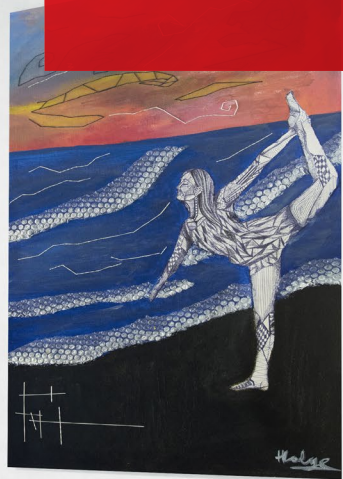


# The art of Oracle optimisation



## Finish your masterpiece with Fujitsu

shaping tomorrow with you

ORACLE® | FUJITSU

# Realise your true potential

## Get the most out of your Oracle landscape with Fujitsu

In the digital age, your business is only as good as the technology and infrastructure that supports it. If it's not working to its true potential, then neither are you.

During these times of increasing business demands and tighter budgets, getting the most out of your Oracle investment isn't easy; license complexity, cost and ageing infrastructure, can all take their toll.

With Fujitsu Oracle optimisation services, we use our skill, precision and expertise to help get the best out of your Oracle landscape. We work with you to create an effective architecture for supporting your business objectives and strategy, making your organisation more responsive, agile and productive.

Realise your potential at  
[uk.fujitsu.com/oracleoptimisation](https://uk.fujitsu.com/oracleoptimisation)

# Picture perfect

## What you get from our Oracle optimisation service



### Control

Have greater control of your Oracle infrastructure, applications, upgrades, costs, and ultimately, greater control of your business.

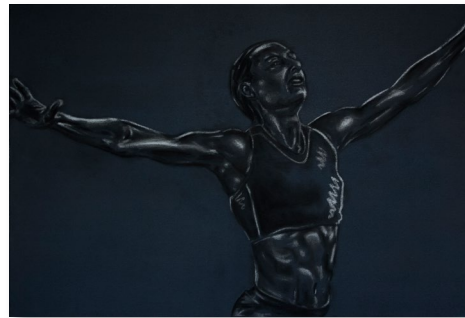


### Freedom

Be free to innovate. Move easily to new Oracle platforms that support planned business initiatives.

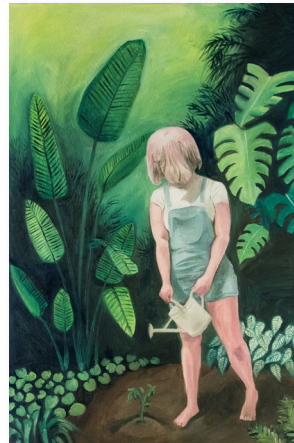
### Advantage

Gain advantage over the competition with a more efficient, productive and agile business, powered by Oracle.



### Return

Get a good return on your Oracle investment, by streamlining processes and consolidating infrastructure that can cut costs by up to 28%.



### Experts in our field

Fujitsu has partnered with Oracle for over 30 years and is a global **Oracle Diamond Partner**.

In fact, Fujitsu is one of the few organisations to offer end-to-end expertise across the Oracle stack, including hardware, infrastructure, applications and services. The Fujitsu **XpressWay for Oracle** approach means we can deliver IT efficiency and control your costs, while improving business agility and responsiveness.

Realise your potential at:  
[uk.fujitsu.com/oracleoptimisation](http://uk.fujitsu.com/oracleoptimisation)

# Mastering the art of Oracle optimisation in 7 steps

We understand how vital it is for your business to make the most of your Oracle landscape. Achieving success requires a structured, well-planned approach, as well as experience and skill.

In producing this short guide, our aim is to provide some insights into the steps worth considering, and an overview of what's involved.

It's often the case that a number of factors, and not just one in isolation, can introduce a level of complexity to any Oracle optimisation strategy. It's important to devise an effective method of capturing inputs, defining objectives and delivering the right strategies to achieve them.



## STEP 1

### Know what you want to achieve

First things first, it's worth asking yourself: 'Why does my business need Oracle optimisation?' There are a number of possibilities to consider. There are likely to be a number of drivers for your business, but it's important to be clear on the primary motive for change. Typical drivers for Oracle optimisation are:

- **Embracing Change** – a need to keep software patched, upgrade operating systems or hardware to meet regulatory and best practice guidelines.
- **Cost** – a need to reduce support, maintenance and resource costs often associated with large, complex estates.
- **Risk** – a need to reduce the management risks of Oracle licensing. Due to the complexity, organisations can easily find themselves subject to a vendor audit with significant exposure to non-compliance if assets are not effectively managed. This is also true of aging landscapes where support is no longer available for end-of-life products, leading to outages directly impacting business services.
- **Flexibility** – a need to increase business agility that is hampered by dated and complex IT infrastructure. Many businesses are considering cloud or hybrid options to increase agility, provide 'ever-green' platforms and more flexible commercial models.

## STEP 2

### Work out what you've got

Over time your organisation will most likely have purchased and deployed many Oracle products, so before you can consider how to optimise, you need to establish a clear picture of what you have today.

**Key things to consider are:**

- **License management** – Do you know which Oracle software products you've bought and have the right to use? Are you able to measure what is deployed and compare this regularly with your entitlements to make sure you're compliant? Are you able to check you have spare licenses before buying new ones?
- **Systems management** – Do you have a unified set of management tools to monitor performance and highlight risk and efficiently manage your Oracle landscape through a 'single pane of glass'? Do you have a policy and process for patch management and upgrades? Are you on the latest software versions? Are you using the workload capability of your hardware fully, or running with large amounts of spare capacity?
- **Governance and planning** – Do you have reference architectures for deploying Oracle products? Is there a roadmap for upgrades? Are your target architectures aligned to business strategy? Do you have a clear view of the dependencies within the applications layer of your operational architecture that could be affected by upgrades to the underlying Oracle technology?
- **Support and maintenance** – How much do you spend on support and maintenance each year with Oracle? Is it just on products you're using? Are payments consolidated and managed in one place? Are you getting value for money?



## STEP 3

### Analyse and prioritise

**Now that you've worked out why you need to optimise your Oracle landscape in step 1, and have a good understanding of the current state of your Oracle systems from step 2, it's time to start analysing which areas your organisation needs to focus on and prioritising activities into distinct projects.**

For example, flexibility may be a key driver for your business and you want to start using cloud platforms to rapidly deploy and scale Oracle based solutions.

However, in order to do this you need to migrate your existing Oracle databases to version 12c. This requires a thorough understanding of the dependencies at the business applications, as well as the database and underlying operating system. In this case, understanding these dependencies will help to inform priorities.

Alternatively, you may have determined that compliance and risk are key drivers and your current management of Oracle licenses needs to be improved. Your next step may be to analyse your license position and evaluate methods and tools for measuring software use.

Given the complexity and multi-disciplinary challenge this analysis presents, it's important to source the right skills and expertise for commercial, license management, business applications, Oracle technology and infrastructure. Choosing the correct partner is critical to success.

Whatever the results of your analysis, it's important to prioritise the activities and create a series of distinct projects.

## STEP 4

### Put it to the test

**With clear priorities and analysis, it's time to test – or prove – your approach to optimisation, in order to create a working model that can be scaled up, as well as delivering some early business value.**

This rapid delivery should provide the opportunity to demonstrate some early benefits and validate the business case, without any significant expense.

For example, you may have determined a strong business case for your Oracle database layer to be upgraded and migrated to a consolidated architecture. If your estate is large you're likely to want to do this in a phased approach, based on priorities that you've established.

As well as considering the database layer, you'll also need to manage dependencies and test the application layer. With any migration, you'll have a number of options for the migration, ranging from workload migration, through to full application re-build.

In this case you'll want to prove your approach to the migration choosing low-risk applications as the first 'block' before creating an automated approach that can then be repeated.

The prove phase should then have a defined set of inputs, deliverables and outcomes, creating a repeatable, automated working model that can be used to scale up delivery in which is the next step.



STEP 5

Scale up delivery

Now that you've proved your approach and made the necessary changes based on what you've learnt in the prove phase, it's time to scale up the delivery by repeating the process based on the priorities set out in step 3.

Back to our example of the database layer upgrade in test phase, you would now create a number of iterations of the working model, creating a 'factory approach' for the migration of further databases and their associated applications.

The same principle can also be applied to other optimisation initiatives, such as migration of Oracle test and development environments to a private or public Cloud PaaS.

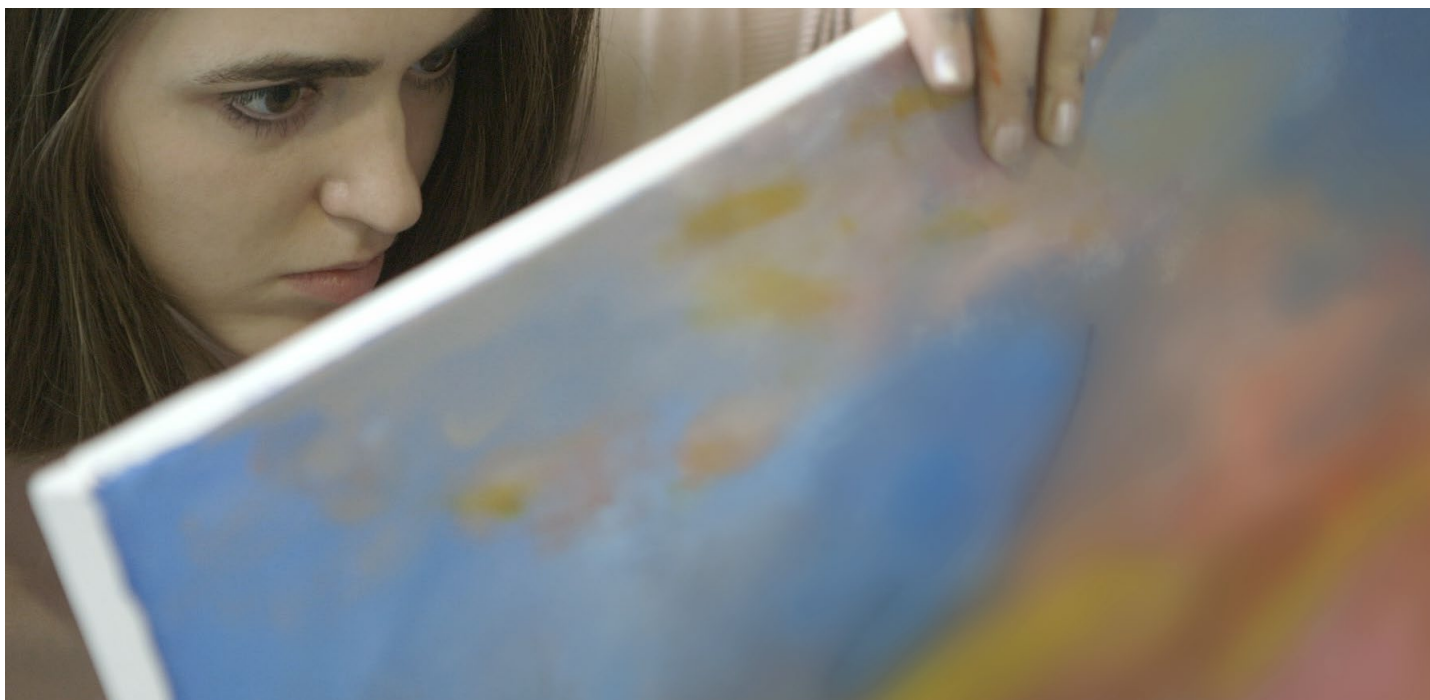
STEP 6

Keep evolving!

As you continue to scale up, you may need to make further changes based on what you're learning, or due to external factors such as new software releases or app changes. These need to be monitored throughout the process and refinements made.

If you identify multiple initiatives within your Oracle optimisation programme, then Steps 4, 5 and 6 can be repeated for other areas.





## STEP 7

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### Embed it in your business

Once you've achieved your Oracle optimisation objectives, consider how to embed optimisation activities within your on-going processes.

For example, you may have undertaken a license review, consolidated your license agreements and deployed a new architecture to reduce your license needs. If you don't now put in place a process and appropriate tools to review your license position on a regular basis, you run the risk of losing some of the benefits of the optimisation programme.

Other areas for consideration are architecture governance and systems management. You may have gone through the pain of upgrading your databases to the latest patch level, so now you need to look at how you maintain this position as new patches are released.

Whatever your chosen Oracle optimisation initiatives are, making them part of your business-as-usual is essential. Fujitsu XpressWay for Oracle provides a structured, modular approach based on a series of tightly defined work packages that can be used to prove, scale and refine the delivery of your Oracle optimisation programme.

This approach uses the Fujitsu Oracle optimisation modelling tool to assess your current position and plans against a standard set of criteria.

### Take the first steps to Oracle optimisation.

Call us and discuss how we can help you finish your masterpiece with Fujitsu.

Tel: **+44 (0) 870 242 7998**

email: **[Fujitsu\\_Oracle@uk.fujitsu.com](mailto:Fujitsu_Oracle@uk.fujitsu.com)**

Realise your potential at:

**[uk.fujitsu.com/oracleoptimisation](http://uk.fujitsu.com/oracleoptimisation)**

# Bringing it all together

At Fujitsu, our intimate knowledge of Oracle means we're perfectly placed to optimise your Oracle platform.

## XpressWay for Oracle

The Fujitsu XpressWay for Oracle consultancy approach looks at all potential areas of consolidation, duplication and rationalisation of your Oracle landscape.

We then identify opportunities to make cost savings, exploit the cloud, rationalise a complex or fragmented estate and create business agility through a more flexible architecture.

Our Oracle optimisation services offer you a logical and phased way to address your specific Oracle challenges, bringing together both business and technology skills in a packaged and agile way.

### Masters of Oracle optimisation



Up to 28% savings in Oracle running costs for your business



3,500 Oracle professionals across 20 countries



2nd largest Oracle eBusiness Suite in the world is run by us



Oracle Consultancy Partner of the Year 2014



250,000 UK end users of Oracle eBusiness Suite are supported by us



10+ advanced specialisations and 48 total specialisations



30 year relationship with Oracle



**ORACLE®**

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# The complete picture

A well-honed Oracle landscape is a work of art, so why not call us today and discuss how we can help you finish your masterpiece with Fujitsu.



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