



### BENEFITS OF RIMINI STREET CLOUD SERVICES

- **Fund new cloud implementation projects** using the savings from your switch to Rimini Street Support.
- **Gain competitive advantage** by deploying innovative, best-of-breed cloud solutions.
- **Increase flexibility in how and when you adopt cloud solutions** – without the limitations and high costs associated with software vendor support policies.
- **Stabilize your core hybrid IT environment** by continuing to run and leverage stable ERP/HCM/CRM on-premise components for at least 15 years after switching to Rimini Street, and avoiding forced upgrades.

### AN INDUSTRY IN TRANSITION

“You can hardly say that [Rimini Street is] servicing technology laggards. Rather, they’re demonstrating a clear recognition of the tectonic shifts around the current and future enterprise applications landscape.”

–Den Howlett, Diginomica

### Legacy CRM Can Be Transformed

On-premise CRM applications date from the early-to-mid 1990s; they were not designed natively for the web, nor for today’s advanced SaaS architectures and mobile devices. Companies using Siebel or other CRM applications from Oracle® and SAP® are faced with high vendor annual maintenance costs and unconvincing vendor upgrade scenarios. For these reasons, many organizations are considering migrating their sales and customer support business processes to Salesforce.com, the leading CRM cloud vendor.

### Rimini Street Supports the Transformation to a Hybrid IT Landscape

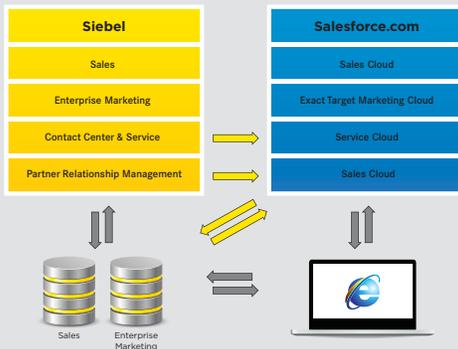
Successful organizations today are transforming their IT landscapes from large, monolithic single-vendor product suites to hybrid IT environments made up of core transaction “systems of record” integrated with best-of-breed software applications. Such hybrid environments include a combination of on-premise and cloud application delivery models. Rimini Street can help you transition:

- Rimini Street Cloud Services enable clients to more rapidly and cost-effectively integrate cloud solutions such as Salesforce.com into their IT landscape, while providing comprehensive support for their mission-critical Oracle and SAP core transaction systems.
- For clients adopting cloud technology, Rimini Street provides assistance with migration and integration planning.
- Cloud Services are available to Rimini Street clients at no additional cost.
- Technology Support Services – covering areas such as customizations, interoperability issues in the technology stack, and mobile cloud services – are also available to Rimini Street clients at no additional cost.

### Avoid Paying Full Maintenance for Unused Legacy Applications

Due to their maintenance policies, Oracle and SAP leave licensees who are moving to hybrid IT environments in the difficult and complex position of potentially having to pay expensive maintenance for products no longer being used. Rimini Street can help licensees save significant IT dollars by cutting Oracle and SAP annual maintenance fees by 50 percent and helping licensees navigate around vendor support policy complexities and related costs.

## MIGRATION OF SIEBEL TO A HYBRID IT ENVIRONMENT LEVERAGING SIEBEL CORE SALES & ENTERPRISE MARKETING



Replace Siebel applications with Salesforce applications having equivalent, if not better, features and functionality.

In this example, Rimini Street helps you with migration and integration planning (indicated by the horizontal yellow arrows), and will continue to provide support (yellow striped cylinders) for your core Siebel modules (Sales & Enterprise Marketing) and support for your decommissioned Siebel CRM system for reporting on historical data after you are live with Salesforce.com.

### HYBRID SCENARIOS: LEGACY RELEASES SUPPORTED BY RIMINI STREET

- Siebel 8.1 and older
- SAP CRM ECC 6.0 and older

## Migrating to Salesforce.com

To take an example, a client may wish to implement Salesforce.com as a front-end to a large, highly customized Siebel CRM system that forms the core of a global CRM infrastructure. Another client may wish to replace part of its Siebel deployment with Salesforce.com in certain divisions or business units. In these and other scenarios, Rimini Street provides support for any Oracle and SAP applications being migrated to Salesforce.com through the transition, and then continues with support for the remaining on-premise components for up to 15 years.

## Cloud Support Package for Salesforce.com

Rimini Street makes sure that Salesforce.com fits into your hybrid system architecture and that your on-premise business applications continue to run smoothly. Rimini Street supports all the necessary components of the technology stack that supports your CRM system while freeing up significant IT funds and ensuring a smooth transition to cloud applications. Rimini Street Cloud Support Package for Salesforce.com includes:

- **Oracle and SAP Application Support** – Rimini Street provides support for the Oracle or SAP modules being migrated to Salesforce.com up through the go-live transition date. Rimini Street also offers support for core Oracle and SAP application modules continuing in operation as part of core transaction systems of record – for half the price paid for vendor support today.
- **Migration and Integration Planning Assistance** – We assist your project team with data and operations migration planning for any applications being migrated from Oracle or SAP to Salesforce.com, as well as planning for data and process integration with Oracle or SAP applications.
- **Legacy System Reporting** – Rimini Street can support any Oracle or SAP products that have been migrated to Salesforce.com, enabling your decommissioned system to remain live and available for reporting and data lookup purposes for as long as you need such data access.

## Rimini Street Is Your Neutral Cloud Innovation Enabler

Rimini Street is agnostic as to which systems you choose to run your business processes on. We are not in the business of selling you additional licenses or requiring you to upgrade your applications.

For every dollar saved in annual support fees, many Rimini Street clients save an additional two dollars in related costs – ultimately saving up to 1.5x what they currently pay the vendor in annual maintenance fees each and every year for the life of their system. The funds you save with Rimini Street Support can give you the budgetary boost to add innovative cloud apps and services to your organization – so you can grow your business, increase operational efficiency, and invest in innovation.

# Rimini Street®

**Worldwide Headquarters**  
3993 Howard Hughes Parkway  
Suite 500  
Las Vegas, NV 89169  
Toll Free +1 888-870-9692  
Main +1 702-839-9671  
Fax +1 702-973-7491  
Email [info@riministreet.com](mailto:info@riministreet.com)  
[www.riministreet.com](http://www.riministreet.com)

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