



IAITAM ACE 2025


ITAM - Another Brick In The Wall

The Power of 3 – The Magic ITAM Formula to navigating Oracle Java Licensing Concerns

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Senior Vice President | Azul



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Simon, as the Senior Vice President of Azul's Global Channel and Alliances, is a seasoned executive with a wealth of experience spanning over three decades in the industry. His expertise encompasses Software Asset Management (SAM), IT Asset Management (ITAM), machine learning, insight engines, data analytics, and information governance.

Beginning his career with humble roots as a project manager at Glaxo SmithKline, Simon has since ascended to various executive roles in renowned organizations such as Symantec, Commvault, Proofpoint, Firemon, Lucidworks, and Nitro.

As an accomplished industry speaker, Simon is a recognizable figure on the global stage, frequently traveling worldwide to support his partners practices. His engagements extend to advising and providing strategic insights to key distribution, value added reseller, integrator and alliances ISV organizations.

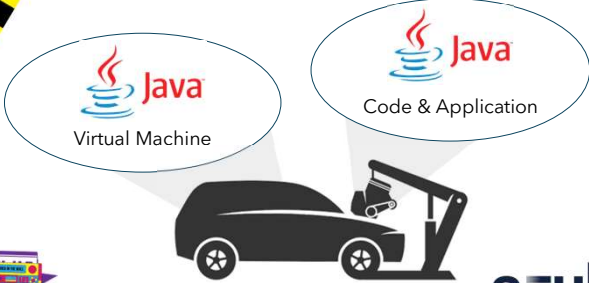
You can find more information about Simon at www.linkedin.com/in/Simontaylor/

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What is Java?



Virtual Machine


Code & Application

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A (Very) Brief History Of Java



1995
JDK 1.0 - JDK 6

2010
JDK 7 - JDK 22

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Where are Companies with Java Licensing?

Paying for Oracle Java	Non-Paying Java Organization	No Idea What They Have
		
<ol style="list-style-type: none"> 1. Understand License Exposure 2. Try and Negotiate with Oracle 3. Consider Alternatives 	<ol style="list-style-type: none"> 1. Using Oracle But Not Telling 2. Minimize Java Use & Avoid Paying 3. Consider Alternatives on Priority and "At Risk" Applications 	<ol style="list-style-type: none"> 1. Don't Understand Java Licensing 2. Are Using Major Java Apps but don't realize the dependencies 3. Have DevOps efficiency Issues


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How does Oracle Know What You Have?

- Oracle tracks the IP address of computers that download Java (possibly more)
- Java's default installation has a feature enabled where it will "call home" to Oracle to see if there are any new updates
- Java will auto-update itself from a free version to a paid version unless you turn off the auto-updates



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What are my Options?

IGNORE

NEGOTIATE

SURRENDER

REMOVE

UPGRADE

SWITCH

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Face the Facts....

Staying & Paying

- Oracle sales teams threaten audits but really, they "sales calls" to get organizations to respond.
- The Oracle LMS (License Management Team) rarely conduct actual audits however the goal of the sales call is to get data
- Sticking within your existing contract terms.
- Oracle will ask for proof (Audit) of license volumes to maintain existing contract compliance.
- If you don't have a contract, you will be given a bill on the employee license model.
- If Oracle have evidence that downloads, or use of Java has occurred prior to the "sales call" they will push for a 3- or 5-year term to avoid "back taxes".

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Oracle Java SE - How Concern Are People?

Aud/IDW Survey 2025
n = 1800

Concern Level	Percentage
Extremely concerned	23.8%
Very concerned	32.3%
Somewhat concerned	27.9%
Not at all concerned	3.5%
I don't know	1.6%

JAVA ADOPTION: 98%
USE JAVA IN SOFTWARE OR INFRASTRUCTURE

66% PAY FOR JAVA SUPPORT

72% CONSIDERING NON-ORACLE JAVA SOLUTIONS

ORACLE JAVA MARKET SHARE: 82%
OF RESPONDENTS ARE CONCERNED ABOUT ORACLE PRICING

Aud/IDW Survey 2025, n = 1800

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Getting Deeper Into What Counts

Simple Discovery

- Computer / Server Name
- Processor Environment
- # Cores
- JDK Version
- JDK Windows Version
- JDK Distribution
- JDK Oracle vs. Non-Oracle
- Oracle JDK Type
- JDK Azul vs. Non-Azul, Azul build
- Licensed vs. Unlicensed

Deep Analysis

Oracle JDK Component	TOTAL INSTANCES	OS	PROCESSOR	MEM	CPU	OS	OS	OS
Windows	100	100	100	100	100	100	100	100
Linux	100	100	100	100	100	100	100	100
Mac OS	100	100	100	100	100	100	100	100
Unix	100	100	100	100	100	100	100	100

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When Just Installed Data Isn't Enough

Static License Script Collection

Static

What is installed and where?
What versions are installed?
What times of Java?
Do I have enough detail?
Can I see security patches?

Active JVM Runtime Data

Active

What is running and used?
What application is associated?
Where are my critical workloads?
Are there any performance issues?
Are there any zero day security issues?

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How to Select the Right JDK...

License Risk

Java Skills & Availability

High Risk, Low Skill

License Advisory Partner

JDK Migration Partner

High Risk, High Skill

Select Paid JDK Alternative

Self Service JDK Migration

OpenJDK Alternative

Low Risk, Low Skill

Try and Negotiate

JDK Migration Partner

Low Risk, High Skill

Try and Negotiate

Self Service JDK Migration

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Face the Facts...

What are Java Critical Patch Updates (CPUs) and why are they important in selecting the right Open JDK vendor

Date	Versions	Highest CVE	No of CVEs	Fix delay
Jul 2020	JDK 8	8.3	9	13 days
Oct 2020	JDK 8, 11, 13, 15	5.3	8	16 days
Jan 2022	JDK 11	5.3	15	36 days
Jul 2022	JDK 8	7.5	3	14 days
Jul 2022	JDK 11, 17, 18	7.5	3	25 days
Jul 2023	JDK 11, 17	5.9	8	38 days

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What's Needed to Accelerate the Change

1 Java Advisory Engagement

- Datacenter / Spa Admin
- Developer Ops / Manager
- License Manager
- Java Manager / Strategy
- License Audit

2 Validation Findings

- Legacy Java Dependency
- Security Exposure
- Desktop / Server Use
- Prioritized Java Apps
- Industry Risk Knowledge

3 Java Migration Workshop

- Migration Sizing
- Resourcing Effort
- Timelines & Durations
- Customer Success

4 JDK Migration

- Application Impact
- Prioritization
- Project & Resource Plan
- Migration Advisory

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How to Create a Blueprint for Success

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The Java Licensing Playbook

Manage Responses

You don't have to consider responding to Oracle until you have facts.

- 1 Understand your new Oracle licensing risks by looking at how your employee count relates to Oracle licensing
- 2 Identify the amount of Oracle Java in use within your software estate
- 3 Focus on the type and version of Java license (e.g., server, desktop, cloud or virtual instance)
- 4 Use an assessor tool (e.g., Flexera or bring in a partner specialist)

Java Licensing Inventory

Make sure you inventory Java in all applications, devices, and middleware across all deployment types.

- 5 Determine if you are at risk from an Oracle Java audit
- 6 Evaluate your existing Oracle Java SE contract and its limitations
- 7 Identify new options (e.g., TheGang's JLV application support)

Build Your ROI

Consider the pros and cons of staying with or migrating from Oracle Java.

- 8 Determine the Java risks you have internally and your ability to move to alternatives
- 9 Choose the right OpenJDK alternative vendor
 - License Savings
 - Legacy Version/Support
 - Security Readiness
 - Legislation Compliance
 - Migration Assistance

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Face the Facts...

JDK Migration DNA

- The number of desktop & server JVM instances
- The number of different critical and non-critical applications
- The number of applications on different Java versions and instances
- Your own resources vs. external help to plan, manage and perform the migration

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Get a T-Shirt ROI and JDK Migration Estimate

Sizing

Item/Device	Count
Employee	5,000
Desktop	1,740
Server	840
Application Severity	
Critical Apps	2
Non-Critical Apps	4
JDK SE Apps	6
JDK 6/7 Apps	0
Applications / Workload	
Desktop Apps	6
Server Apps	2
Migration Effort	
Discovery Hours	153
Execution Hours	143
Validation Hours	45
License Cost Analysis	
Expanded Oracle Costs	\$630,000
Typical Alternative Costs	\$130,000

ROI

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Summary

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Small

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Get a T-Shirt ROI and JDK Migration Estimate

Sizing

	Derivative	#
Mobile		
Employees	Desktop	15,000
JNMS	Servers	2,495
		710
Applications Severity	Critical Apps	10
	Non-Critical Apps	4
	JDK 8+ Apps	10
	JDK 6/7 Apps	4
Application Characteristics	Applets / Webstart	5
	Desktop Apps	12
	Server Apps	2
Migration Effort	Discovery Hours	500
	Execution Hours	310
	Validation Hours	135

ROI

		#
Migration Effort		
Migration Hours		935
Migration Weeks		21.9
Migration Months		6.0

1 Year ACV Summary

	Totals
ROI \$	\$1.15M+
ROI %	78%

3 Year TCV Summary

	Totals
ROI \$	\$3.6M+
ROI %	81%

5 Year TCV Summary

	Totals
ROI \$	\$6.1M+
ROI %	82%

License Cost Analysis

	\$
Oracle Java SE Costs	\$1,485,000
Typical Alternate Costs	\$340,000

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Get a T-Shirt ROI and JDK Migration Estimate

Sizing

	Derivative	#
Mobile		
Employees	Desktop	100,000
JNMS	Servers	24,670
		8175
Applications Severity	Critical Apps	13
	Non-Critical Apps	14
	JDK 8+ Apps	21
	JDK 6/7 Apps	7
Application Characteristics	Applets / Webstart	8
	Desktop Apps	18
	Server Apps	10
Migration Effort	Discovery Hours	1164
	Execution Hours	710
	Validation Hours	195

ROI

		#
Migration Effort		
Migration Hours		2077
Migration Weeks		52.0
Migration Months		12.9

1 Year ACV Summary

	Totals
ROI \$	\$3M+
ROI %	79%

3 Year TCV Summary

	Totals
ROI \$	\$15.4M+
ROI %	82%

5 Year TCV Summary

	Totals
ROI \$	\$25.8M+
ROI %	82%

License Cost Analysis

	\$
Oracle Java SE Costs	\$6,300,000
Typical Alternate Costs	\$1,100,000

Large

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About Azul

Builds on OpenJDK and Better Java Runtimes

Low Cost, Better Support, More Performance

Found in 2002. HQ in Sunnyvale, CA, USA

The Only Company 100% Focused on Java

The World's Top Businesses Run on Azul

Broadest Platform Support with 1,000+ Java updates / quarter since 2005 across all Java versions, operating systems & architectures.

Azul customers have been using our certified, Java SE-compliant, TCK-tested Java runtimes to power business critical environments since 2004.

Largest Java Engineering Team after Oracle

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50% of Forbes Top 10 World's Most Valuable Brands

100% of the World's Top 10 Trading Companies

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