Oracle ULA - Summary on a Page

FOR CIOs

LIME SOFTWARE

Your Oracle ULA has an end date. Plan your exit now.

An Oracle ULA (Unlimited License Agreement) gives you unlimited deployment and use of negotiated Oracle products for a fixed term, usually 3 to 5 years. At the end you certify the usage; you extend or exit the ULA. Your goal is to de-risk the true-up process, deliver recognisable value and ensure future compliance.

1 · Day one

Agree products, entities, cloud and on-prem platforms, ensure the growth is what you need.

2 · Every year

Track your usage, it's normally part of the contract and also your cheapest insurance.

3 · 6 months out

Get outside help. Review the contract, choose your direction and run a pre-audit.

4 · Expiry

Certify and keep all the licenses deployed and contracted or renew and extend the scope.

Where CIOs get caught

Options that came with the application

A healthcare client assumed every option installed with its application was licensed. Renewal came with a US$2m uplift for Advanced Compression and Advanced Security. On VMware, the exposure can be far larger.

The ULA deployment spreadsheet

The certification workbook is hard to complete, and Oracle holds you to it, make sure you have someone who's been there before, this spreadsheet is the definition of what you exit the ULA with.

Cloud not in the contract

Pooled licences can go to supported BYOL platforms, but only if your cloud providers are named. Adding them post ULA will be difficult.

VMware as a standing cost

Many ULAs were bought to cover VMware licensing risks. As Broadcom prices rise, some move to platforms Oracle accepts for hard partitioning, such as Oracle Linux KVM with allocated cores, and license only those cores. Decide before expiry: once you certify, you are held to what you counted. Oracle can agree a VMware policy that may be beneficial.

$2M Uplift
Added at a client renewal for unlicensed options.

6 months
Pre-exit, get specialist help

Non-Audit
Negotiate a non-Audit Clause

Ask your DBA team

1. Do we know which Oracle products and options are installed or running, including dev and test on our on-prem estate and cloud?
2. If we exit, do we have enough licenses for any predicted growth?
3. Where is Oracle on our servers, VMware clusters and clouds?
4. When did the team last count deployments against the ULA product list?
5. Which entities and products does the contract name, and which does it not?

The devil is in the detail.

Scope is negotiable. Oracle started with just the technology stack, now many more products are available.

Support costs need to be calculated, pre ULA and post, you'll need to confirm yours.

After you exit, audits are not usual. In some cases customers negotiate a non-audit clause for a period of time post ULA.

ULA Deployment Sheet Assistance

Our tools and services deliver the data you need in days not months.

Questions email me:
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