Oracle ULA - Summary on a Page | FOR PROCUREMENT | LIME SOFTWARE

Negotiating an Oracle ULA? Get these terms in writing.

The terms agreed on day one decide what you can certify, how you are supported and how exposed you are after exit. These are the terms we negotiate for clients, ranked by how hard to push. Tags show which also apply to a standard order.

Red lines walk away without these

1 **Run anywhere hosted.** The customer can run the software in any hosted environment, and hosting includes any cloud. — ANY ORDER

2 **Run on any virtualisation.** The software can run in any virtualised environment. — ANY ORDER

3 **Lift the development licence restrictions** currently in place. — ANY ORDER

4 **Oracle's VMware position, in writing.** It need not sit in the contract, but Oracle must declare how it would normally license VMware. — ANY ORDER

Ask for strong asks, expect a negotiation

5 **Post-ULA certification** counts deployed software at the physical CPU or vCPU of the host where it is installed. Lock in the highest CPU count you can acquire. — ULA ONLY

6 **Development licences** declared post-ULA can convert to NUP licences, to reduce support. — ULA ONLY

7 **Define the restrictive licences** currently in place, so there is no later interpretation. — ANY ORDER

8 **A no-audit period of x years.** Unlikely to be agreed, but ask. — ANY ORDER

Stretch hard to win, worth the attempt

9 **Failover can be licensed by NUP.** — ANY ORDER

10 **A cap on future support** if you enter a ULA, set well below what new licences would cost. — ULA ONLY

3–5 years
Typical ULA term

22%
Typical annual support on net licence fee

3–4%
Annual uplift we negotiate, vs 8% quoted

Why a ULA needs its own terms

A ULA gives unlimited use of named products for a fixed term. At the end you certify what you deployed, and that count becomes your licence entitlement.

Day-one terms decide what you can certify.

Justifying Oracle support

Support is typically 22% of the net licence fee each year. Confirm whether it is calculated on the ULA value or on the certified count, before and after exit.

Negotiate: annual uplifts of 3-4% are achievable against about 8% quoted. Ask for a cap.

Ask before you sign

1. Which products, entities and clouds does the contract name?
2. How will certification count VMware and cloud deployments?
3. How is post-ULA support calculated, and is it capped?
4. Are development licences restricted, and can they convert to NUP?
5. Is there any audit protection after exit?

ULA Negotiation Support

Independent advice on your ULA, before you sign or renew.

Questions email me:
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