



# Software Asset Management Services for Oracle

Oracle is unquestionably one of the leading licensors of enterprise software in the US. However, Oracle also has one of the most complex and arduous systems for licensing its software, creating a potential source of financial risk from a compliance perspective.

Are you confident that your Oracle agreements include the most favorable terms and conditions? Do you know your compliance position with Oracle? Do you know all of the current and alternative licensing options for the products you use? If your response to any of these questions is “no,” then Siwel can help.

Siwel provides Software License Position and Contract Advisory Services to help you avoid unnecessary costs and get the most out of your Oracle software investment.

## Software License Position (Internal Audit)

Siwel provides Software License Position (SLP) services that help organizations conduct self-audits to maximize their license utilization and understand their compliance position with Oracle. Our team of Oracle licensing experts will:

- Review your contract terms and conditions to establish an entitlements baseline
- Analyze, review, and reconcile data collected by the existing discovery tools in your environment
- Establish your Oracle compliance position by comparing and reconciling software entitlements versus actual deployments
- Identify areas of risk and propose recommendations to mitigate potential non-compliance scenarios
- Identify opportunities to maximize your Oracle software license utilization

## *SAM Services for Oracle*

### Benefits:

- Support a successful audit outcome
- Support negotiation of a more favorable contract renewal
- Reduce costs
- Optimize your Oracle investment

***The information gained from a Siwel SLP engagement can make the difference between a successful audit outcome and an unsuccessful and costly one. Furthermore, it will help you negotiate a much more favorable Oracle contract renewal to maximize your investment in Oracle software.***

At the conclusion of an Oracle SLP engagement, Siwel will provide you with a detailed Software License Position Report that includes the following:

- Baseline summary of Oracle software entitlements
- Assessment of license shortages and surpluses
- Comprehensive analysis that identifies key findings, including any areas of risk
- Recommendations on how to mitigate any potential non-compliance scenarios and how to maximize your Oracle software license utilization

## Oracle Contract Advisory Services

Siwel's Contract Advisory Services (CAS) for Oracle are custom-tailored for each client's specific needs. Our team of Oracle contract analysts can provide your organization with guidance, strategy and direction about the management of your Oracle contracts. Siwel CAS will include a comprehensive review of your Oracle contracts and any deal-related documents, and may include:

- Recommendations for managing existing Oracle contracts in order to minimize risk and optimize the value of your licensing investment
- Alignment of your Oracle contracts to ensure that your entitlements are "right-sized" and that they meet your business requirements and technology roadmap
- A strategy for consolidation or elimination of existing Oracle order documents or agreements
- Specific advice on the pertinent terms and conditions in your contract
- Negotiation strategy and guidance with regard to upcoming Oracle license purchases
- Acting as your agent at the negotiating table with Oracle

***The information gained from a Siwel Contract Advisory Services engagement will enable your organization to better manage your Oracle contracts and to be in a position of knowledge and strength as you enter into negotiations with Oracle.***

At the conclusion of an Oracle Contract Advisory Services engagement, we provide a detailed written analysis that includes a summary of the Oracle contracts reviewed together with recommendations specifically tailored for your organization.

## Why Siwel?

Founded in 1992, Siwel is a woman-owned business that has been developing and implementing successful IT Asset Management solutions for Fortune 500 and middle market companies since 1998. The Siwel team has learned that to be successful you must be "Data Smart" - your ITAM program must combine rich business intelligence with business analytics that enable your organization to support important strategic and financial decisions. Whether you engage Siwel for help with tools, data, contracts, processes, managed services or just industry best-practices, your organization will benefit from the support and services of the foremost experts in the field.