



## Oracle Licensing: The Right Package at the Right Price

At Avout, our objective is to form long-term partnerships with our customers. We are here to represent your best interests and navigate the complexities of Oracle licensing so you end up with a right-sized solution. We will:

- Assess your Oracle environment to make sure you're audit-proof.
- Get the right products for your project and organization at the best price.

### License Assessments

Oracle's audit activities have increased over the past few years, and organizations often find out too late that they did not properly keep up with licensing requirements as their environments changed. Avout's License Assessments ensure you aren't overpaying for licensing you don't need and protect you from costly audits due to under-licensing.

We use iQSonar, an Oracle License Management Services (LMS)-approved platform, to discover all Oracle instances on your network. We then advise you on how to optimize your investment based on compliance and usage. Often we can transfer licenses you aren't using to other servers. Should you need to true up any Oracle licenses with additional purchases, we help you get the best deal possible.

### Oracle Licensing and Support Resale

Avout helps you navigate through the thousands of products on Oracle's pricelist to find the right combination for your environment and business goals. We then help you choose the proper edition and licensing model and make sure you understand the terms so you remain compliant.

Our licensing experts have negotiated contracts for purchases from under \$1,000 to over \$12 million after discounts. We have saved clients tens of thousands of dollars on single orders and earned the reputation as a trusted advisor to dozens of return clients.

To learn more about how Oracle's licensing is structured, visit [www.avout.com/resources](http://www.avout.com/resources) and download our whitepaper, *Sorting Through the Complexities of Oracle Licensing*.

***"Avout understands Oracle licensing terms, and I've found that they get me the best price available in the market, even for small quantity purchases."*** Howard Hansen, Senior Database Administrator, Follett Corporation

Contact [lisa.wright@avout.com](mailto:lisa.wright@avout.com) to discuss a license assessment or for assistance with perpetual and term licensing, upgrades, migrations, and renewals.



The Right Skills, at the Right Time, *at the Right Price*

## Avout Gives You the Ability to Deliver

Avout provides the skill sets necessary to help your IT organization meet the growing demands of your business. We pride ourselves on supplying the right skills, at the right time, at the right price via our flexible and scalable business model.

### Why Avout?

- **Our Network is Vast.** Avout's leadership has delivered hundreds of millions of dollars of Oracle and other technology services over the past 20 years, and has built relationships that enable us to get qualified resources, fast.
- **We Know Oracle.** Our principals and recruiters have hands-on experience using Oracle software and have run Oracle business units for companies like Oracle, Accenture, and Capgemini. Together we have hired more than 1,000 Oracle experts.
- **We Stay in the Game.** The way we see it, our job is to make you successful. We are always available to our clients and consultants to ensure the lines of communication are open, and you're getting what you need.
- **We Have the Inside Scoop.** We have experience working directly with Oracle and can use our connections and Gold Partner status to get the information you need.
- **Boutique is Better.** We believe smaller, quicker, and flexible is an advantage over large, bureaucratic, and rigid. Our nimbleness allows us to support changes in scope, schedule, and staffing needs.

*"We deal with over 17,000 hospitals daily, which on the back end is 35+ million people. We can't afford to be gambling. We need someone who has done this before and brings in top-notch experts that don't need to be hand-held. With Avout, you give them the timeline and they simply get it done."* Howard Schweitzer, CIO, VCA ANTECH

*"When it came time for our Oracle upgrade, there was no question where I would go. Avout really goes to bat for us."* Bill Lewkow, VP of Technology, ScripNet Inc.



**Oracle power. When you need it. How you need it.**

***Contact Avout for your project, staffing, and Oracle licensing needs.***