


Don't Gamble With Your Oracle Assets

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1


LET'S TALK!

Gambling With Oracle


Do You Have An Oracle Gambling Problem?

Take Control

Success Stories!




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Craig Guarente
CEO and Founder Palisade Compliance

- 16-year Oracle Veteran
- Global VP of Oracle Contracts and Business Practices
- Global Process Owner - Oracle LMS (audits)
- Oracle CIO Advisory Board Oracle User Group - Licensing and Contracting



2

GAMBLE

/ˈɡæmbəl/
verb


to take risky action in the hope of a desired result.

Winning Odds


Blackjack 42.22%

Craps 48.5%

Oracle LMS – You Decide!



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3



How You Gamble With Your Oracle Assets

- Unknown or non-compliant position
- Sending the wrong information to Oracle
- Asking Oracle auditors for help
- Signing and negotiating contracts without engaging your ITAM expertise
- Lack of investment in ITAM
- Blind Trust In Tools






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4

Do You Have An Oracle Gambling Problem?

- Are you in compliance with your Oracle contracts? If not, do you know why you are non-compliant? Are you working to fix it?
- Do you have an Oracle specific audit response program? If you gave Oracle's LMS audit team all the information they requested; do you know what the result would be?
- Are you helping your procurement and legal teams in the contracting process?
- Are you checking to see that your SAM tool is giving you the right answer?
- Are you going to Oracle's LMS audit team and/or partners and asking for asking for licensing help? Are you going to Oracle competitors and asking for licensing help?

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5

The Opposite Of Gambling

- ✓ Certainty
- ✓ Sureness
- ✓ Design
- ✓ Guard
- ✓ Insurance
- ✓ Plan
- ✓ Protection
- ✓ Safeguard






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6

Take Control – End Your Oracle Gambling Addiction

Knowledge/Information
Tools
Expertise

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7



We Need An Answer!

- A problem leads to a Google search
- Over 5,000 articles/blogs/videos on licensing Oracle when running on VMWare
- Oracle, VMWare, even Palisade Compliance have information available to you.

Information Problem

- Overload
- Veracity
- Outdated
- Not specific to your reality

You need information that is current, from a reliable source, and **rationalized** to your situation, goals, and culture.

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8

We Need A Tool!



You were audited and found to be out of compliance. You gave the vendor a lot of money, so you invested in a tool, so it never happens again. You roll it out and you're still not confident in your compliance position.

Tool Problems

- SAM tools do not help with the totality of Oracle products. (Database, Middleware, EBS, Java, Siebel, Hyperion, Netsuite, etc). Oracle looks for non-compliance anywhere to advance their agenda.
- Oracle Verified Tools are prohibited from giving you a compliance position. These tools really just make it easier for Oracle to audit you.
- Oracle will not let you use their tools unless you agree to be audited by them.
- Misunderstanding/over-reliance on what a tool can do

Every Oracle customer should have access to compliance tools, but these companies must know exactly what a tool does, what its limitations are, and how to optimize the benefits and reduce the risks of those tools.

Audit your tools

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9

We Need A Team!

- You were audited, or worried about compliance, and your company created a SAM organization.
- Despite having created this team you continue to be audited by vendors.
- Uncertainty around compliance persists.
- You are in a constant state of reaction.

People Problems

- Your team consists of generalists that cover more than one vendor
- Sporadic training does not keep pace with business needs
- The Great Resignation
- Your team does not know Oracle as well as Oracle knows Oracle.

To effectively manage and control Oracle, you require Oracle-dedicated individuals across functions so you can effectively manage licensing, contracting, internal requirements, and vendor relations. These people must anticipate and prepare for Oracle's behavior and actions. These people can be badged employees, external experts, or a combination of both

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10

Your ULA is expiring, and Oracle LMS audit team offers free "help." How do you play this hand?

- Company had a tool to manage usage and a SAM program.
- Company accepted "help" and gave Oracle LMS audit team access to Oracle verified tool data and information unrelated to their ULA contract
- Oracle found \$50m in alleged non-compliance
- Company went to independent dedicated experts, after 1.5 years, paid Oracle approximately \$2m in fees.

- Company had a tool to manage usage and a SAM program.
- Company declined Oracle LMS audit team "help"
- Company went to outside experts for assistance validating tool output
- Experts found significant gaps in Oracle verified tool and worked with company to ensure tool was producing proper reports
- Dedicated experts and company successfully certified the ULA with no additional fees paid to Oracle. Project completed in 5 months

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Running Oracle On A Virtualized Environment. Double Down?

- Company found VM Whitepaper on Oracle licensing and followed recommendations.
- Company was audited by Oracle and had their SAM team run the audit
- Oracle found so much "non-compliance" they stopped counting and demanded a commercial resolution
- Company settled with Oracle paying over \$10m
- Post-audit, Company made significant changes to their compliance and audit response functions including removing staff.


- Company found VM Whitepaper on Oracle licensing and followed recommendations.
- Company was audited by Oracle and had their SAM team-work with independent experts on the audit response
- Before sending any information to Oracle, Company forced Oracle concessions on contract terms that eliminated virtualization non-compliance risk
- Audit ended with zero non-compliance findings
- Company SAM lead was promoted to a leadership position


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12

IMPORTANT POINTS

- Knowledge/Learning** Must be ongoing, current, reliable, and rationalized
- Tools** Understand what they do, and do not do, and when to use them. Make sure they work
- People/Expertise** Multi-disciplined, dedicated, and anticipatory.


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13


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14
