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EBOOK

7 Oracle Audit Defense Strategies

to Survive an Audit Notice

Have you received an Oracle audit notice?

...or worried you might?

Learn the *7 best approaches to surviving an audit.*
For many Oracle customers, audits continue to be a source of irritation. It's not a matter of if, but when an Oracle audit will come.

An average business receives Oracle audit notices *approximately 2-3 times in a ten-year period*, making Oracle audits a significant source of revenue. As audits continue to accelerate, developing an action plan when you receive an audit notice is a critical step.

In 2020, Oracle audits all but disappeared due to the challenges experienced by Oracle and its clients during the pandemic.

However, this situation changed dramatically in late 2020, and Oracle is now auditing at close to pre pandemic levels, as evidenced by the number of audit-related calls Gartner is taking.

1.

Be prepared for Oracle's intimidation tactics.

One of Oracle's greatest audit tactics is intimidation. Oracle seems to want people to be afraid of the audit process. When people are intimidated, they are more likely to immediately respond to the emails and meeting invitations.

We find that most people think that, if they don't respond immediately, Oracle will accuse them of not cooperating. *By slowing down, this will help avoid costly mistakes.*

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Did you know that the Oracle license agreement allows for at least 45 days to even respond to the audit notice?

Our experience has been that Oracle acknowledges 45 days, but then presses to schedule a meeting, log in to their portal, and provide information before the 45 days are up.

Our advice is to kindly acknowledge receipt of the audit notice, and use the full six weeks to respond.

2.
Understand the timeline and use it in your favor.

3.

Resist the temptation to overshare information.

Stay calm, collected, and centered. Resist the urge to immediately login to the portal and tell Oracle everything they want to know.

Here's a little secret that Oracle wishes we wouldn't share. They routinely ask for things that are completely outside the scope of the audit, or even outside the scope of an Oracle license agreement.

It is best to verify all requests for data, script output, architecture diagrams, AWS or Azure cloud deployments, VMware configurations, etc., against the actual binding contract.

4.

Organize an internal audit defense team.

Before starting the audit response, an internal audit defense team needs to be established. It takes a team to appropriately review and respond to Oracle's license audit demands.

Here are a few people that should be invited to the audit defense team:

- Oracle DBA
- DBA/IT manager
- System/cloud architect
- Procurement/contract manager
- Executive sponsor
- Legal team

Inviting a House of Brick consultant is also an excellent idea! One person on this team **(and only one)** will become the sole point of contact for audit communications.

5.

Let people in the company know about the threat of an audit.

Tell anyone that Oracle might contact about the audit notice, or threat of an audit. Oracle has been known to circumvent established points of contact to try to get data, or even encourage C-level executives to put pressure on their staff. Let everyone know that the company is under audit and that if Oracle contacts them to send them back to the point-of-contact.

The Oracle license agreement provides Oracle the ability to perform a license compliance audit. The agreement also obligates you to participate in the audit.

Please understand that Oracle treats their audits like sales generation activities. We have years of experience uncovering Oracle's "good cop, bad cop" routine between the auditor and the sales team.

Your only obligation is to report your Oracle license compliance. There is no obligation to provide them with information that could lead to sales pressure for unnecessary purchases.

6.

Oracle treats audits as sales generation events.

Not license compliance checks.

7. Independently review and validate all Oracle audit findings.

Oracle is notorious for putting findings in their audit reports that are not only wrong, but wildly misleading. We had a client we defended in an Oracle audit where the compliance finding was for hundreds of millions of dollars!

Once we engaged in our audit defense services, and deployed our validating software, we were able to get the actual audit result down to $0.

And, remember: just because Oracle says you are out of license compliance in the audit does not mean you actually are non-compliant.

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Full circle solutions to prevent cloud challenges

Who we are

300+
Audits Defended

$ 4.2 Billion+
Saved in Oracle License Claims

2,500+
Clients World-Wide

House of Brick has provided Oracle audit defense for hundreds of clients worldwide. Whether a company is using Oracle on AWS, Azure, VMware, or AIX; are working with an auditor from Toronto, Texas, or California; the Oracle playbook is relatively universal in all of these different scenarios.

8. Bonus Tip:
Don't do this alone. House of Brick is here to help!

Even though it is possible to handle an Oracle audit independently, wouldn't having a trained professional on hand be more helpful? We don't always get our audit findings down to $0, but we always get our audit findings to the actual amount of non-compliance or lower. We do not try to negotiate a middle-ground number. We push Oracle hard to get the lowest possible result.

House of Brick has the services and software to validate Oracle license compliance. *If you want an actual compliance evaluation before an audit, we would be happy to help.* Knowing what they will find will make it a lot easier to defend against an Oracle audit. Contact us today for help with an Oracle audit - **we're ready to bring our best defense.**

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