



Oracle on VMware

3 steps to addressing license compliance
for oracle on vmware

- 1 Step 1 – Understand the problem
- 2 Step 2 – Establish license transparency for the future
- 3 Step 3 – Get professional advice

The Survey at a glance

Executive summary:

If your organisation is running Oracle databases on a VMware virtualisation platform, it faces an unplanned financial black-hole due to under-licensing that could run into seven-figures. Matrix42, the license and workspace management specialist, has created a 3-step plan to help you mitigate this risk:

- 1. Understand the problem by identifying your potential exposure**
- 2. Implement an Oracle-specific license compliance solution, as part of a holistic license management approach**

- 3. Work with a professional data centre consultant who can identify which of the five possible approaches to dealing with this issue is most appropriate**

- Do nothing and accept the consequences
- Replace Oracle with an equivalent solution from another vendor
- Move Oracle instances from virtual to physical systems
- Move Oracle to another virtualisation platform
- Negotiate with Oracle to find a 'fair' and compliant solution

1 Step 1 – Understand the problem

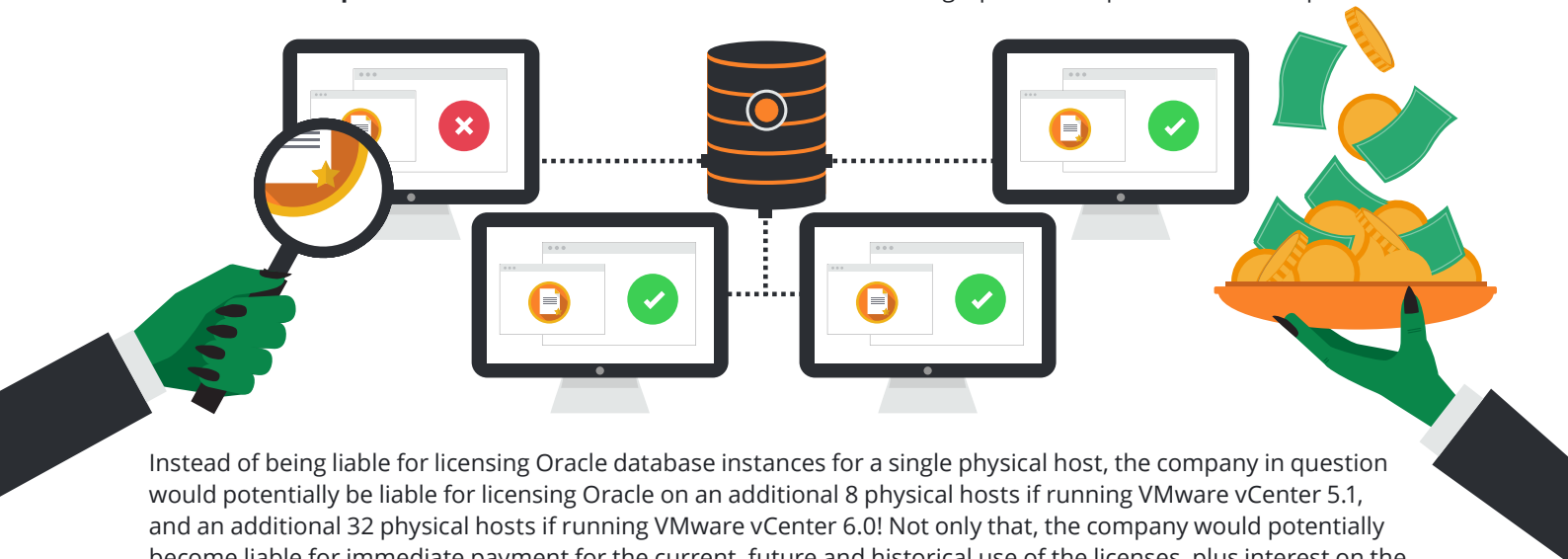
Oracle builds some of the best database software in the world and is the market leader. For customers however, using the best comes at a price – one which can be unexpectedly high, thanks to the complexity and lack of transparency regarding Oracle's licensing terms. This makes it very easy for organisations, especially those running Oracle Databases in VMware vCenter 5.1 or 6.0 environments within their data centres, to

be under-licensed without realising. Moreover, it is unavoidable that this kind of oversight will be exposed, sooner or later. The reason: Oracle is pursuing an aggressive license-auditing program (through which it generates up to 20% of its revenues) that identifies under-licensing. As a result, audited companies can be faced with serious financial risks that have, in some cases, amounted to millions of Euros.

Here are the specific circumstances under which companies are affected:

- With VMware vCenter 5.1 installed, companies must potentially license Oracle for every physical host server within a vCenter, even if Oracle database instances are not running on every host in that vCenter.
- With VMware vCenter 6.0 installed, companies must potentially license Oracle for every physical host within their entire VMware infrastructure, even if Oracle database instances are not running on every host in that infrastructure.

The financial implications of these scenarios can be dramatic. The graphic below provides an example.



Instead of being liable for licensing Oracle database instances for a single physical host, the company in question would potentially be liable for licensing Oracle on an additional 8 physical hosts if running VMware vCenter 5.1, and an additional 32 physical hosts if running VMware vCenter 6.0! Not only that, the company would potentially become liable for immediate payment for the current, future and historical use of the licenses, plus interest on the money owed for historical use of the unlicensed instances! So, what action can you take to address this issue?

2 Step 2 – Establish license transparency for the future

The first action that any affected organisation should take is to establish a completely transparent and valid overview of all its contracts, licenses and software instances.

Matrix42 Oracle Database Compliance is a proven, valuable tool that can provide this transparency. Based on an Oracle-verified scan engine from nova ratio AG, the tool enables organisations to simulate an Oracle audit continuously. It automatically delivers the raw data accepted by Oracle for a real audit, and a simulated

analysis identical to the one performed by the official Oracle LMS Service Centre, which carries out the audits. This analysis provides an excellent basis for negotiating licensing terms with Oracle.

The assessment of your technical Oracle instances is available on a daily basis, along with details of your contracts and license statuses. This comprehensive information supports you in making your future licensing decisions.

3 Step 3 – Get professional advice

Every company running Oracle databases in VMware vCenter 5.1 or 6.0 environments will, sooner or later, be audited by Oracle. This creates huge uncertainty for affected organisations, particularly because as of July 2015, Oracle has made no official statement on how they should license their software in this scenario. Not only that, the harsh reality is that there is no 'solution' as such. The only way forward is to seek the advice of a professional data centre consultant who can help select the best (or 'least worst') course of action. There are essentially five options:

1. Do nothing and accept the consequences

This is the potentially least disruptive but most expensive approach. However, it will have a significant and immediate negative impact on the financial performance of your organisation.

2. Replace Oracle with an equivalent solution from another vendor

This is one of the most disruptive options, which carries the additional risks of being expensive, risky and time-consuming, with no guarantee of comparable database service quality.

3. Move Oracle instances from virtual to physical systems

This is also an extremely time-consuming approach that will inevitably generate additional cost in terms of expenditure on additional hardware, and is also likely to lead to performance shortfalls when compared with a virtualised environment.

4. Move Oracle instances from VMware to another virtualisation platform

The chosen platform should either be approved by Oracle for "Hard Partitioning" (e.g. IBM LPAR, Oracle VM) or lack the load-balancing features that would create the same licensing issues as a VMware platform. This is also a disruptive and possibly expensive option.

5. Negotiate with Oracle to find a 'fair' agreement

In many cases, this will be the least disruptive and maybe even the least expensive option, relatively speaking. However, a successful outcome is dependent on your organisation's relationship with the vendor, the negotiation skills of your managers, and Oracle's good will.

Learn more about Matrix42 Compliance functions with a 30-day free trial.



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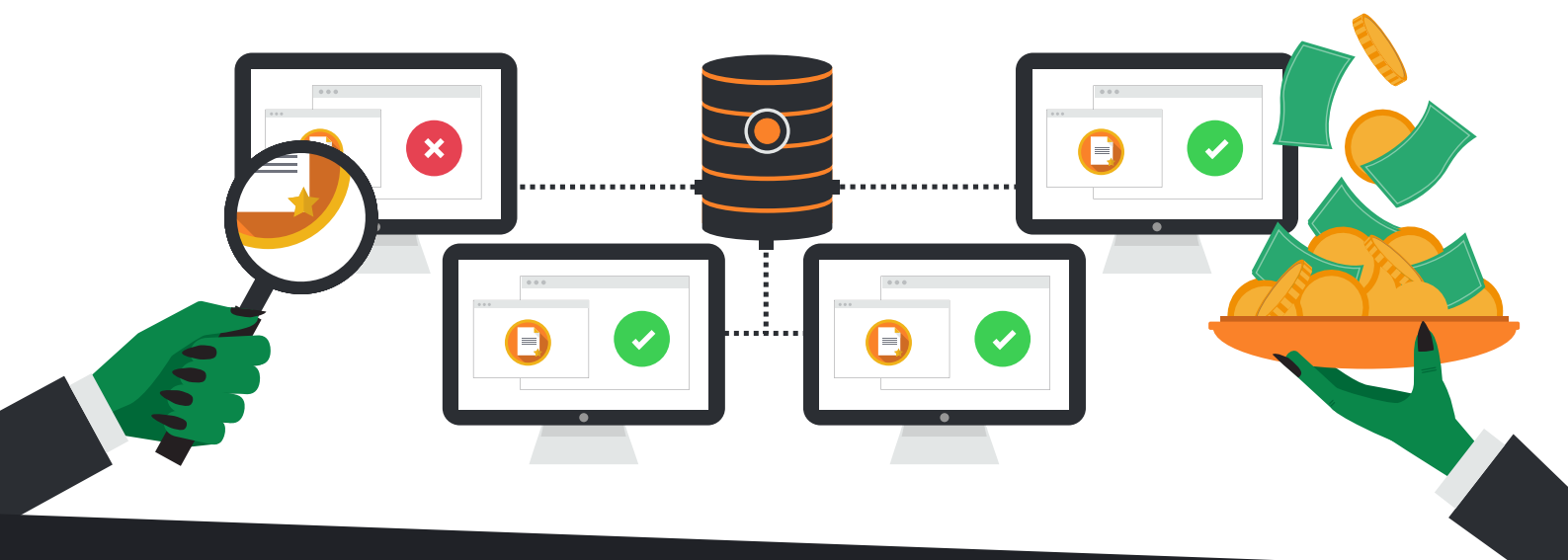
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Matrix42 AG

Matrix42 is a top provider of workspace management software. The company offers forward-thinking solutions for modern work environments under its 'Smarter workspace' motto. More than 3,000 customers around the world, including BMW, Infineon, and Carl Zeiss, currently manage approximately 3 million workstations using workspace management solutions from Matrix42.

Matrix42 operates successfully in seven countries – Germany, Austria, Switzerland, the Netherlands, Great Britain, Sweden, and Australia. The company's headquarters are in Frankfurt am Main in Germany. Founded in 1992, the company has been part of the Asseco Group since 2008, one of Europe's largest software providers.

Matrix42's products and solutions are designed to simply and efficiently manage modern work environments – whether physical, virtual, or at mobile workspaces.

Matrix42 focuses on user orientation, automation, and process optimization. The company's solutions meet not only the requirements of modern employees who want to work from any location and with a great variety of devices, but also those of IT departments and businesses themselves.

Matrix42 offers its solutions to organizations across different sectors who value forward-looking and efficient workspace management. The company also successfully collaborates with partners who provide on-site consultation to Matrix42 customers. Some of these leading partners include TAP.DE Solutions GmbH, Consulting4IT GmbH, and DSP IT Service GmbH. Further information available at

<http://www.matrix42.com/en>
<http://www.matrix42.ch>

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