ORACLE
Global Licensing
Advisory Services

FROM VISION TO CONTROL: A CUSTOMER JOURNEY

How Oracle Global Licensing Advisory Services (GLAS) helped a global financial services business analyse, evaluate and optimize its Oracle IT investments

Determining the big picture

Answering the key commercial questions

Following a leadership transition, a major global financial institution wanted greater visibility into its Oracle investments.

The organization needed to understand software usage, reduce commercial risk and establish a long-term strategy for optimizing Oracle investments across its database, middleware and application environments.

Oracle GLAS solution: Supporting the customer journey

A multi-phased approach with multiple services from Oracle GLAS

Oracle GLAS worked with the customer's IT and procurement teams to build licensing knowledge and operational readiness while establishing a clear understanding of the Oracle estate. This foundation enabled the organization to improve governance, reduce commercial risk and make more informed decisions throughout the software lifecycle.

As the organization progressed its cloud modernization strategy, Consumption Insights and Financial Enablement provided continuous visibility into usage patterns, identified opportunities to optimize existing investments and supported financially informed migration planning.

Rather than beginning cloud planning from scratch, Oracle GLAS enabled the customer to build on existing Oracle investments and make informed modernization decisions based on actual deployment and consumption data.

Services delivered

- **Knowledge & Readiness** – Enabled IT and procurement teams to confidently manage Oracle licensing and governance.
- **Consumption Insights** – Established a complete view of Oracle investments and contractual entitlements. Identified optimization opportunities and reduced commercial risk through ongoing deployment analysis. Delivered continuous visibility into Oracle usage to support operational and cloud planning.
- **Financial Enablement** – Helped optimize commercial decisions and maximize the value of Oracle investments.

Confidence

Insights gained

- Improved visibility across Oracle assets and contractual entitlements
- Strengthened licensing governance and organizational readiness
- Reduced commercial and compliance risk
- Increased return on existing Oracle investments
- Supported data-driven cloud modernization decisions
- Established a sustainable framework for ongoing Oracle investment governance

By combining Oracle GLAS advisory services with ongoing optimization and financial analysis, the customer transformed Oracle asset management from a reactive process into a strategic capability.

The organization now has the visibility, governance, and commercial insight needed to optimize Oracle investments, support cloud transformation and make informed technology decisions with confidence.

Through an ongoing engagement with Oracle GLAS, the customer established a continuous optimization framework that continues to support operational, commercial, and cloud transformation initiatives.

Next steps

Visit our website for more information about all of the services available from the Oracle GLAS team, and how they can be combined to provide a custom solution for your business.

Learn more

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