

WRAPPING UP

Final words from Jonathan Koop

"A wide range of topics were covered during the session, many of which related to a capability described by one member as a 'thermometer for our license usage'. This is clearly connected to our how we count and analyse usage. What this again highlights is that customers want interpretation as well as data on their deployed estate, based on relevant metrics that highlight alternative options and areas of risk and inefficiency.

In the past, I've had mixed answers from customers on the question of whether they want a separate licensing tool from Oracle – partly because every vendor offers one and it can quickly become 'just another tool' to manage. However, we are determined to provide options, whether they're third party verified tools, bespoke, fully packaged tools designed to run centrally, or some form of 'license fingerprint' that feeds into wider asset management tracking.

Picking up on the challenge of managing licenses across distributed teams, I think this is an area where LMS can offer immediate support. To begin with, I have teams in over 100 countries working with customers at a local level. We're also looking at our model for identifying and working with the right partners – organizations who can run the necessary scripts and offer suitable automation capabilities to deliver effective sign-off. In addition, LMS is looking at our existing tools, and how we can help customers compile different streams of license data into more insightful intelligence. It's an ongoing focus area and discussions continue with customers over the precise discovery and reporting specification of these tools, so I would encourage customers to watch this space.

Further actions I picked up were:

- Build a roadmap of future discussions for the Group
- Identify how best to support the ULA process, particularly when a customer is approaching the end of the contract, and what type of information they need 'pushed out' to aid more informed decision making
- Ensure Oracle LMS is positioned to deliver more advice and guidance to customers around both their strategic procurement decisions, and how these may impact their compliance position



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