

CASE STUDY

Oracle Corporation

Oracle turns to BDNA Technopedia™ and BDNA Discover™ to quickly and easily assess, align and integrate IT infrastructures of newly acquired companies into the Oracle family.

As the world's leading provider of integrated business software and hardware solutions, Oracle provides IT leaders around the world the tools they need to solve business problems. Oracle itself has more than 110,000 employees and an IT infrastructure to match, with over 60,000 servers supporting the day-to-day operations that go into running an enterprise of that size. Furthermore, Oracle's business strategy calls for growth by acquisition, regularly adding new users and computing infrastructures to Oracle IT's sphere of responsibility. As a technology company, Oracle's user base tend to be very demanding and often fierce critics of any perceived weakness in quality of service and security, as well as in ability to keep up-to-date software, hardware, and network infrastructure. Any way one looks at it, technology refreshes, capacity management, software license optimization, and new company IT integration, pose ongoing challenges to the Oracle IT operation.

ORACLE®

BUSINESS PROFILE

One of the world's largest vendors of enterprise software and hardware solutions.

INDUSTRY

Enterprise information technology

BUSINESS CHALLENGE

Quickly and non-disruptively discover IT assets and infrastructure topologies of newly acquired companies.

Align and integrate newly acquired company IT with Oracle corporate standards with minimal disruption to service quality and productivity.

SOLUTION

BDNA Discover, leveraging BDNA Technopedia, as Oracle IT's asset discovery solution of choice.

BENEFITS

66 percent reduction in power and physical space for consolidation actions

associated with new company IT integration.

Fast, non-obtrusive introductory asset discovery, often establishing immediate respect and rapport with newly acquired company IT staff.

Rapid integration of newly acquired assets into the company's Oracle Enterprise Manager-based IT service management solution.

"[BDNA] Technopedia... is tremendous. We've never run into a situation where it's been wrong, and we leverage very highly the additional data within the catalog for capacity planning"

– Bill Tarbox, Sr. Director of Product Development IT, Oracle Corporation

CHALLENGE

For Bill Tarbox, Senior Director of Product Development IT at Oracle, visibility into their

IT infrastructure had become a problem. Bill identified four problem areas:

- During technology refresh operations, Tarbox and his team need a source of reliable, authoritative information on which to base purchasing decisions.
- Oracle has rapidly grown through the acquisition of other firms, but accurate and complete IT inventory information from acquired companies is often incomplete or not aligned with Oracle management practices. The question of "What are we getting?" was very difficult to answer.
- Tarbox's team needs reliable sources of inventory data to support Oracle Enterprise Manager, the backbone of Oracle's internal IT operation.
- Oracle is not only one of the world's largest software vendors; they are also one of the world's largest users of business software. Software licensing, lifecycle schedules, and asset accounting are all problems requiring additional visibility.

SOLUTION

- Tarbox and his team needed a solution to their IT infrastructure visibility problems. In evaluating solutions, they focused on three key requirements and tests:
- Device discovery and identification as a core function including virtual systems and any asset with IP address.
- Non-intrusive, rapid deployment. This leads to a strong preference for agentless discovery capabilities that does not require administrative access. The alternative, deploying potentially thousands of agents on unfamiliar acquired company IT infrastructures was simply not an option.
- Performance during a live test on selected Oracle subnets.

One of the important things they learned during the evaluation process is that the solution needed to be able to unambiguously identify all assets without any pre-existing assumptions of what the discovery tool would find. Competing solutions, in many cases, needed an asset target list prior to surveying an infrastructure. This is less than optimal where not all assets or asset types are known in advance. In addition, the data resulting from a discovery performed by competing solutions was often incomplete or inaccurate, requiring an additional scanning process or manual inventory.

Tarbox and his team ultimately selected BDNA Discover as their asset inventory tool of choice. They based the decision on BDNA Discover's ability to deliver high accuracy during the inventory process, unrivaled breadth

and depth of comprehensive software and hardware information contained within Technopedia, and very short time-to-value with actionable information, especially when assessing new environments during the acquisition process.

BENEFITS

Using BDNA, Tarbox and his team realized some very valuable benefits:

- The team achieved a 66 percent reduction in space and power footprint in infrastructure consolidation projects, and a two-to ten-fold increase in computing capacity. These gains came from identifying older, lower density technologies not compatible with virtualization, and targeting them for upgrades or decommissioning.
- Using BDNA's agentless technology, Oracle can perform accurate information technology inventories early in the corporate acquisition process, and certainly much sooner compared to agent-based discovery tools, to enable faster and confident IT decision making. Here it should be noted that a BDNA scan is frequently an acquired company's first introduction to the culture of Oracle. Carrying out this operation professionally, thoroughly, and without disruption almost always succeeds in making a positive first impression.
- For enterprise control, BDNA provides the seed data that Tarbox and his team need to support Oracle Enterprise Manager, the company's standard vehicle for IT service delivery and monitoring throughout the enterprise.

HEADQUARTERS

339 North Bernardo Avenue
Suite 206
Mountain View, CA 94043, USA
T +1 (650) 625-9530
F +1 (650) 625-9533
americasales@bdna.com

EAST COAST

Georgetown Place
1054 31st Street NW, Suite 300
Washington, DC 20007, USA
T +1 (202) 595-7751
F +1 (202) 625-8376
americasales@bdna.com

EUROPE

121-123 Rue Edouard Vaillant
92300 Levallois-Perret
France
T +33 (0)1 41 27 65 42
F +33 (0)1 41 27 65 57
internationalsales@bdna.com

ASIA-PACIFIC

2202 West Tower, JiaDu Building
64-66 JianZhong Road
TianHe District, Guangzhou
GuangDong Province, China
T +8620 - 856 13650
asiapacsales@bdna.com