

Fact Sheet: Investment Economics

Taking the guesswork out of your Oracle investments

Putting ROI under the microscope

Is your Oracle investment providing the value you expected? Oracle Software Investment Advisory (SIA) can help you quantify the financial benefit of your Oracle contracts based on real software consumption data.

Our work supports customers with a formalized investment methodology, which can be used at different stages of their relationship with Oracle

Considering the move to an enterprise agreement?

We work with customers to assess the financial and business benefits of moving to an Unlimited License Agreement (ULA).

Planning to lower total cost of ownership (TCO)?

We can provide support with a “health check” of consumption compared with the terms of the agreement and identify opportunities to lower TCO.

Are you nearing the end of your ULA's term?

Toward the end of a contract term, customers can take advantage of a detailed financial report on current usage to support future purchase decisions.

Gain a more complete financial view of your investments

When you partner with Oracle SIA specialists, you'll gain the financial clarity that helps with plans to optimize your business by:

- Eliminating guesswork with detailed financial analysis
- Guiding informed financial decisions based on actual consumption data

- Giving clarification on consumption breakeven points by product
- Providing an understanding of complete contractual terms, for example, clarifying capped quantities

Value realization model



A model tailored to your needs

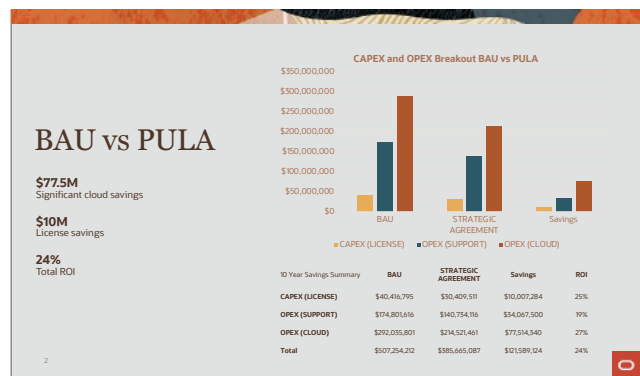
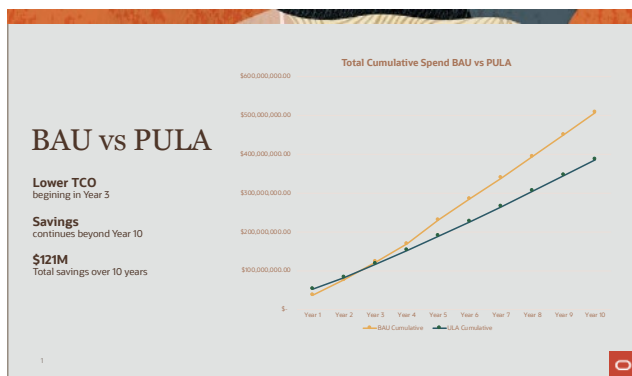
Using our value realization model, we'll analyze the products in use and measure them against the KPIs that matter to you.

Our process entails

- Analyzing retrospective value delivered to date
- Developing a customer-specific financial analysis that includes the ROI of different licensing options and aligning the analysis to future business needs and financial plans

Examples of Investment Economics results

These sample findings demonstrate the output produced by the Oracle SIA team.



Investment Economics in action

When one multinational retailer appointed a new CIO midway through its existing Oracle ULA, the executive wanted a formalized process in place for evaluating the financial benefits of the agreement.

The Oracle SIA team stepped in to provide a detailed breakdown of all the licensing agreements owned by the company. Through our Investment Economics service, we were able to provide usage insights and benchmarks, giving the company information about the utilization of its Oracle assets and financial benefits from the ULA.

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For more information, contact
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