



MYTHICS™

ORACLE® Platinum
Partner

Oracle Cloud. Software. Hardware. Training. Consulting. **Mythics Complete.**

Leveraging Techniques and Technologies to Save Money with Oracle Licensing

09/24/2015



NYOUG



MYTHICS™

Architecture. Procurement. Training. Consulting. **Mythics Complete.**

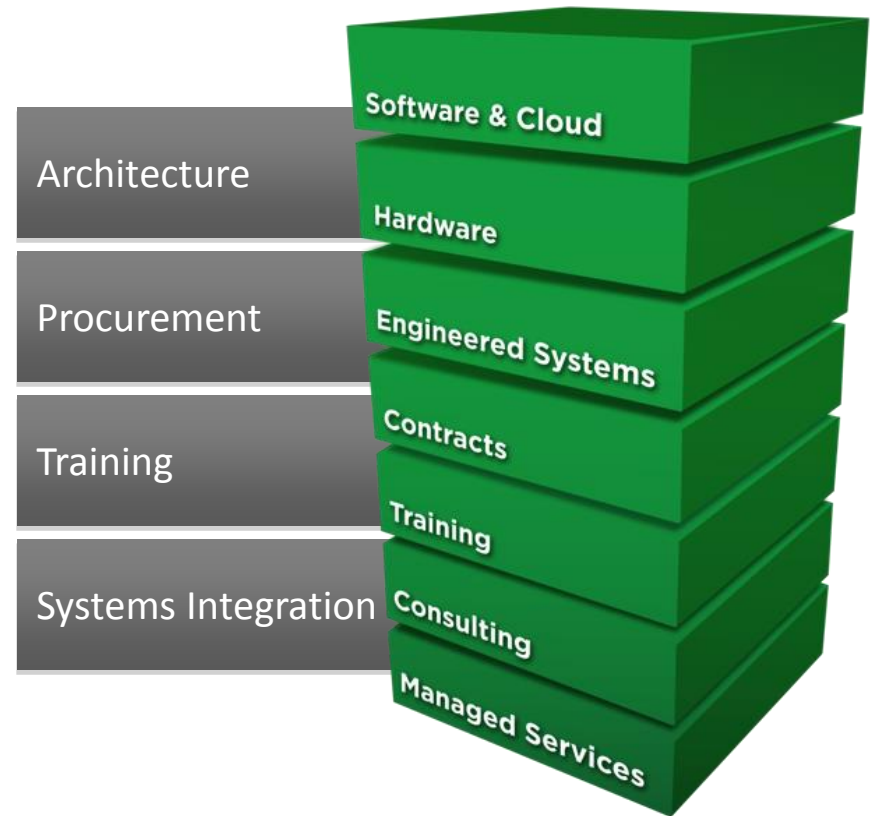
Agenda

- Mythics Overview
 - A message from our sponsor
- Erik Benner
 - There is no Golden BB, Oracle Licensing 101
 - Virtualization and License Stacking
 - OEM for tracking what you have and where it is
- Erica Meincke
 - audits vs Audits!
 - What you have and where are you going?
 - Migrations, when you buy the old has value
- Discussion - Q&A

About Mythics

- Founded in 2000 - Owned & Managed by Former Oracle Employees
- Oracle Systems Integrator & GSA / TCPN Reseller for Entire Oracle Portfolio
- Focused **100%** on Oracle Solutions
- 300+ Oracle Professionals
- 1750+ Implementations of Oracle Technology
- Strong Cloud, SW, HW & Engineered Systems Experience & Solution History

MYTHICS™ COMPLETE.



Introduction to Erik Benner

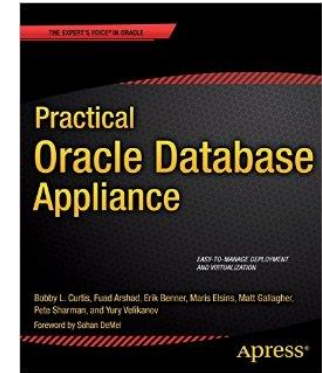
Erik Benner
Enterprise Architect
ebenner@mythics.com



 @erik_benner

TalesFromTheDatacenter.com
Mythics.com/blog

- ✓ Published Author
- ✓ RAC Attack Ninja
- ✓ Linux since 1992
- ✓ Solaris since 1996
- ✓ DB 12c BETA user
- ✓ Prelaunch ODA “comet”
- ✓ First Version of Oracle...7 in 1994
- ✓ ZFS since “Thumper”
- ✓ OEM 12c since Product Launch
- ✓ OAUG EM for Apps SIG co-chair
- ✓ OEM12c CAB Member
- ✓ IOUG Solaris SIG Leader

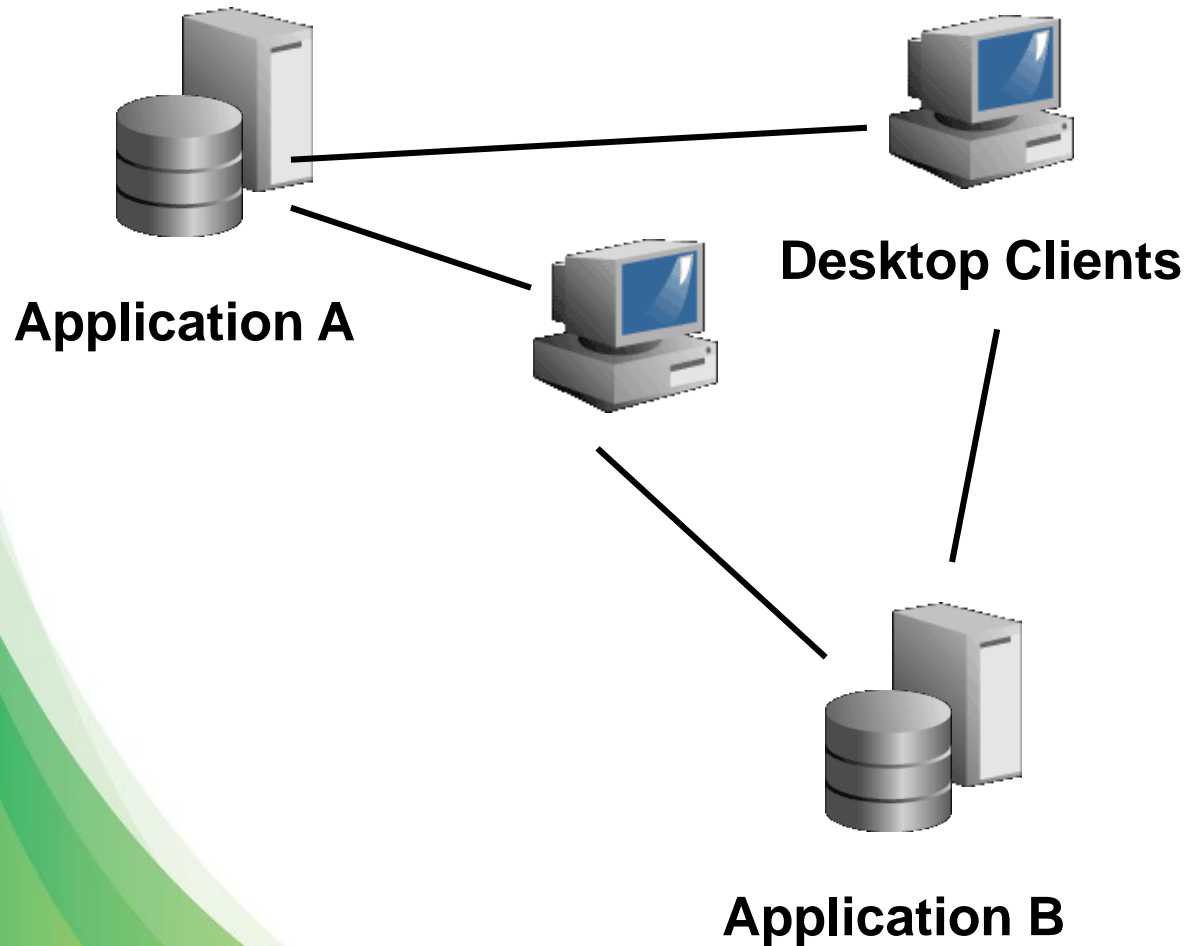


Licensing 101

Environments use to be
simple

Client Server:

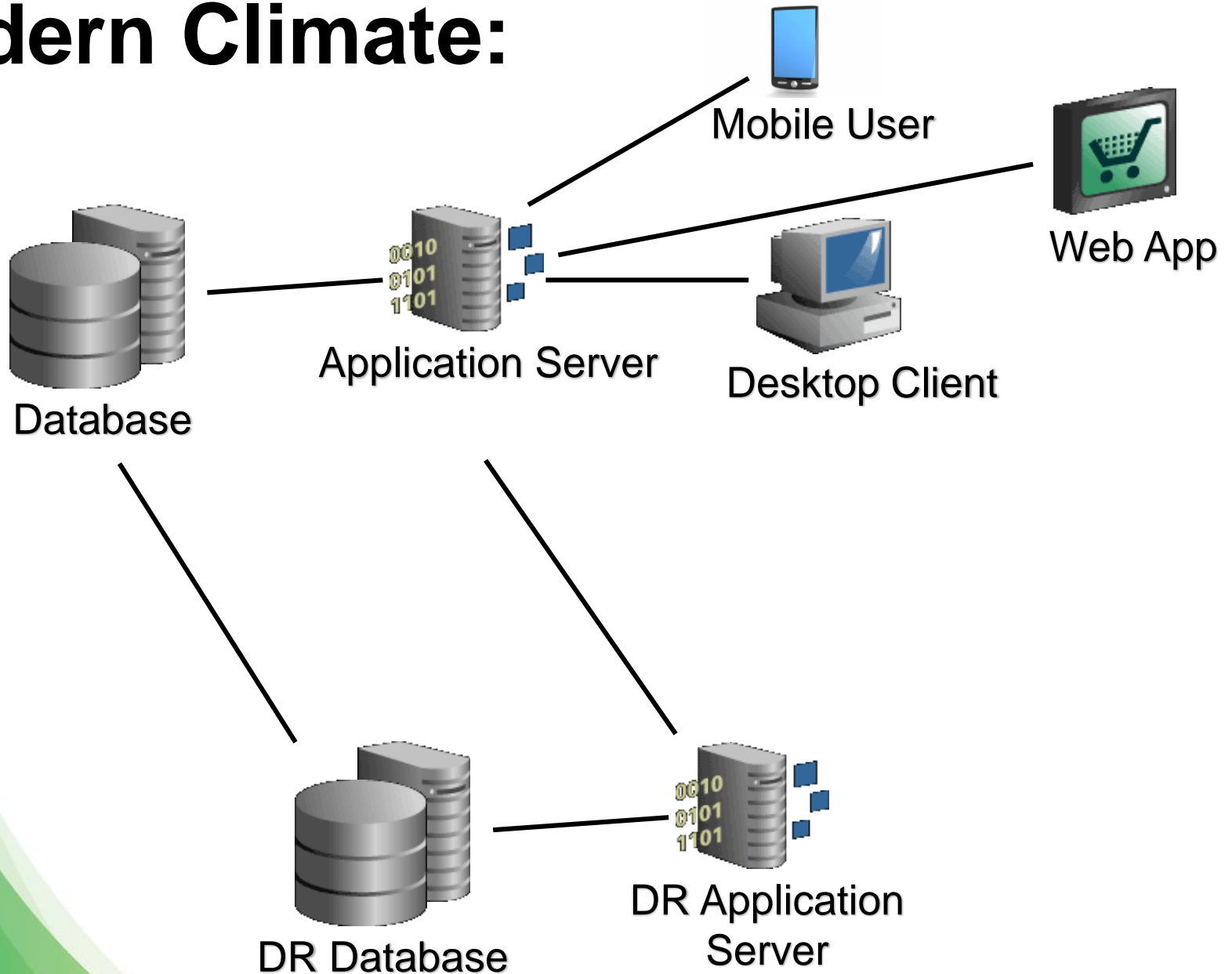
One application, one server



Current Business Drivers change this

- Increased Complexity
- Drive to reduce costs
- Heightened Security Concerns
- Increased Scrutiny On All Business Transactions, Business Governance

Modern Climate:



And then we virtualized it!

complexity

want architects Principle just Sounds example solution shows
extra drawbacks looking increasingly handle dau cell anymore tools really
like layer ways, top oke really
cleverly getting also simpl
used higher possible societal left
hide accessed certainly PC's SOC e need Dutch hap
interactions will questions complicated average hidden
levels splendid complexity will diminish yet black-boxes abstract insane
given Consider Emergence trouble picture adding boxes rising HW com
inner SW-wise highly certain social tool dirty accept interact around
black details HW/SW life Edge
device virtual science fail

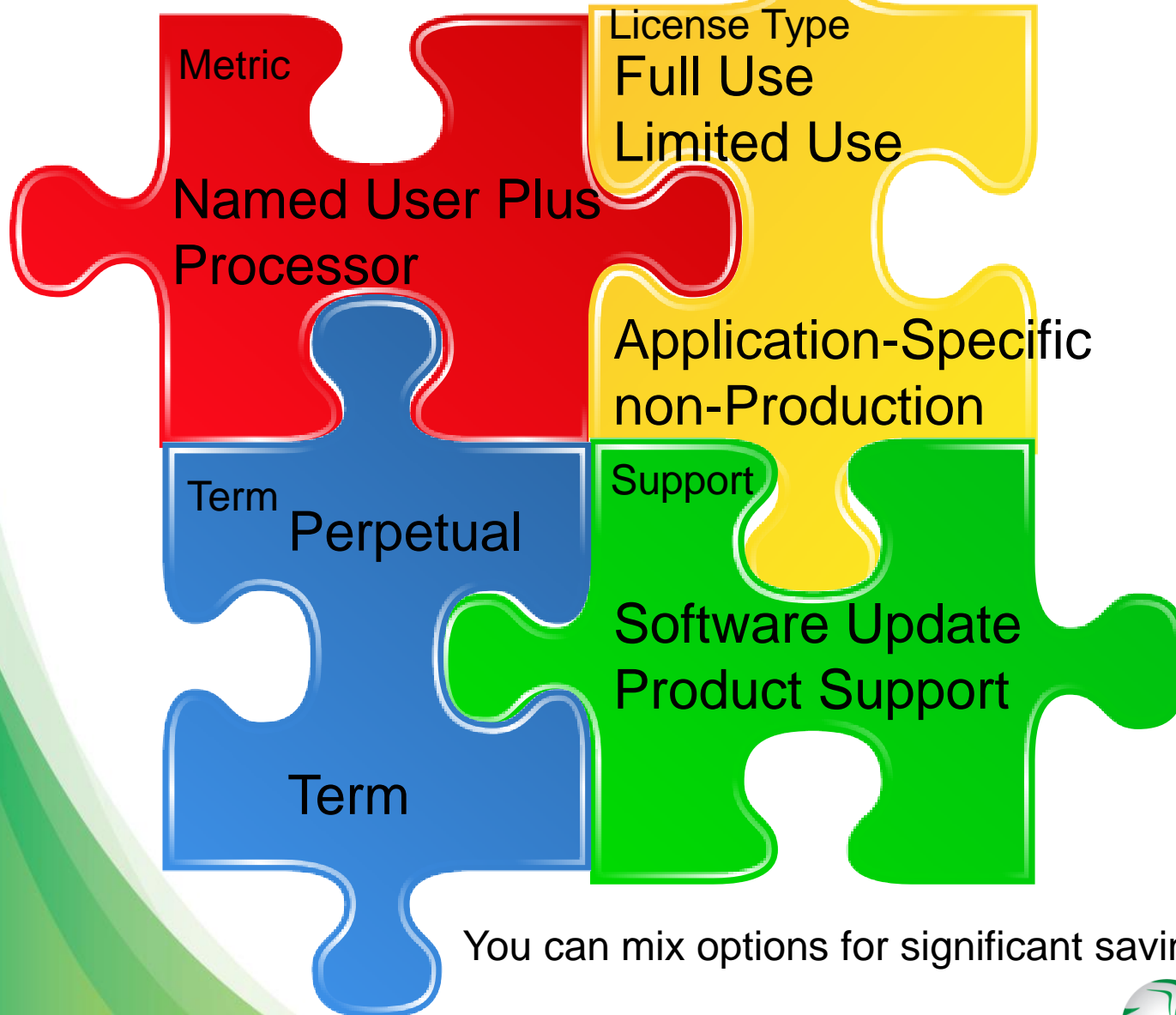
The diagram shows a transition from three separate hardware units, each containing an OS (green, orange, and blue), to a single hardware unit containing three virtualized guest OS instances (green, blue, and orange) running on a hypervisor. The hypervisor is represented by a dashed box labeled 'HYPERVISOR' and 'DOM U'.



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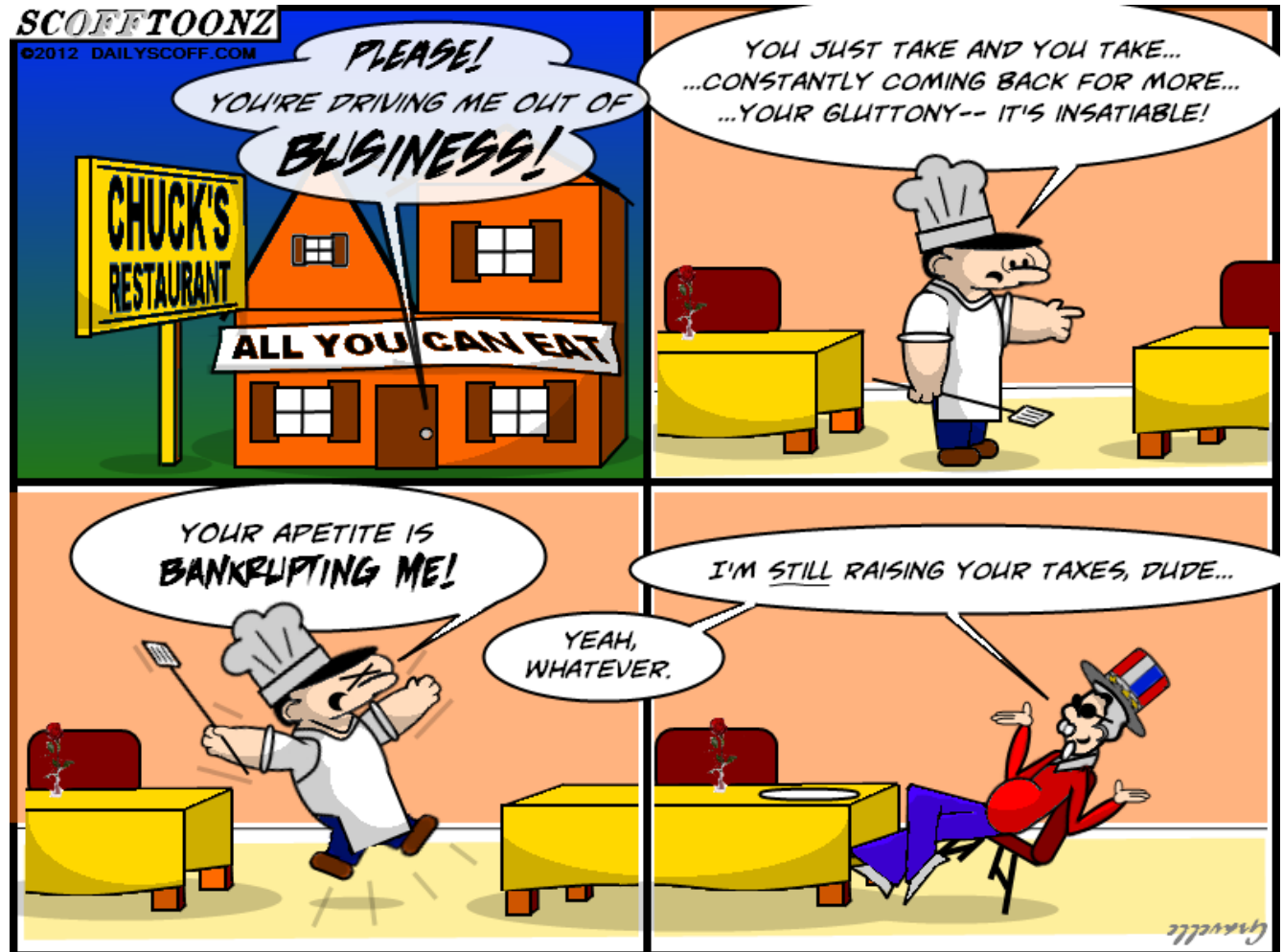
License is more than a core



You can mix options for significant savings

All you can eat options!

ULA
ELA
PULA



But there is a catch!

Core base Licensing

Partitions

- Hard – IBM LPAR, vPAR, nPar, Pdoms, Solaris Zones (when capped), Oracle VM (When pinned), HP Integrity VM when capped.
- Soft – VMWare, Oracle VM, AIX Workload Manager, HP Resource manager, Solaris Zones
- Trusted – Exalogic, Exalytics, PCA and Exadata; when monitored by OEM 12c

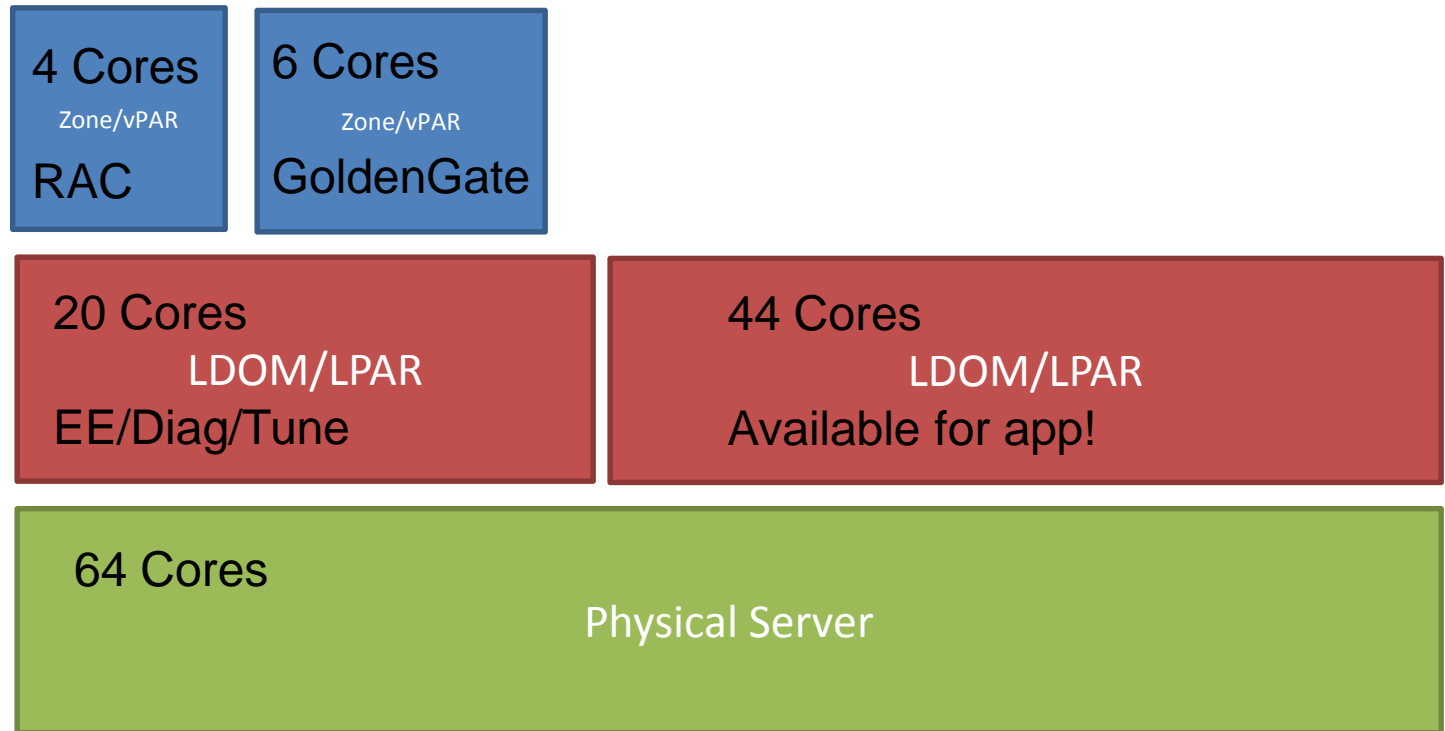
How does this help me?

x86



How does this help me?

SPARC/PowerPC



OEM and Licensing



Running the report

Step 1

ORACLE Enterprise Manager Cloud Control 12c

Enterprise Targets Favorites History

- Summary
- Monitoring
- Job
- Reports
 - Information Publisher Reports
 - BI Publisher Enterprise Reports
- Configuration
- Compliance
- Provisioning and Patching
- Quality Management
- My Oracle Support
- Cloud
- Chargeback
- Consolidation Planner

27%

- Up (31)
- Down (9)
- Unknown (7)
- Under Blackout


Step 2

<input type="radio"/>	▼ Feature and License Pack Usage			
<input type="radio"/>	▼ License Pack Usage			
<input type="radio"/>	License Pack Usage (Target)	Displays the License Pack Usage for a target.		SYSMAN
<input type="radio"/>	License Pack Usage Summary	Displays the Summary usage information of License Packs.		SYSMAN

The Whole Enchilada


Summary Report

License Pack Usage Summary

[Printable Page](#)Report Generated **Sep 23, 2015 12:26:50 PM EDT** 

This report shows the summary usage information of License packs. In the second table it shows the detailed usage information of License packs.

License Pack Usage Summary

Previous 1-10 of 14 

License Pack Name ▼	Type	No of Targets	Targets with Pack Usage
Database Diagnostics Pack	Automatic Storage Management	2	0
Database Diagnostics Pack	Cluster Database	1	0
Database Tuning Pack	Cluster Database	1	0
Oracle Data Masking and Subsetting Pack	Cluster Database	1	0
Oracle Database Lifecycle Management Pack	Cluster Database	1	0
Database Diagnostics Pack	Database Instance	5	1
Database Tuning Pack	Database Instance	5	0
Oracle Data Masking and Subsetting Pack	Database Instance	5	0
Oracle Database Lifecycle Management Pack	Database Instance	5	1
Management Pack for Non-Oracle Middleware	Java Virtual Machine Pool	2	0

Previous 1-10 of 14

Per Target

Select a target

Information Publisher Reports

Specify Target for Report

Report License Pack Usage (Target)

Specify a Target to include in this report.

Target



Search and Select: Targets

Cancel Select

Search

Target Type Database Instance ▼

Target Name

On Host

Go

Select	Name ▲	Type	Host	Status
<input checked="" type="radio"/>	m57	Database Instance	db12c.labs.mythics.com	
<input type="radio"/>	oem12c	Database Instance	oem12c	
<input type="radio"/>	oow	Database Instance	db11g.labs.mythics.com	
<input type="radio"/>	testdb_testdb1	Database Instance	oda2demo1.labs.mythics.com	
<input type="radio"/>	testdb_testdb2	Database Instance	oda2demo2.labs.mythics.com	

Cancel Select

Per Target

License Pack Usage for a Target

License Pack Name ▼	Target	Type	Host	Currently Used	Detected Usages	Total Samples Collected	Last Usage Date	First Sample Collected Date	Last Sample Collected Date
Database Diagnostics Pack	oem12c	Database Instance	oem12c	TRUE	4	22	Sep 23, 2015 12:13:17 PM	Aug 20, 2014 9:25:00 AM	Sep 23, 2015 12:13:17 PM
Database Tuning Pack	oem12c	Database Instance	oem12c	FALSE	3	22	May 15, 2015 1:55:09 PM	Aug 20, 2014 9:25:00 AM	Sep 23, 2015 12:13:17 PM
Oracle Data Masking and Subsetting Pack	oem12c	Database Instance	oem12c	FALSE	0	8		Apr 14, 2015 12:56:02 PM	Sep 23, 2015 12:13:17 PM
Oracle Database Lifecycle Management Pack	oem12c	Database Instance	oem12c	TRUE	3	22	Sep 23, 2015 12:13:17 PM	Aug 20, 2014 9:25:00 AM	Sep 23, 2015 12:13:17 PM

Introduction to Erica Meincke

Erica Meincke

Director of Migrations

emeincke@mythics.com

- ✓ Created the Oracle License Migration Process
- ✓ 6 Years with Oracle before moving to Mythics
- ✓ 10 years with Mythics doing License Audits for clients

Mythics.com/blog

What can you do for you?

A little help is always good, what We know what to do and how to help

Perception is Everything...

Perception

1. Pricing is complex
2. Too many changes

Reality

1. Pricing is rich with nuances
 - Oracle was 1st vendor to publish price list and its licensing policies
 - Oracle is NOT unique in Virtualization and Audits!
2. Licensing is an evolutionary process
 - IT environment is dynamic

All of the major software vendors use audits

Company	Respondents reporting audits
Microsoft	58%
Adobe	29%
IBM	23%
Oracle	21%
SAP	12%

And all of these have a core based license metric!

Source <http://blogs.flexerasoftware.com/elo/oracle-software-licensing/#sthash.BS0J1d9e.dpuf>

License Assessment vs Audit

- Start by analyzing what you own contractually, so you have a complete/consolidated picture of your organizational Oracle footprint
- Use that information to help you get a return on your existing Oracle investment



Now that you have this information what can we do with it?

- Determine what each license owned equates to in *“Current Day Oracle”*
- Map all older, existing products to current product options



- Determine what licenses and metrics will best fit the environment you are currently running, or are trying to achieve

NOW THE FUN BEGINS!



Actual Working Environment

VS

Contractual License Ownership on Paper



Options, Options, Options!!!

Utilize current existing licenses as they are

Migrate / Upgrade existing licenses to fill an new requirement

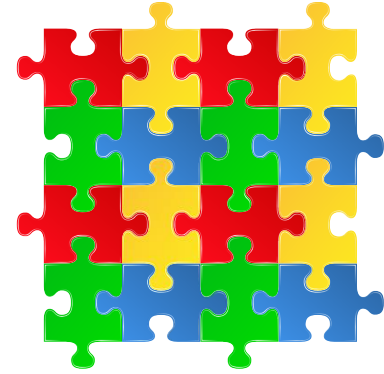
You get credit for your existing licenses when you migrate / upgrade

Reinstate lapsed licenses

Remove existing licenses that are no longer needed

Assuming the right conditions are in place to remove

Piece of the Puzzle

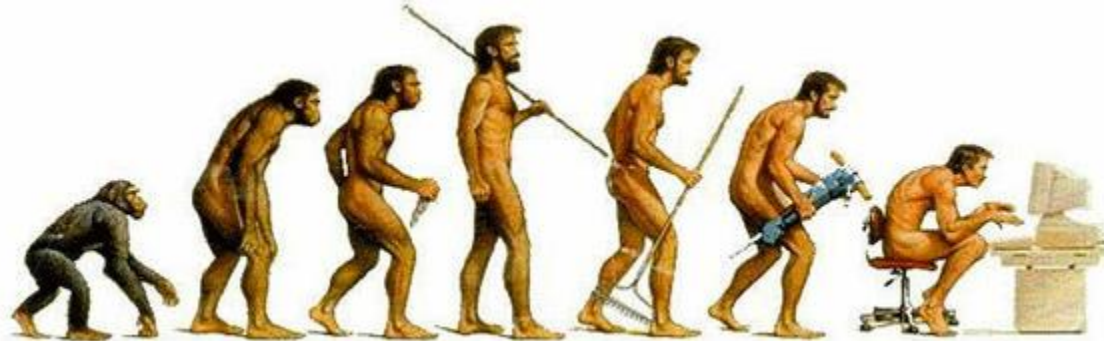


- ✓ Current Software/Hardware Environment
- ✓ Contractually what licenses you own
- ✓ Best Option to Migrate / Upgrade Existing Licenses
 - ✓ Utilize your existing investment and best fit your new environment

Final Results

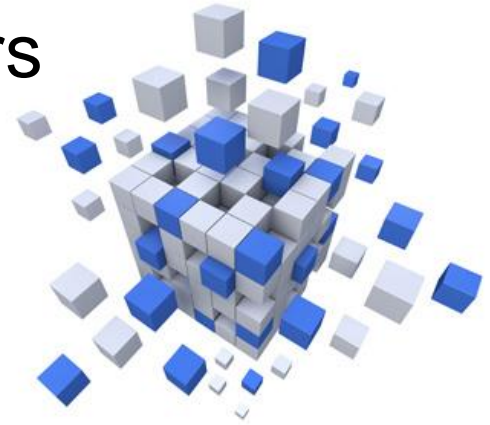
- Culmination of the above information to determine what licenses may/may not be necessary
- License your environment in the best, most cost efficient manor

Evolution of Options to Help Manage your Licenses



Consolidate and Streamline

- Consolidate licenses to a single support contract
- View of entire Oracle footprint in one place
- One Period of Performance for support renewals
- One PO to issue for Renewal Years
- Administratively easier to manage



We can consolidate your footprint onto One or Multiple Renewals, which ever better suits your needs.

Migrating to the Cloud



- Ability to “Shelve” existing licenses that are no longer necessary when moving to the Cloud
- Re-purpose funds that have been paid on existing support that has not yet been utilized

O&A