

# USU Oracle Optimization Certification Report

The logo for USU, consisting of the letters "USU" in a bold, blue, sans-serif font, centered within a white square.

**USU**

AJ Witt, ITAM Review

# USU Oracle Optimization Certification Report

## Summary



ITAM Review certifies USU Oracle Optimization for management of Oracle Databases, Middleware, and Java licenses against our open community-sourced standard. This certification report is based on survey responses provided by USU and a live demo of the product to the author.

## Product Overview

The product is available standalone, or as part of USU's wider Software Asset Management suite of products. Since we last certified the product the user interface has been modernized and now aligns seamlessly with other USU products, ensuring a consistent user experience. The product is verified by Oracle for discovery and preparation of data necessary for an Oracle audit. This verification extends across Database, including Options and Packs, Middleware, and Java (Processor/NUP license metrics).

Key features and capabilities of the product include the following:

### *Inventory Management*

USU Oracle Optimization facilitates inventory management by deploying agents and connectors to gather environment information. These connectors are designed for various platforms like VMWare, AWS, Azure, RHEL, Exadata, and more. The hierarchical structure from Cluster to ESX to VMs to Hosts, typical in VMWare environments, is fully supported. This approach enables the production of Oracle Software Inventory worksheets (OSW) and is vital for determining license requirements in such environments. In addition to USU's SAM Inventory and Discovery agent technology the product also includes scripts and agents verified by Oracle. It's also possible to manually add data for instances not inventoried, allowing for greater flexibility, especially in cases where installing an agent may not be feasible for security reasons.

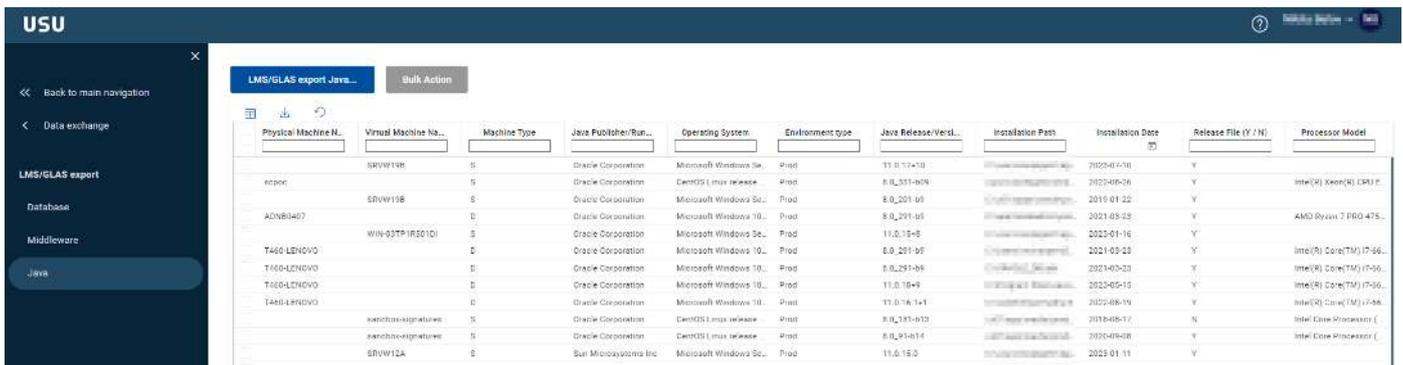
### *Comprehensive License Information*

One of the product's standout features is the provision of a comprehensive set of license types and products in a user-friendly dropdown menu. This menu includes critical details such as CSI numbers, Renewal Dates, and Expiry Dates, all of which are critical foundational data for optimizing Oracle licensing.

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## Middleware & Java Management

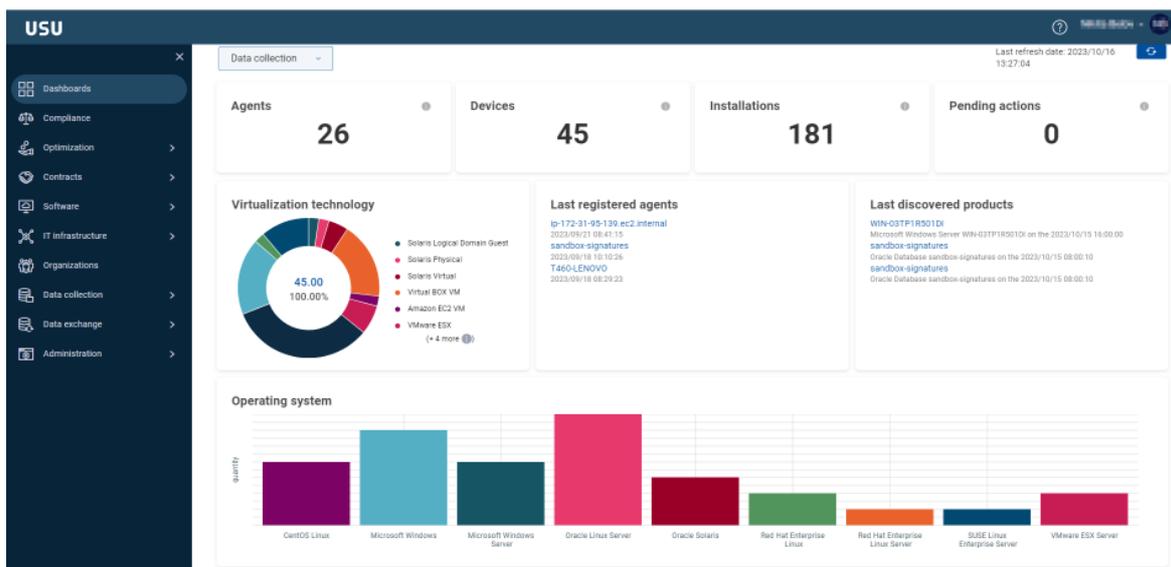
The same approach for Oracle is extended to Middleware management, ensuring comprehensive coverage of all Oracle products across the IT landscape. The product is verified by Oracle LMS for Middleware. This is also the case for managing Java SE for those organizations licensing under the Processor/Named User Plus (NUP) metrics. This capability remains important following Oracle's transition to the employee-based metric because organizations need to ensure compliance when renewing existing contracts under the legacy metrics.



Physical Machine N...	Virtual Machine Na...	Machine Type	Java Publisher/Run...	Operating System	Environment type	Java Release/Versi...	Installation Path	Installation Date	Release File (Y / N)	Processor Model
ecpcor	SRVW118	S	Oracle Corporation	Microsoft Windows Se...	Prod	11.0.17+10	...	2023-01-10	Y	
ADNB0407	SRVW118	S	Oracle Corporation	CentOS Linux release	Prod	8.0.331-806	...	2023-08-26	Y	Intel(R) Xeon(R) CPU E...
T460-LEN0V0	SRVW118	S	Oracle Corporation	Microsoft Windows Se...	Prod	8.0.201-06	...	2019-01-22	Y	
T460-LEN0V0	WIN-03TP-1R301D	S	Oracle Corporation	Microsoft Windows 10...	Prod	8.0.201-06	...	2021-05-28	Y	AMD Ryzen 7 680 475...
T460-LEN0V0		S	Oracle Corporation	Microsoft Windows Se...	Prod	11.0.15+8	...	2023-01-16	Y	
T460-LEN0V0		S	Oracle Corporation	Microsoft Windows 10...	Prod	8.0.201-06	...	2021-03-28	Y	Intel(R) Core(TM) i7-66...
T460-LEN0V0		S	Oracle Corporation	Microsoft Windows 10...	Prod	8.0.201-06	...	2021-03-23	Y	Intel(R) Core(TM) i7-66...
T460-LEN0V0		S	Oracle Corporation	Microsoft Windows 10...	Prod	11.0.16+8	...	2023-05-10	Y	Intel(R) Core(TM) i7-66...
T460-LEN0V0		S	Oracle Corporation	Microsoft Windows 10...	Prod	11.0.16+14	...	2023-06-14	Y	Intel(R) Core(TM) i7-66...
sanbox-signatures		S	Oracle Corporation	CentOS Linux release	Prod	8.0.331-013	...	2018-06-17	N	Intel Core Processor (
sanbox-signatures		S	Oracle Corporation	CentOS Linux release	Prod	8.0.330-14	...	2020-04-08	Y	Intel Core Processor (
SRVW112A		S	Sun Microsystems Inc	Microsoft Windows Se...	Prod	11.0.15.0	...	2023-01-11	Y	

## Dashboards and Compliance Analysis

USU Oracle Optimization provides interactive dashboards designed to enhance data quality in contracts and inventory. The Data Collection dashboard helps identify missing inventory, while the Compliance dashboard highlights compliance gaps, enabling users to create exceptions for specific environments or scenarios.



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## Compliance Analysis

Compliance analysis begins with setting up exclusions for instances or products, with the ability to assign licenses to either Processor or Named User Plus (NUP) instances. This level of granularity allows organizations to ring-fence licenses for specific environments, geographical regions, or operating companies. A key feature of the product is highly configurable rulesets, developed by USU's in-house Oracle experts. These rulesets are provided out of the box but can also be modified and updated to meet specific customer needs. This feature is applicable to both Databases, including Options and Packs, and Middleware.

Databases, options and packs										
Product name	Metric	# of acquired licenses		# of required licenses		Missing		License price	Support price	Missing license amount
		From	To	From	To	From	To			
1	Tuning Pack	Processor	0	2	-2			0.000.00 \$	1.100.00 \$	12.200.00 \$
2	Diagnostics Pack	Processor	0	2	-2			7.500.00 \$	1.650.00 \$	18.300.00 \$
3	Active Data Guard	Processor	21	0	0			11.500.00 \$	2.500.00 \$	0.00 \$
4	Advanced Compression	Named User Plus	100	0	0			220.00 \$	90.00 \$	0.00 \$
5	Oracle Database Standard Edi...	Named User Plus	50	0	0			350.00 \$	77.00 \$	0.00 \$
6	Oracle Database Standard Edi...	Named User Plus	100	0	0			350.00 \$	77.00 \$	0.00 \$
7	Oracle Database Enterprise E...	Processor	20	16	4			47.500.00 \$	10.450.00 \$	0.00 \$

Weblogic analysis										
Product name	Metric	# of acquired licenses		# of required licenses		Missing		License price	Support price	Missing license amount
		From	To	From	To	From	To			
No data to display										

Other Oracle products										
Product name	Metric	# of acquired licenses		# of required licenses		Missing		License price	Support price	Missing license amount
		From	To	From	To	From	To			
1	Java SE Subscription	Processor	0	10	-10			300.00 \$	0.00 \$	-4.800.00 \$

## Demand Analysis

USU Oracle Optimization includes a Demand Analysis feature that focuses on Database and WebLogic. It utilizes USU rulesets to calculate demand by VMware cluster, vCenter group, and other environments, including Public Cloud.

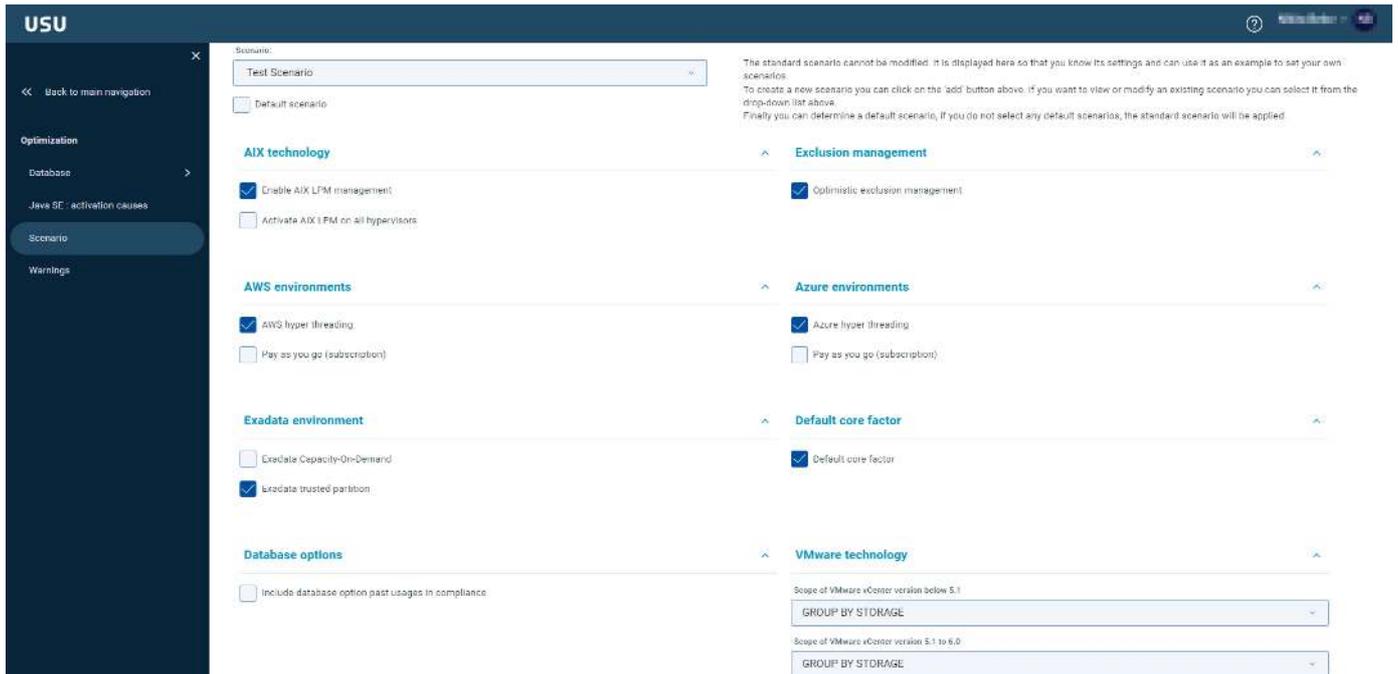
## Compliance Reporting

Automated compliance reporting is a key use case for customers of the product. It is possible to generate detailed reports based on contracts, environment data, and demand calculations. These reports provide insights into Oracle list pricing and estimate exposure, helping organizations make informed decisions regarding Oracle license and product strategy.

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## Data Export and Scenarios

The product is certified to export data for databases, Middleware, and Java in the format required by Oracle. Furthermore, users can simulate different deployment scenarios, such as enabling hyper-threading or utilizing PAYG licensing for cloud environments. This simulation capability is particularly useful in understanding the impact of various decisions on licensing and compliance.



## Pricing and Service Options

USU Oracle Optimization is available standalone and also as a managed service, which is preferred by approximately 50% of customers. The managed service includes one full analysis per year and ongoing environment monitoring. Additionally, USU can assist with audit defense, which can potentially save organizations significant costs. One case study showed the removal of €4.7 million in compliance risk for just €150,000 in audit defense costs.

## Customer References

Customer references were sourced in consultation with USU. References are representative of the typical customer size and use cases for managing Oracle licensing. If you are a USU customer, we would welcome your review of USU Software Asset Management – you can provide this via our [Marketplace](#).

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## ***Customer Reference 1 – Global Petrochemicals Company***

This reference customer operates worldwide and has approximately 15,000 employees.

They selected USU for Oracle optimization because they had a long-standing partnership relationship with USU for other Software Asset Management requirements. A deciding factor was also that the product is verified by Oracle for generating reports for Oracle License Management Services (LMS).

They noted that whilst installation is manual and did take some time to get fully up and running, technical support was excellent and responsive. They would like to see more automation in this regard in future product updates. They initially used the product to prepare for a recent Unlimited Licensing Agreement (ULA) certification. They continue to use the product for monitoring and maintaining ongoing compliance.

They find that USU's license knowledge is excellent and available in a timely manner but did note that they discovered some issues with discovery and inventory which required technical and development support. They did not rate this support as highly as the license compliance support. This is a pattern we've noted with USU's Oracle and SAP solutions previously. The reference advised that issues were ultimately resolved to their satisfaction but that they would have liked this to have happened more quickly. Overall, they rate customer and technical support as very good.

## ***Customer Reference 2 – EU Telecoms Company***

This reference customer operates in the EU and has approximately 8,000 employees.

They selected USU for Oracle Optimization primarily because the product is verified by Oracle. Their primary use case was to gather accurate deployment data for a recent ULA certification. The product identified many areas where a reduction in license deployment was possible, which will save future support costs. The product was found to be easy to install in most scenarios and they noted that the agentless discovery option overcame issues with certain environments and operating systems. They rated support as "Very Good" but would like to see improvements in the user interface and experience. They expect to see significant long-term ROI from their use of the product.

## Conclusion

USU Oracle Optimization provides organizations with a powerful tool to streamline Oracle license management, ensure compliance, and optimize licensing costs. Customer references noted that the “tool plus services” approach enabled them to get rapid insight into their Oracle environments. They also praised the licensing knowledge provided by USU’s consultants although also noted that technical support/fixes could take some time to be delivered.

With its improved and modern interface, comprehensive inventory management, and robust reporting capabilities, USU Oracle Optimization equips SAM teams to take control of Oracle Database, Middleware, and Java licensing, reduce compliance risks, and make informed decisions to maximize the value of their Oracle investments.

## About ITAM Review



[ITAM Review](#), founded in 2008, is an independent global community for ITAM, SAM, and Licensing professionals. ITAM Review organizes conferences worldwide alongside webinars, podcasts, whitepapers, news and analysis. Subsidiary [ITAM Review Learning](#) provides online and in-person training, helping

to educate and develop the next generation of ITAM professionals.. ITAM Review product certifications are designed to inform ITAM teams about the suitability of ITAM tools & services.