



FIRST DISTRIBUTION



FY12

ORACLE

**Platinum
Partner**

Value Added Distributor

Saving money on Oracle Licensing

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Oracle Brand Manager*

First Distribution

Key Standard Licensing Practices

- Oracle gives customers a license
 - Right to Use the software
 - Customer's internal business operations
 - Restrictions
 - Reverse engineering
 - Disclose benchmarks
- Warranty
 - 12 month
 - Programs will work according to the documentation

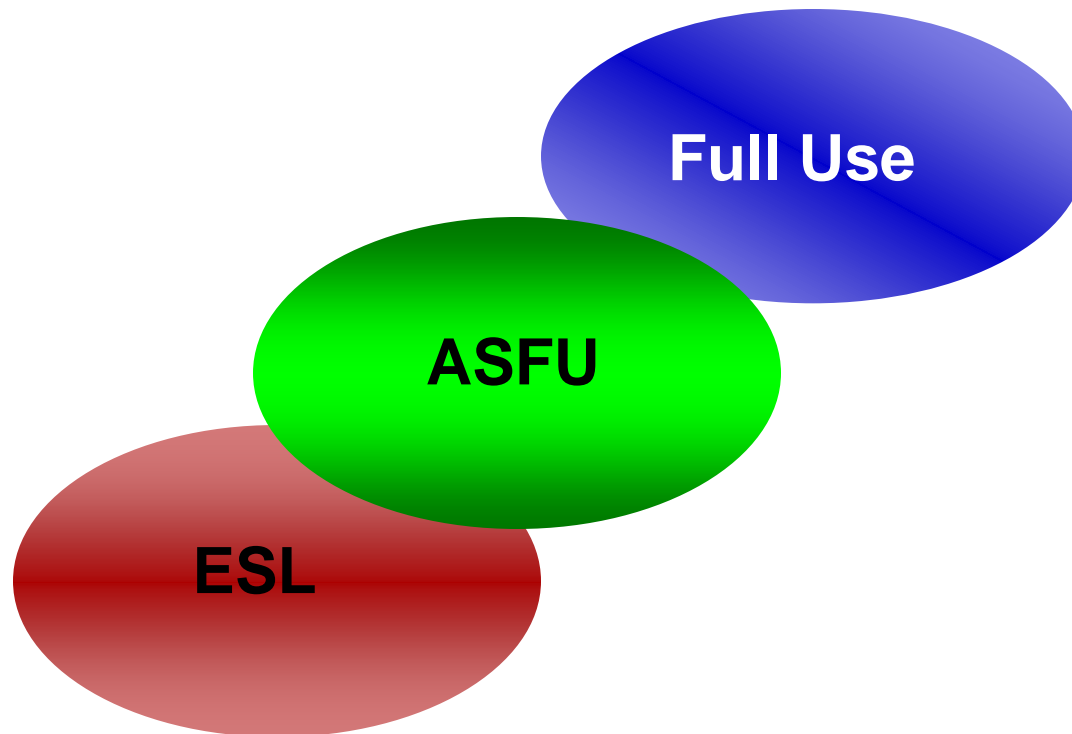
Defining the License

- **License Types**
 - **Full Use**
 - **Restricted Use**
 - **Partner use rights**
 - Full Use
 - ASFU – Application Specific Full Use
 - ESL – Embedded Software License
- **Term**
 - Perpetual
 - Terms – range between 1-5 years at % of License

License Types : **Rights & Value**

Independent Hardware/Operating Systems

Rights



Value

Full Use Licenses (FU)



The term “Full Use” refers to unaltered versions of the programs with all functions intact

- No restrictions
- Deploy **multiple** applications
- End user **can** modify the application beyond the application scope

Application Specific Full Use (ASFU)



- Oracle programs used in conjunction with partner application
- Deploy single application
- End user cannot modify the application beyond the application scope

Perpetual vs. Term License

- **Perpetual License :**
 - A perpetual license allows the user to continue to use the software for **as long as he continues to comply with the terms of the license agreement.**
 - Price of Perpetual license is 100% of list
- **Term License :**
 - 1-year , 2-year, 3-year, 4-year 5-year
 - licenses **limited by time period**, or **term**, during which the user is allowed to use the software.
 - **At the end of the term, user must stop using the software unless he purchases new licenses or extends the term of the license or Upgrade to Perpetual license .**
 - Price of Term License % of List :
 - 1-yr (20%), 2yr (35%),3yr (50%),4yr (60%), 5 yr (70%)



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Oracle Price Lists Overview

 **FIRST DISTRIBUTION**

Pricelist

- One price worldwide, listed on Global PL
- Local currency PL
 - converted from global PL based on global exchange rates (semi-annual)
 - See rounding rules on eSource
- Oracle Price Lists :
 - Oracle Technology
 - Oracle eBusiness Suite
 - PeopleSoft Enterprise
 - **JDE Enterprise One**
 - **Siebel**

The E-Business Discount

What is the E-Business Discount ?

- Mandatory discount which applies to all customers
- Discount tier determined by volume: total list license + list first year support fees
- Discounts must be applied to all products except applications licensed under Custom Application Suite Model

Can Oracle sales offer a discount higher than the E-Business Discount ?

- Yes, discounts higher than the standard transaction bands require SPECIAL approval in accordance with the Global Approval Matrix

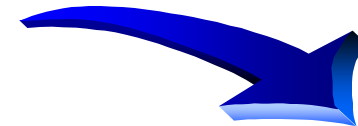
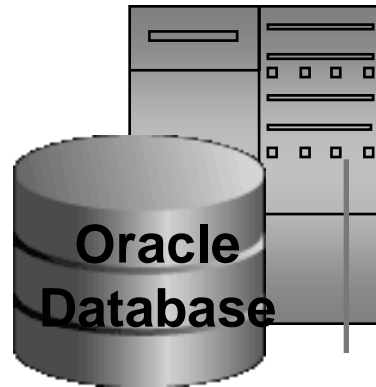
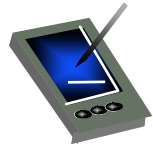
Basic Technology Licensing Rules

- All environments where program is installed and/or running must be licensed -this includes standby, test and production
- Database options only available with Database Enterprise Edition, not with Database Standard Edition (RAC included with SE)
- Number of licenses of option must match number of licenses of the associated Database
- Minimums must be met

What is the main difference?

Named User Plus

Based on users and non-human operated devices accessing the Database



Processor

Based on the server where the Database is installed and/or running

Named User Plus

How many NUP licenses does my customer need?

Count all individuals and non human operated devices accessing the program or minimum, **which ever is greater**

- individuals: include users accessing the database & users operating devices that access the database.
- non-human operated device examples: temperature devices in a warehouse

What are the minimums?

Database Enterprise Edition	: 25 Named User Plus per Processor
Database Standard Edition	: 5 Named User Plus
Database Standard Edition One	: 5 Named User Plus

Fusion Middleware Products : 10 NUP per Processor

Weblogic,JE, EE, SE ,BPEL,Portal,IESB,Forms,Reports,BIP,SOA,BAM,FMW,DI WCM,
IPM

Standard Edition One and Portal Standard Edition One : 5 NUP

Processor

How many licenses does my customer need?

All processors on the server where the program is **installed and/or running** must be counted

- Installed means that Oracle media is being used. Background processes are not loaded in the memory
- Even if customer is only using part of the server, all processors must be licensed, unless server is **hardware partitioned**. **NB when licensing with VMware all PHYSICAL processors must be licenced.**

What are the minimums?

1 Processor per server

What are the maximums? (License Restriction)

Standard Edition : server with a **maximum capacity** of 4 SOCKETS

Standard Edition One : server with a **maximum capacity** of 2 SOCKETS

iAS SE 1 and Portal SE 1 : server with a **maximum capacity** of 2 SOCKETS

BI SE1 : server with a **maximum capacity** of 2 SOCKETS

Socket & Processor License

When licensing Oracle programs by processor metric with: Standard Edition One or Standard Edition in the product name, **a processor is counted equivalent to an occupied socket. Cores are NOT counted for SE1 and SE.**

What are the maximum Licensing by processor for ?

Standard Edition : server with a maximum capacity of 4 SOCKETS

If the 4 sockets are occupied the license would be maximum 4 processor licenses

Standard Edition One : server with a **maximum capacity** of 2 SOCKETS

iAS SE 1 and Portal SE 1 : server with a **maximum capacity** of 2 SOCKETS

BI SE1 : server with a **maximum capacity** of 2 SOCKETS

If the 2 sockets are occupied the license would be maximum 2 processor licenses

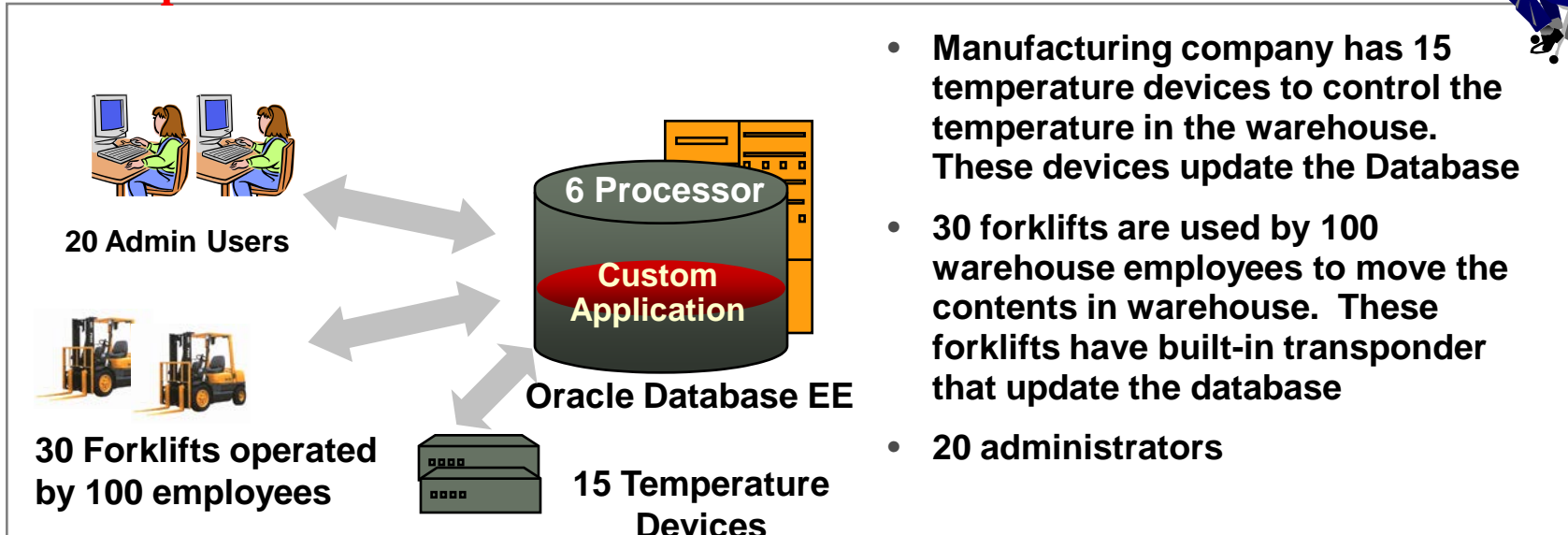
Single Core Server

- ***What counts as a processor?***
 - For the purposes of counting the number of processors which require licensing, **a Single Core Chip with “n” Processors shall be determined by multiplying “n” Processor by a factor of 1.**
 - Refer to the Oracle Core Factor Table

Named User Plus



Example:

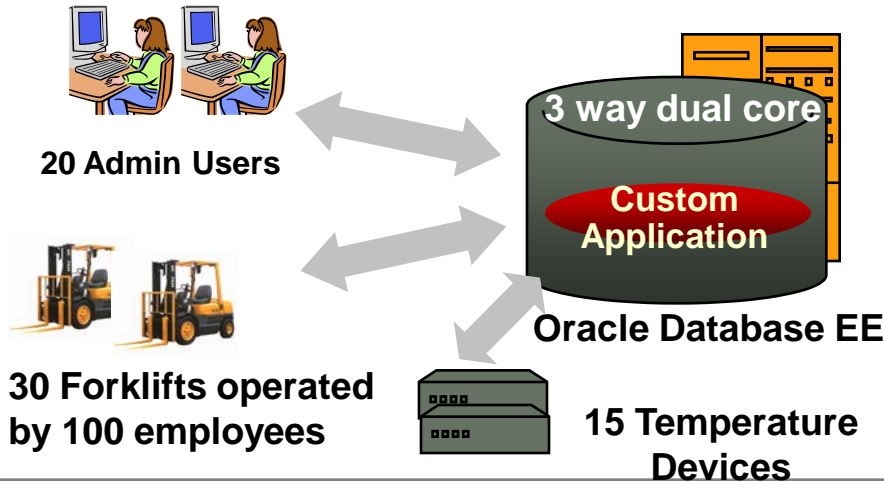


Minimum	Actual Users
Minimum is 25 NUP per Processor = $25 * 6 = 150 \text{ NUP}$	Non human operated devices + individuals accessing Database EE = 20 admin. + 15 temperature devices + 100 WHS = 135 NUP
<p>whichever is greater</p> <p>Number of Database Licenses Required = 150 Named User Plus</p>	

Named User Plus (with Multi Core chip)



Example:



- Manufacturing company has 15 temperature devices to control the temperature in the warehouse. These devices update the Database
- 30 forklifts are used by 100 warehouse employees to move the contents in warehouse. These forklifts have built-in transponder that update the database
- 20 administrators

Minimum	Actual Users
<p>Number of Processors :</p> <p>$(3*2) * .75 = 4.5 \rightarrow 5$ processor</p> <p>Minimum is 25 NUP per Processor =</p> <p>$25 * 5 = 125$ NUP</p>	<p>Non human operated devices + individuals accessing Database EE</p> <p>= 20 admin. + 15 temperature devices + 100 WHS = 135 NUP</p>

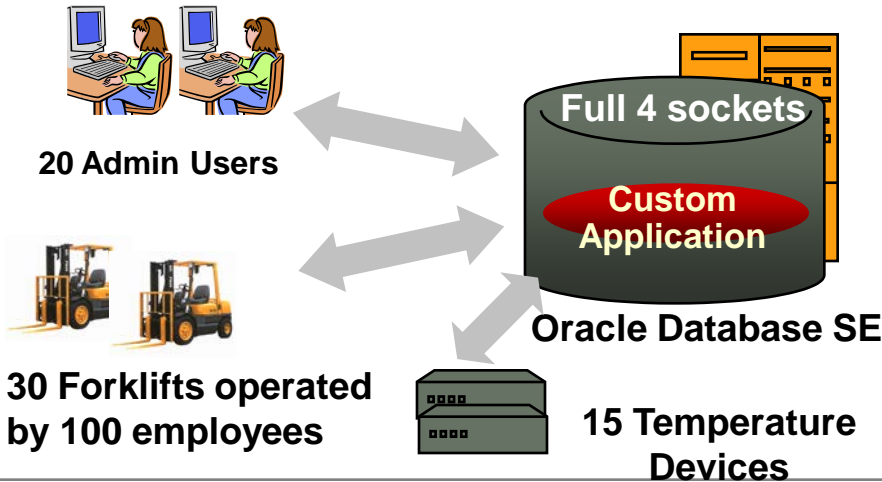
whichever is greater

Number of Database Licenses Required = 135 Named User Plus

Named User Plus for SE



Example:



- Manufacturing company has 15 temperature devices to control the temperature in the warehouse. These devices update the Database
- 30 forklifts are used by 100 warehouse employees to move the contents in warehouse. These forklifts have built-in transponder that update the database
- 20 administrators

Minimum	Actual Users
Minimum is 5 NUP	Non human operated devices + individuals accessing Database SE = 20 admin. + 15 temperature devices + 100 WHS = 135 NUP

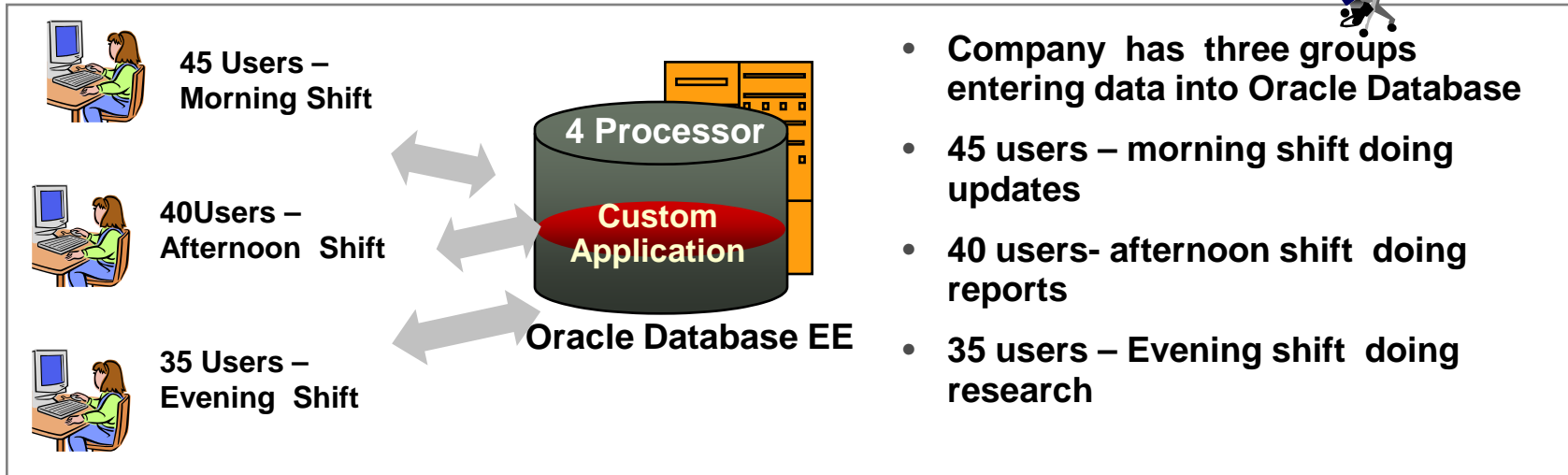
whichever is greater

Number of Database SE Licenses Required = 135 NUP

Named User Plus (NUP)



Example :



Minimum	users
Minimum : 25 NUP par Processeur $= 25 * 4 = 100 \text{ NUP}$	Number of users accessing the Database EE = 45 (morning) + 40 (noon) + 35 (evening) = 120 NUP

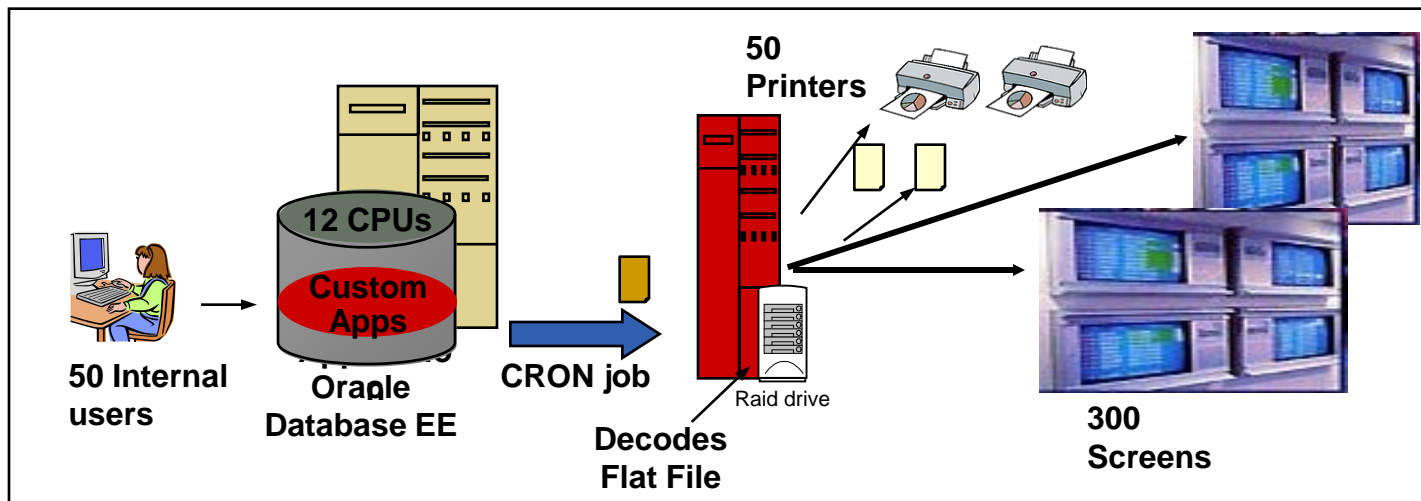
Which ever is greater



Nombre of Database EE licenses needed is = 120 NUP

Counting NUP Licenses

Policy: In addition to individuals accessing the program, all non human operated devices accessing the program must be licensed, this includes devices sending and/or receiving data through an automated process (not initiated by an individual).



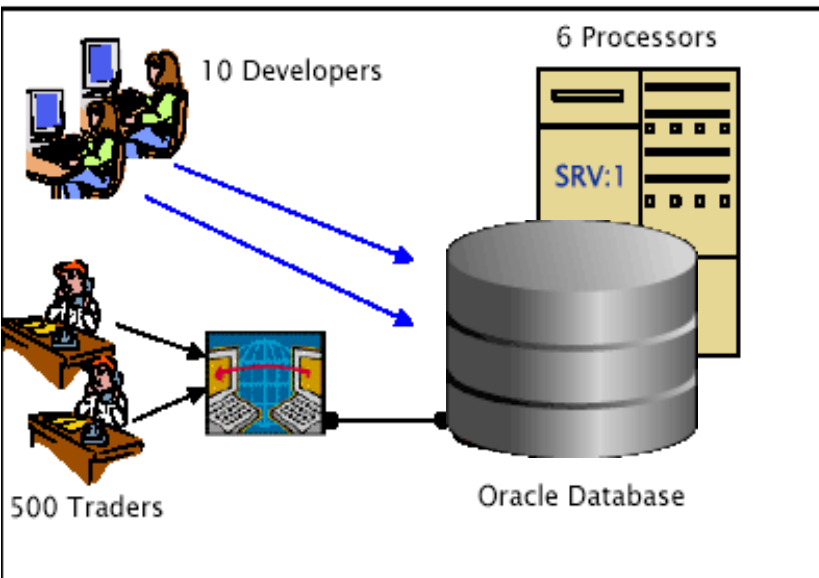
Licenses required = 400 NUP

Rationale: The 50 printers and 300 screens must also be counted because they are receiving data from the database through a multiplexing device → NUP licenses must be counted at the front end of the multiplexing device.

Note: If an individual initiates the print job, then only this person must be counted, the printers are not counted as devices.

Processor Metric

Example:



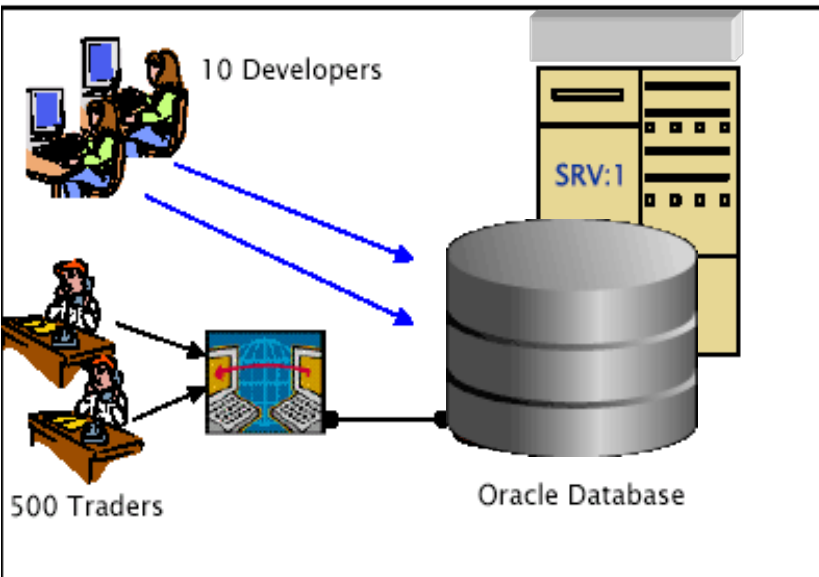
- **Oracle Enterprise Edition** installed and running on a server, which has 6 processors
- 10 Developers are working and testing .
- 500 Traders are using the Web site that resides on the production environment



Number of Database EE licenses required: 6 Processors

Processor Metric

Example:

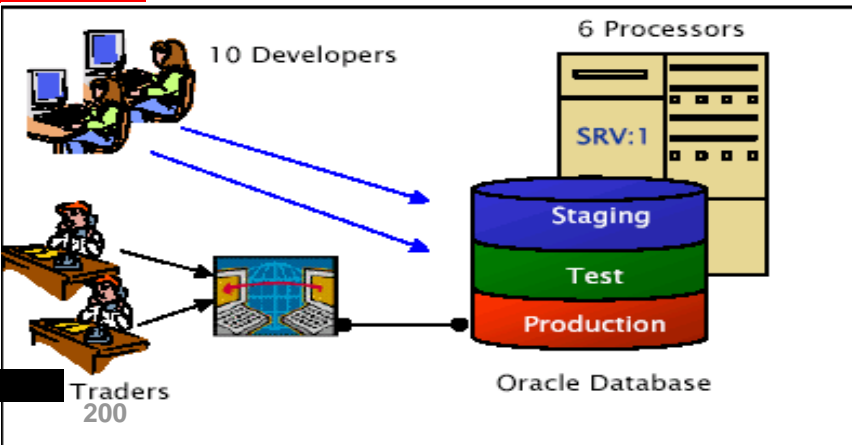


- **Oracle Standard Edition** installed and running on a server, which has an IBM Power with 8 cores per CPU and are installed in all 4 sockets where the machine has maximum Capacity of 4 sockets
- 10 Developers are working and testing .
- 500 Traders are using the Web site that resides on the production environment



Number of Database SE licenses required: 4 Processors

Multiple Database Instances on one Server



- Staging, test and production environments are installed and running on a server, which has 6 processors
- 10 Developers are working on the staging, test and production environments
- 200 Traders are using the Web site that resides on the production environment

If licensing by Processor, all processors where the database is installed and/or running must be licensed.

Number of Processor licenses required: 6

If licensing by Named User Plus, the number of licenses required is 1) the Named User Plus minimum (25 NUP per Processor)

OR 2) the total number of actual users accessing the Database (= # of traders + developers), **whichever is greater:**

1) $25 * 6$ Processors = 150 Named Users Plus

2) 200 traders + 10 Developers = 210 Named Users Plus

Number of Named User Plus licenses required: 210



210 NUP is less expensive than 6 Processors ($210 \ll 300 = 6*50$)

Types of Data Recovery

What it is...

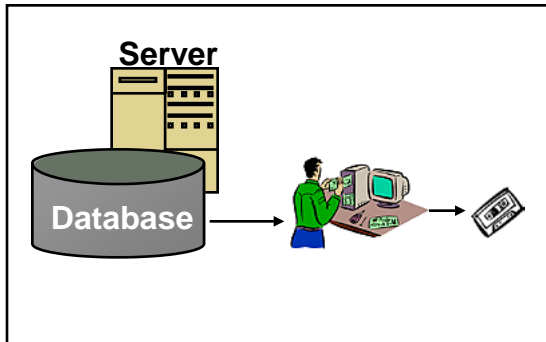
Backup

Description

- Database files of the primary database are stored on tape media

Recovery Method

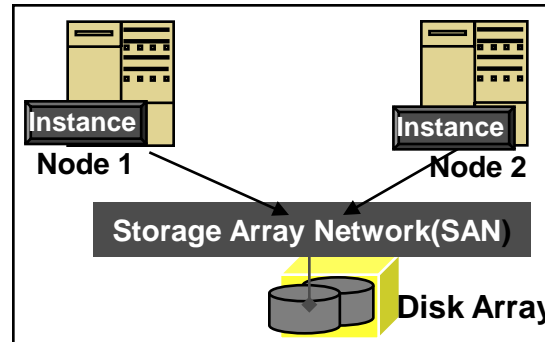
- If the primary database fails, user restores the database from previous backups stored on tape media



Failover

Nodes are configured in "Cluster;" the first installed node acts as a primary node

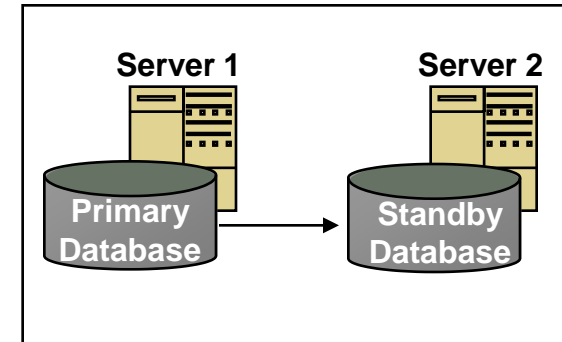
- If the primary node fails, one of the nodes in the cluster acts as the primary node



Standby

Copy of the primary database is maintained on a separate server at all times

- If the primary database fails, the standby database is activated to act as the new primary database



Licensing Rules

Backup

Pre September 2002

- Storage of a back up copy of the database data on storage devices, such as tapes does not require a Database license

Post September 2002

Storage of a back up copy of the database data on storage devices, such as tapes does not require a database license

Failover

Licensed at 100%

Oracle Database licenses includes the right to run the Database on an unlicensed spare computer for up to a total of 10 separate days in any given calendar year

Same metric required for primary and failover node

Standby

Licensed at 100%

Licensed at 100%

Same metric required for primary and standby database

General Application Licensing Rules

- Anyone accessing the application must be licensed for it
- Number of licenses of option must be licensed at the same level (or greater than) as its parent .
- Minimums must be met
- Prerequisites must be licensed
- Depending on the level of modifications performed to the application schema, technology (Database, iAS, etc.) licenses may be required



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