

Case Study

# Manufacturing Giant saves €4.3m in Oracle ULA Certification



## Exec Summary

A leading European manufacturing company faced significant financial and compliance risks as their Oracle Unlimited License Agreement (ULA) approached certification. The organization had previously renewed its ULA due to uncertainty about its licensing position. With only seven months until certification, they turned to Livingstone Technologies for expert guidance.

Leveraging its deep Oracle expertise and proprietary optimization methodologies, Livingstone successfully navigated the complex certification process, enabling the company to certify the correct number of licenses and avoid a costly **€4.3 million renewal**.



## The challenge

The customer had been in a ULA with Oracle for five years, renewing it once after an initial purchase to resolve audit-related compliance issues. As certification approached, multiple obstacles threatened their ability to complete the process efficiently:

- **Incomplete Inventory Data** – Despite multiple inventory tools, including a leading SAM solution, the company lacked full visibility into its Oracle deployments.
- **Complex IT Environment** – Oracle was deployed across AIX LPARs, Azure, Solaris, and VMware, making accurate usage assessment difficult.
- **Cloud Certification Clause** – Oracle’s contractual clause required a detailed calculation of daily processor averages in the cloud, adding further complexity.

- **Tight Timeframe** – With only seven months to complete the certification, there was minimal margin for error.

The company needed expert support to ensure a smooth certification process and avoid costly non-compliance risks.

## FAST FACTS

<b>Sector:</b>	Manufacturing
<b>Size:</b>	100k employees
<b>Location:</b>	Across Europe
<b>Service:</b>	Oracle ULA



## The solution

Livingstone Technologies deployed its Oracle licensing specialists to conduct a thorough analysis of the customer's licensing position and certification requirements. The engagement involved several key steps:

1. **Contract & Entitlement Review** – A detailed examination of Oracle agreements identified potential risk areas and strategies for avoiding a forced renewal.
2. **Internal Audit & License Position Assessment** – Livingstone used Oracle license scripts and additional data sources to create an accurate Effective License Position (ELP), uncovering both ULA and non-ULA product deployments.
3. **Risk Remediation** – The internal audit revealed substantial risk from unintentional deployments of non-ULA products. Livingstone provided targeted remediation guidance to rectify these issues.
4. **Certification Execution** – Livingstone prepared all necessary certification documentation and helped the customer respond to Oracle's validation queries, ensuring a seamless certification process.



## The outcome

By working with Livingstone Technologies, the customer successfully certified their Oracle ULA, achieving the following benefits:

- **€4.3M Cost Avoidance** – By certifying rather than renewing, the company avoided a multi-million-euro ULA renewal expense.
- **Optimized Licensing** – The correct number of licenses was certified, preventing unnecessary future costs.
- **Compliance Assurance** – Oracle's certification requirements were fully met, reducing the risk of future compliance challenges.
- **Operational Confidence** – With expert guidance, the company gained greater control and understanding of its Oracle licensing landscape.

Livingstone's expert-led approach provided the customer with the strategic insights and execution support needed to navigate Oracle's complex ULA certification process successfully. The result was **significant cost savings and long-term licensing security**.

**Need support with your Oracle ULA?**

Contact us today.

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