Oracle contracting professionals and business analysts. We have over 35 years of Oracle licensing, contract negotiation and audit experience working with private industry and public

sector clients across Australia, New Zealand and Asia Pacific. We will use this knowledge to effectively assist you throughout the entire Oracle Licence Optimisation and/or audit process.

Through our in-depth knowledge of Oracle licensing, we have developed a proven methodology and strategy that strengthens your position, reduces your risk, and ensures you are treated fairly throughout the process.

Our services range from Oracle cost reduction, phased migration to the cloud, audit defence and preparation through to full compliance analysis. We can also advise you on how to negotiate the best and most cost-effective outcome for your organisation.

Our goal throughout the process is to build your leverage, to ensure you remain one step ahead of Oracle at all times and to significantly improve your negotiating position.



## Two Phases of Engagement

### Implementing an effective internal audit before information sharing

Prior to any software purchase or audit, you need to know where you stand in terms of your licensing before sharing any information with Oracle. This is the only way you can remain in the driver's seat through the process rather than following Oracle's lead. We can help you determine this baseline.

The first required action is to develop and implement an effective audit review of your current Oracle licensing position. We will advise you on how to do this and help you gain the required time from Oracle to perform an internal audit effectively. Our audit health check can cover your entire Oracle footprint across DB, MW and Applications and identify all your requirements. We then map these requirements to your entitlements to determine if you are over or under licensed.

We use the same licence audit assessment methodology as Oracle to ensure we cover off every angle Oracle will take, so you remain in control and can work to prevent any unnecessary financial risk.

In cases where you have already received an audit report from Oracle indicating you are non-compliant, we can provide a second opinion and typically bring down the initial financial claim using our well-proven negotiation techniques.

### Identifying active remediation measures that deliver the best outcome

Once you have a clear understanding of the root cause of your Oracle software licensing exposure, we develop the most effective Remediation Strategy for you and guide you through the remediation process. We will take into consideration:

- *License Deployment Analysis*
- *Target Outcome Planning*
- *Future or past M&A activity*
- *Future budgeting considerations and price protection*
- *Phased migrations to the cloud*

- *Oracle cost reduction*
- *Requirements (contractual and technical) around Hybrid environments and infrastructure*

### Negotiation Advisory

Our experience and knowledge of negotiating 'in-house' will work to your benefit to ensure your organisation has the right response and that your negotiation strategy is planned and effectively executed. Our negotiation approach takes in the key identified objectives and outcomes during the Licensing Requirements Analysis and Target Outcomes Planning phases.

**We know as a business you don't only use Oracle. That's why we also have specialist licensing and contract teams for SAP, Infor, VMWare, IBM and Adobe.**

**Find out how Invictus Partners can deliver a complete organisation-wide solution for all your software licensing and audit needs.**

