Licenseware for Oracle Database Management - Certification Report
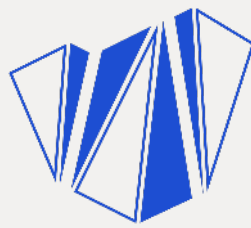

LICENSEWARE

ITAM review

Executive Summary

ITAM Review certifies Licenseware for Oracle Database License Management against our community-sourced standard.

Background

Licenseware take a unique SaaS-based approach to license management. Their products are available in a modular application ecosystem, priced individually, enabling customers to mix and match the capabilities they require to meet their license management needs. For the purpose of this certification we primarily focused on their Oracle Database Management (ODBM) product.

Licenseware is headquartered in Romania, an EU member state, and as such its operations are subject to EU data and privacy laws. The team of three founders is supplemented with engineers, data scientists, and subject matter experts. In addition to providing Oracle Database services Licenseware have solutions for Microsoft server licensing, particularly focused on SQL server and Cloud.

Analyst Review

Licenseware primarily provides Oracle Database license analysis services. The modular approach makes use of external data sources to ingest data into the tool, including both deployment and entitlements/contracts. Supported sources include those from Oracle and other ITAM/IT Infrastructure tools.

Licenseware also provide an API, SDK, and custom scripting as further means of getting data into the tool. In order to accurately measure license consumption, it's also necessary to gain a full understanding of the underlying estate and Licenseware does this by ingesting output from tools such as RVTools for VMWare. For customers with cloud deployments of Oracle Database the tool can ingest data from AWS, Azure, and OCI (Oracle Cloud Infrastructure).

Licenseware ODBM and associated tools are deployed as a SaaS solution although, on request, they can be made available in different deployment scenarios (e.g. private cloud or on-premises deployments). This ensures rapid onboarding for most customers alongside the flexibility required by customers with additional security or privacy requirements.

Once the required data has been ingested the tool normalizes the input and highlights areas where additional data or context is required. Complex IT environments always require this step to be carried out manually, as it's difficult to determine whether, for example, an environment is used for non-production purposes. Where human intervention is required assets can be tagged with a description highlighting the actions carried out to categorize them correctly.

The next stage of the analysis is to provide a license consumption analysis, which is the heart of the product. Licenses, deployments, and usage are all processed and licenses are allocated in an optimal manner, thereby providing a baseline compliance report. A highlight of this process is that detailed justification is provided for each allocation, which enables a License Manager or other professional to build confidence about the compliance position of the environment they're managing.

Overall, Licenseware provides a rapid analysis of an Oracle Database environment using existing data sources. The normalization and baselining features are powerful and the justification for license allocations built into the tool is welcome, particularly when considering the financial risk involved with incorrect license allocation decisions being made. This enables a license manager to verify that the assumptions made are accurate.

At this stage in product development the tool does lack some polish, particularly in the UI which is somewhat data-heavy and doesn't provide common functionality such as drill-downs into data. However, the tool is in continuous development and both customer references noted that the Licenseware team are highly responsive to customer requests and requirements. The tool is most suited to use by experienced consultants, managed service providers, and ITAM teams with good in-house Oracle and technical knowledge.

Customer References

Both customer references supplied by Licenseware are independent ITAM consultants. This reflects their approach to marketing the product – they focus on consultancies and managed service providers.

Customer Reference 1: Independent ITAM Consultancy, North America

This reference selected the tool primarily based on cost and rapid onboarding time. They compared it against several on-premises tools which were discounted due to complex installation requirements, slow setup time, cost, and maintenance requirements. Licenseware enabled them to rapidly analyze their clients' estates and the SaaS model meant that this could be done on-demand at a fixed price. This meant that Licenseware delivered excellent ROI.

The reference found the Licenseware team to be responsive to their requests and suggestions and very flexible. They noted that improvements are delivered regularly and they would like the team to focus on improving reporting and dashboarding, something which the reviewer notes has been enhanced since the reference was interviewed in late 2022.

Customer Reference 2: Independent ITAM Consultancy, Europe

This reference selected the tool in order to deliver a complex Oracle Database license analysis for a client. Rapid onboarding and deployment was noted as an important reason in their selection of Licenseware ahead of other solutions, as was price. Licenseware delivered rapid accurate results and significant ROI, doing much of the heavy lifting in Oracle license consultancy engagements. The reference also noted that the risk analysis performed by Licenseware was a highlight. They found the Licenseware team to be responsive and to take a consultative approach to their clients, something to be expected when working with a startup making frequent and rapid product updates.

Summary

Licenseware take an innovative approach to the perennial problem of managing Oracle license risk. The modular and SaaS app-based approach enables customers to quickly analyze their Oracle database environment without investment in a traditional ITAM tool. References note that Licenseware are continually evolving the product and we'd like to see improvements in the UI and reporting in order to make the tool more accessible for non-expert users. Potential customers should also note that by default Licenseware's modules are deployed in EU datacenters, which provides excellent data security and compliance with privacy requirements, although local deployments are also possible to meet regional data sovereignty requirements.

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