RIMINI STREET MIGRATION

Oracle & SAP licence health check

Many organisations have run their businesses on SAP and Oracle ERP solutions and platform technologies for years, and these solutions quickly became the backbone of their integrated platforms, often their main systems of records.

ERPs were often implemented in the late 1990s or early 2000s and are now either technically and architecturally at the end of their lives, or have a limited roadmap for future development and enhancement by the vendor. SAP are even going so far as setting end-of-support deadlines for their legacy solutions to push clients down the S/4HANA path. Both Oracle and SAP's focus is now on their respective Cloud and SaaS strategies, but this doesn't mean the support costs for their legacy solutions are reducing; in fact, quite the opposite.

Furthermore, most organisations would have customised their applications to suit their business needs and give them a competitive edge and have very limited appetite for costly and often disruptive upgrades forced by the vendors to remain supported.

Complicating matters even further, after many years of use, most organisation often have little insight into their current usage versus licence entitlement position, putting them on the back foot when negotiating a new deal with Oracle and SAP's sales and support teams and potentially facing a massive exposure if the auditors come knocking.

Organisations that don't have the desire, justified business case or near-term plans to undertake a transformation project and move their ERP and technology platforms to the vendor's new Cloud offerings, often look for a better and cost-effective model for their legacy platforms.

Moving to Rimini Street

Under ever-present pressure to reduce operational costs, CFO's; Sourcing; Procurement and Vendor management leaders are looking to realise savings by moving legacy SAP and Oracle Applications and Technology environments to Rimini Street for support.

Rimini Street offers clients who use SAP and Oracle significant value by reducing their ongoing support fees and freeing resources while ensuring strong and reliable support under Rimini support. This route is a perfectly valid and valuable one for many organisations to take, however, before moving off SAP or Oracle support, best practice is to plan well and undertake a full licence review, including compliance, to seamlessly migrate to Rimini Street.

Software licensing constantly evolves and the definitions of use change over time, with many products superseded or remixed. SAP and Oracle EULAs, OMAs, order documents, renewals and agreements are highly complex and often contain restrictions, traps and 'gotchas' buried in the documentation that can impact an organisation's move off vendor support and/or impact a compliance position if usage is not managed correctly and within licence entitlements. If these are ignored and a client is audited any time in the future, it can result in a significant financial penalty.

Software Health Check

In preparation for your move to Rimini Street, Invictus Partners will work with your organisation to gather the relevant data sources to determine your usage vs. entitlements and provide guidance on any remediation actions that may needed. The tables below are a guide on the various options they will review with you:

SAP Licence Review

SAP Contract & Entitlement review

SAP Named User and Engine baseline

SAP Industry & Self Declaration baseline

SAP Indirect Access/Digital Access
Risk Assessment

SAP Named User Optimisation

Risk mitigation strategies for any exposure

Guidance on cancelling support
when moving to Rimini Street

Oracle Licence Review

Oracle Order Documents, Renewals,
PULA/ULA agreements & Entitlement review

Oracle Technology solutions usage baseline

Oracle Application Solutions usage baseline

Technology and Application licence optimisation

Validation of CSIs to cancel, and approach
to reduce repricing

Risk mitigation strategies for any exposure

Certification out of a PULA/ULA

Guidance on cancelling support when moving
to Rimini Street.

Why Invictus Partners

As a specialist Licence Advisory firm, Invictus Partners are experts on the complexities of the Oracle and SAP software licensing landscape, pricing, licencing policies and audit practices. Our team is made up of IT industry specialists with the knowledge and capability you need to ensure a successful migration, many with more than 25 years' experience gained from senior executive, contract specialist and auditing roles across Oracle and SAP. We have helped a large number of organisations of all sizes across Australia and New Zealand successfully transition to Rimini Street for support, delivering thousands of dollars in savings each year (if not millions), freeing resources and time so they can accelerate their innovation strategy.