Determined the big picture

Answering the key commercial questions

A major global bank had just welcomed a new IT and procurement leadership team. The team wanted to pave the way to financial success—starting with the commercial management of their Oracle usage.

Their initial aim was to optimize value and reduce any risks within their Oracle contracts. By starting with greater visibility into actual database, middleware, and applications usage within the bank (and how that matched against existing contracts and subscriptions), they sought to understand, and effectively manage the full lifecycle of Oracle assets.

Oracle SIA solutions: Supporting the customer journey

A multi-phased approach with multiple services from Oracle SIA

Oracle SIA services were critical to helping the bank establish full control of their Oracle entitlements. First, the Entitlement Intelligence service was used to make sure the customer had complete clarity on their Oracle software investments. Then, the License Knowledge Transfer service helped educate their team on the applicable licensing metrics and policies from Oracle.

Once they had a blueprint to work to, they started using the Deployment Optimization service on a quarterly basis, regularly evaluating their usage and analysing opportunities to gain better returns on their investments.

But that’s not their only benchmark. Annually, they make use of the Investment Economics service from Oracle SIA to further ascertain the value they get from their Oracle deployments.

And right now, the bank is in the middle of a big cloud migration, using the Cloud Sizing service. The clarity that has been delivered by wider Oracle SIA services has given the customer the confidence they needed to move forward with this migration program.

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