Oracle Products & Licensing

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Oracle

Disclaimer

The following is intended to outline our general product direction. It is intended for information purposes only, and may not be incorporated into any contract.   It is not a commitment to deliver any material, code, or functionality, and should not be relied upon in making purchasing decision. The pricing, licensing, development, release, and timing of any features or functionality described for Oracle's products remains at the sole discretion of Oracle.
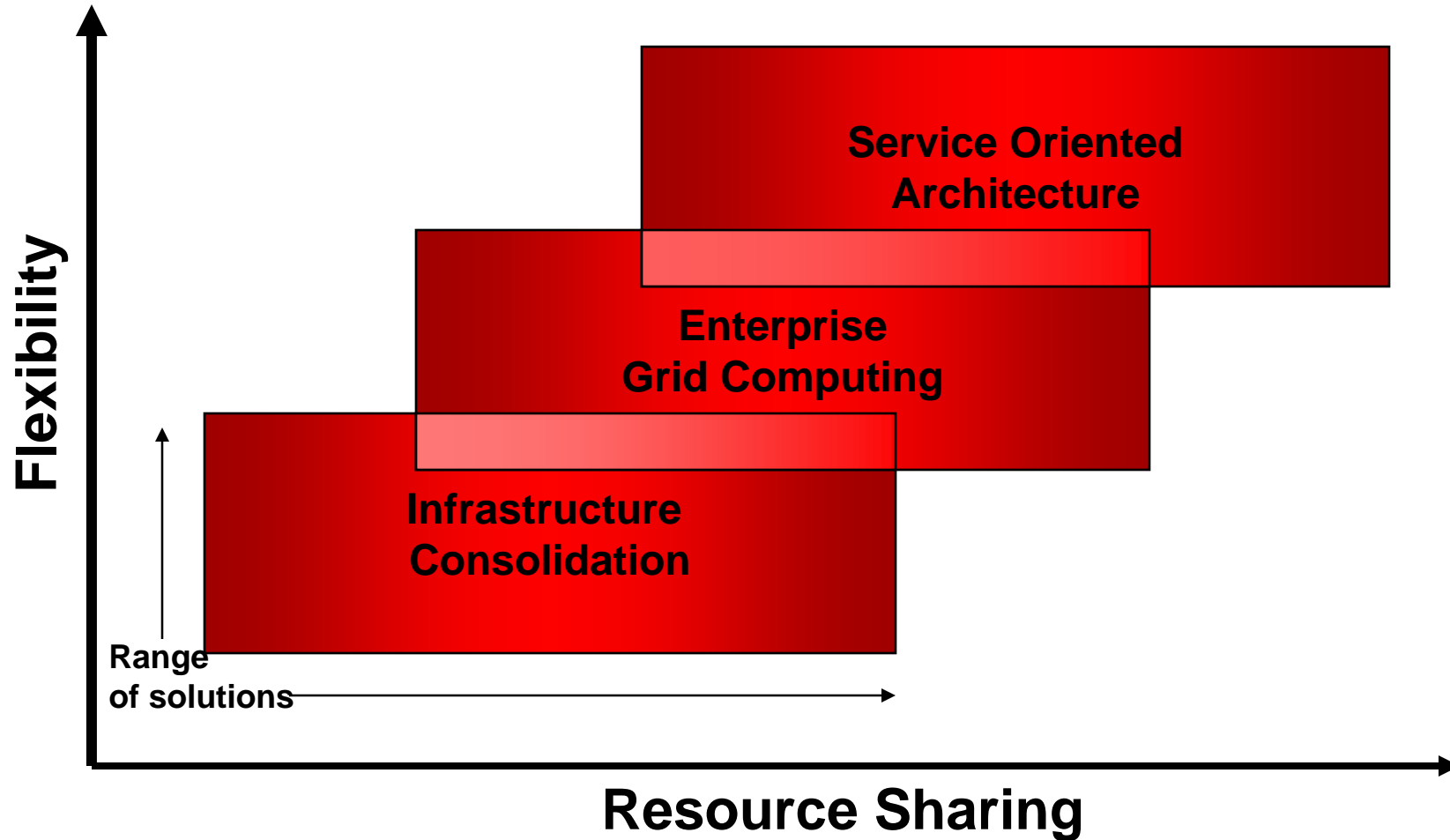
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Today's Topics

- Product & Suite Overview

- Present Oracle's licensing policies & practices

- Review Oracle's pricing for Technology programs and Support
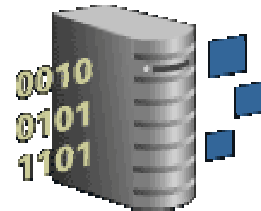
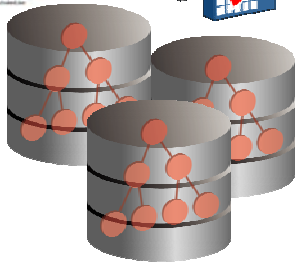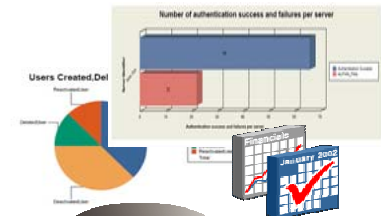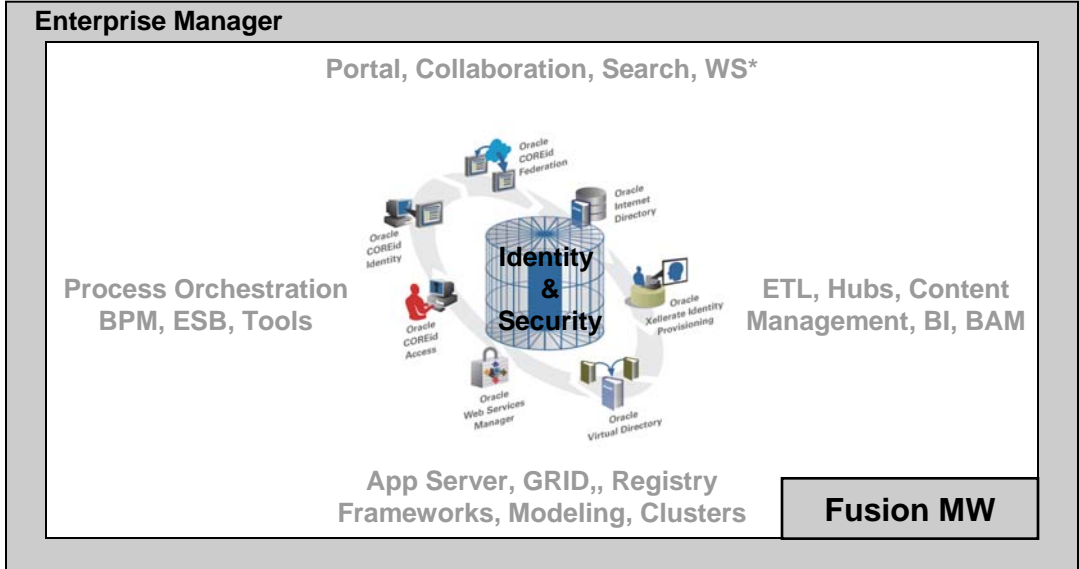# Customer's Objectives
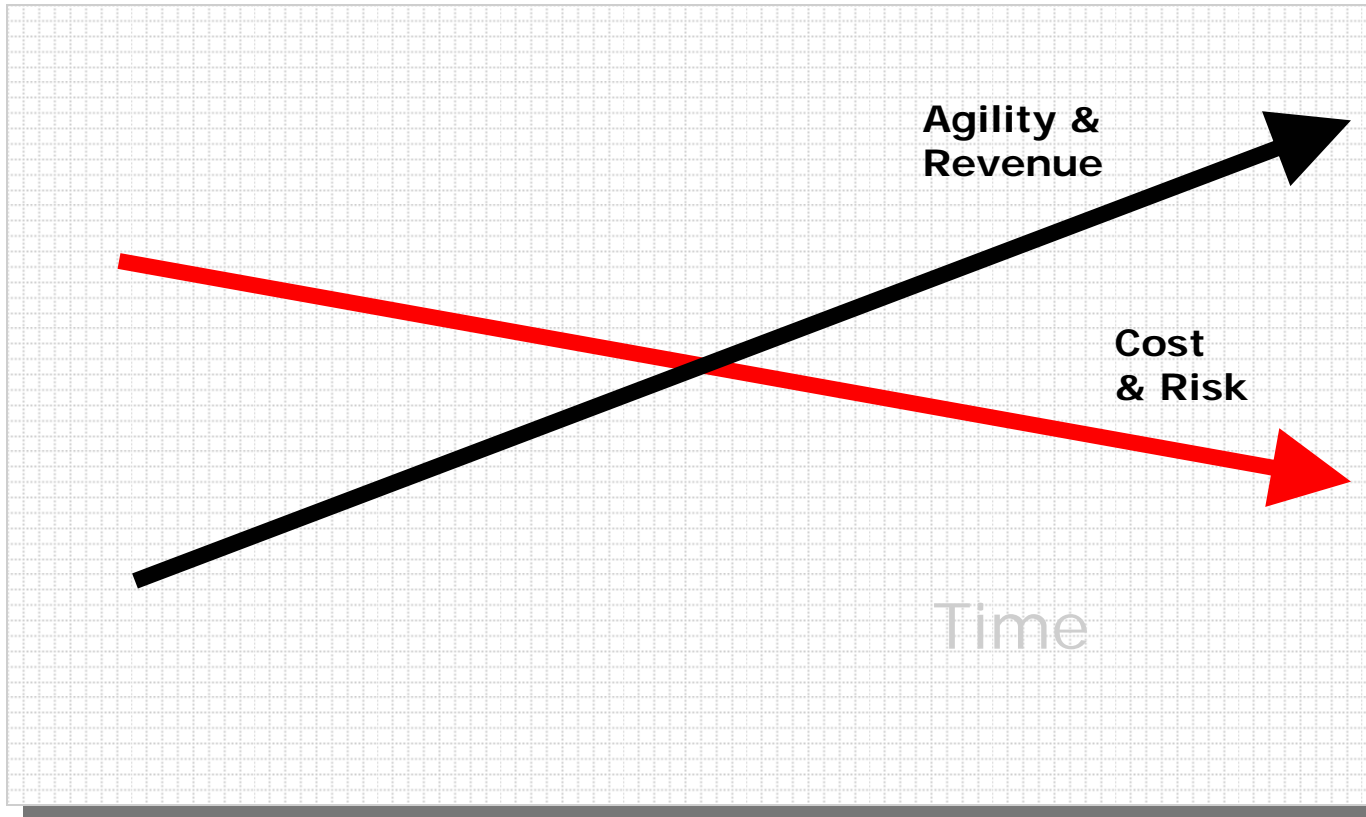
Enterprise Architecture Trends

Oracle's Strategy

- Scalable Information Management
- Deep Industry Processes
- Security
- Integrated Suites
- Engineered Technology Stack
- Standard and Open
- Superior Ownership Experience

Oracle – The Information Company

SOA Applications

Enterprise Manager

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*e-business*suite

ORACLE | PeopleSoft.

ORACLE | Retek

ORACLE | SIEBEL

Portal, Collaboration, Search, WS*

Identity & Security

Process Orchestration
BPM, ESB, Tools

ETL, Hubs, Content
Management, BI, BAM

App Server, GRID,, Registry
Frameworks, Modeling, Clusters

Fusion MW

**Business
Applications**

**Business
Intelligence**
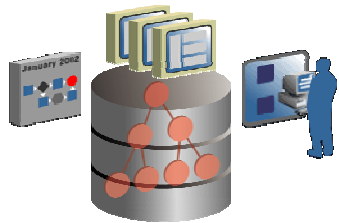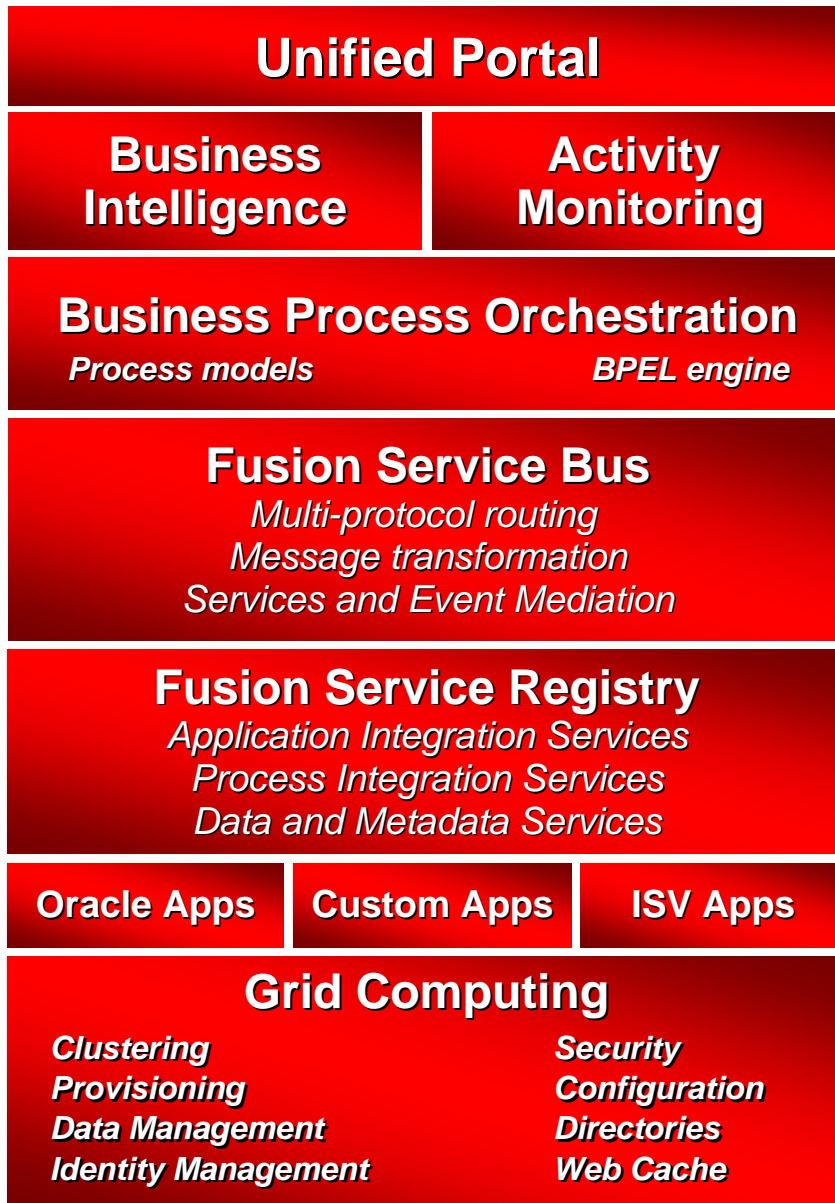
Database

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Oracle's Strategy

- Oracle Fusion Architecture
  - Blueprint for SOA-Based Enterprise Solutions

- Oracle Fusion Middleware
  - Technology Infrastructure for Fusion Architecture

- Oracle Business Applications
  - Integrate, Extend, Evolve through Fusion Architecture

- Customer Benefits
  - Technology Enables Flexibility & Speed

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Oracle Fusion Architecture (OFA)

Unified Portal

Business Intelligence | **Activity Monitoring**

Business Process Orchestration
Process models   *BPEL engine*

Fusion Service Bus
Multi-protocol routing
Message transformation
Services and Event Mediation

Fusion Service Registry
Application Integration Services
Process Integration Services
Data and Metadata Services

Oracle Apps | Custom Apps | ISV Apps

Grid Computing

Clustering   *Security*
Provisioning   *Configuration*
Data Management   *Directories*
Identity Management   *Web Cache*

- ✓ Model driven
- ✓ Service & Event enabled
- ✓ Standards-based
- ✓ Information Centric
- ✓ Grid Ready

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Products

Database

- Database
- Real Application Clusters (RAC)
- Enterprise Manager
- Partitioning
- OLAP
- Security
- Lite
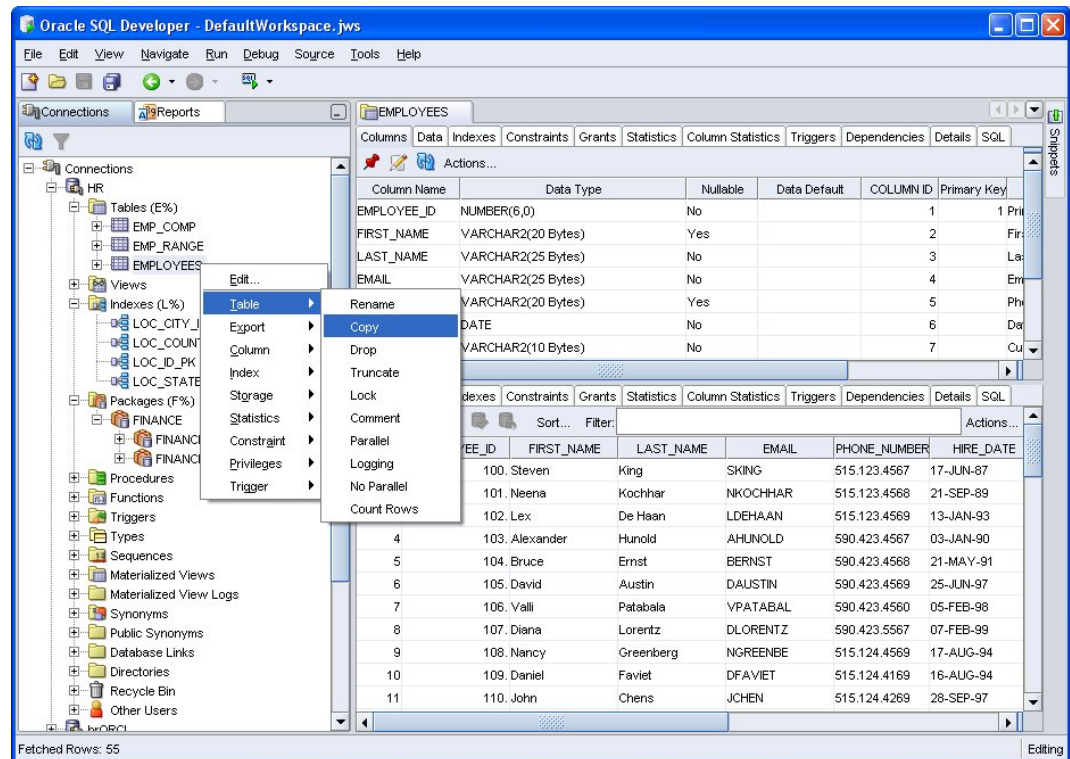- TimesTen In-Memory
- Berkeley

Fusion Middleware

- Application Server
- Integration / SOA
- Hot-Pluggable
- Business Intelligence
- Identity Management
- Data Hubs
- Collaboration Services
- Process Orchestration
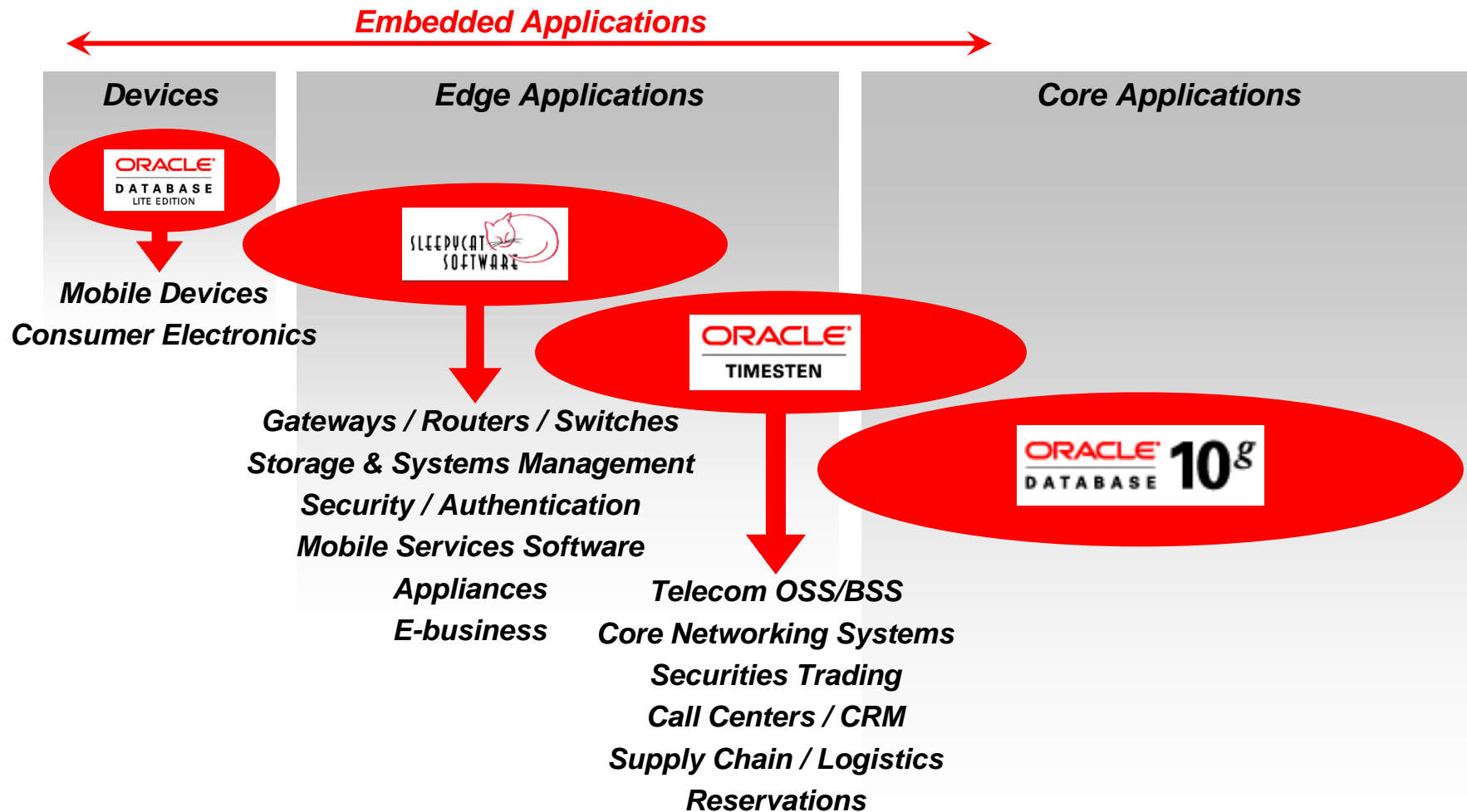- Java Development Tools

Applications

- Oracle E-Business Suite
- PeopleSoft Enterprise
- JD Edwards Enterprise One
- JD Edwards World
- Siebel CRM
- Retek
- ProfitLogic
- G-Log

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SQL Developer

- Free Graphical development Tool
- Browse Database Objects
- Run SQL Statements & Scripts
- Edit and debug PL/SQL statements
- Run & create reports

Covering the Full Embedded Range

Embedded Applications

Devices	Edge Applications	Core Applications

ORACLE DATABASE LITE EDITION

SLEEPYCAT SOFTWARE

ORACLE TIMESTEN

ORACLE DATABASE 10^g

Mobile Devices

Consumer Electronics

Gateways / Routers / Switches

Storage & Systems Management

Security / Authentication

Mobile Services Software

Appliances

E-business

Telecom OSS/BSS

Core Networking Systems

Securities Trading

Call Centers / CRM

Supply Chain / Logistics

Reservations

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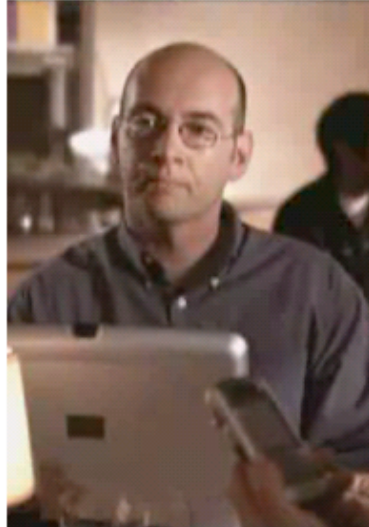# Introducing Oracle SOA Suite

Build, Deploy, and Manage SOAs…

- Integrate Disparate Systems
- Streamline Business Processes
- Increase Business Visibility

…with an Integrated Product Suite

- Single Development Environment
- Single Management Console
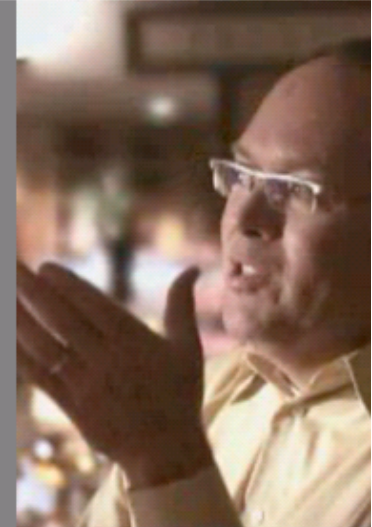- Single Maintenance Path

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Collaboration Suite

Enterprise Bus. Intelligence Suite

Open, Extensible, Best-of-Breed, Integrated
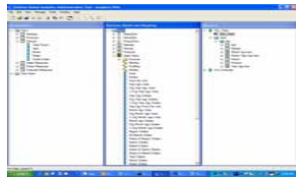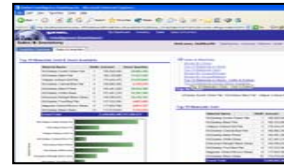
Data Integration **Query & Analysis** **Dashboards** **Reporting** **Collaboration**
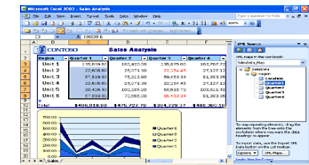
Activity Monitoring **Balanced Scorecard** **Real Time & Predictive** **Guided Analytics** **Intelligent Workflow**
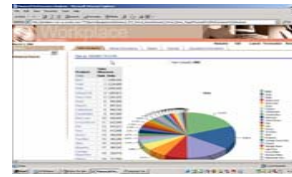
Common Enterprise Information Model

Data Access	Metadata Mgt.	User Interface	User Profile
Events	Web Services	Content Mgt.	Business Rules
Management	Security	Scheduling	Clustering
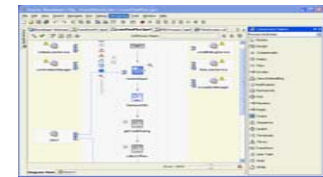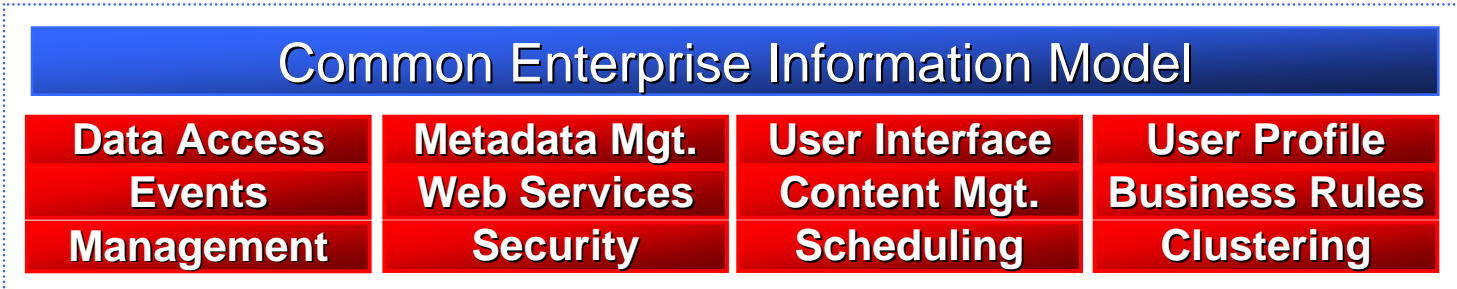
BI Suites

Products Available Today

Oracle Business Intelligence SE-1	Oracle Business Intelligence SE	Oracle Business Intelligence EE
• SE1 Database • ETL • Analytic Server • Query & Analysis • Dashboards • Server Administration	• Discoverer • Discoverer OLAP • Discoverer Plus • Discoverer Viewer • Reports • BI Beans • MSFT Office Add-In	• Analytic Server • Query & Analysis • Dashboards • Reporting & Publishing • Sense & Respond • Offline Analytics • MSFT Office Add-In • Server Administration

Technology Software Licensing & Pricing

Best Practices: Minimizing Costs

- Understand requirements
  - Whiteboard architecture scenarios
- Determine benefits and alignment with business drivers
  - Insight Engagement
- Review Software Investment Guide
- Discounts
  - Standard E-business and volume transactions
- Evaluate pricing, licensing, options, and financing alternatives
  - Quote tools, Web Store, Proposals

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Packaging & Fundamentals

- Included and prerequisite products
- Products bundled into CD-Packs, Suites
- License is version & platform independent
- Supported Product & License Migrations & Upgrades
- Global Price List
- Some products subject to additional terms or licensing restrictions as specified

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Documents & Agreements

- OLSA – Oracle License & Services Agreement
  - Increasing use of term OLSA
- Ordering Document
  - Describes programs & services being ordered
  - Links to the OLSA
  - Other- Any specific terms related to the order
- Certificate of Electronic Delivery

Definitions & Terms

- ## Commercial License Level
  - Trial, Limited, Development (OTN License), Full Use

- ## Partner ISV Level
  - ESL – Embedded Software License
  - ASFU – Application Specific Full Use

- ## Designations
  - Perpetual Use
  - Terms range between 1-5 years at % of License

Licensing Metrics

- ## Named User Plus

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

  - Used in environments where users can be counted

- ## Processor

  - Based on the number of processors in the server where the programs are installed and/or running

  - Used in environments where users are uncountable

  - Multiplying 'n' cores by factors

Licensing Rules

- Hardware Server Partitioning
- Staging/Production/Standby
- Backup/Failover- up to 10 separate days
- Testing- up to 4 times not to exceed 2 days
- Named User Minimums

Database 10*g* Additions Pricing

Express Edition	Standard Edition One	Standard Edition	Enterprise Edition
Non-Oracle developers, open source developers, new DBAs, students, non-Oracle ISVs, hw vendors	Low-price option for SMB/LOB Deployments, ISVs who need a supported Oracle database	Full-featured database for SMBs with optional clustering support (up to 4 CPUs)	Large-scale Enterprises that demand high-performance BI (ETL, DW, OLTP), security, scalability, availability, etc.
FREE	$149/user (min. 5) or $4,995 per CPU	$300/user or $15,000 per CPU	$800/user or $40,000 per CPU
< 20 users	< 400 users	400-1000 users	> 1000 users
Uses 1 CPU **< 4GB DB size** **1 instance per CPU** **Use up to 1GB RAM**	2 CPU < 500GB DB size	Single or clustered up to 4 CPUs < 500 GB DB size	4+ CPUs > 500 GB DB size
Free OTN Community Forum	Fee-based Support available	Fee-based Support available	Fee-based Support available

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In-Memory Database Pricing

Products	Software License Price Per Processor (CPU)		
	<2 GB Data Store	10 GB Data Store	Unlimited Data Store
TimesTen In-Memory Database	$12,000	$18,000	$24,000
Option: Replication – TimesTen to TimesTen	$6,000	$9,000	$12,000
Option: Cache Connect to Oracle	$6,000	$9,000	$12,000

Lifetime Support Policy - Pricing

Year	Service	Price
1-5	Premier	22% of license fees
6-8	Extended Support	Year 6: 10% uplift over current Premier Support fee Year 7 & 8: 20% uplift over last year of Premier Support fee
9+	Sustaining Support	Premier Support Fee

For releases that do not have an Extended Support option, Sustaining Support would be in effect in year 6, and the fee would be equal to your Premier Support fee.

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Contact us

- Product Information and Literature / 1-800-ORACLE-1

- Oracle Store: Online Sales

- Oracle Technology Network

- Support Sales: 1-800-833-3536

- World Wide Support Services: 1-800-223-1711

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Monthly
4th Thursday
6pm – 8pm

IBM Center
Rocky Point

WWW.SOUG.NET