

Enterprises Take Control of Their Roadmaps

Our recent survey of 205 professionals in North America shows that organizations are rethinking their relationship with Oracle.

Oracle Customers Are Questioning



The high cost of Oracle support



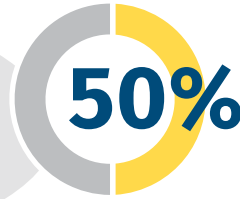
Complexity of upgrades



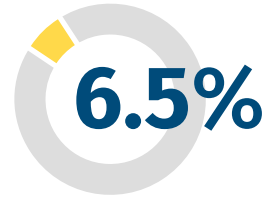
The value of Oracle enhancements

CIOs Have Choices

They are following their own business roadmap rather than the vendor roadmap.



of respondents are reducing or plan to reduce Oracle spend¹

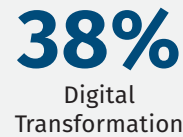


of CIOs consider Oracle a key vendor²

5 Key Takeaways

1 Top priorities are optimizing costs and increasing productivity using existing resources, rather than funding growth and competitive advantage.

Top 3 Mission-Critical Priorities

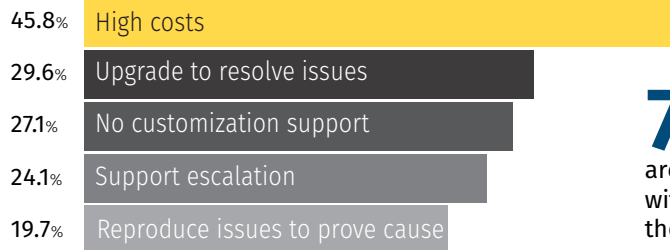


IT leaders want:

- Capacity
- Agility
- Flexibility

2 Ongoing maintenance and support issues are top of mind, along with dissatisfaction with the level of innovation.

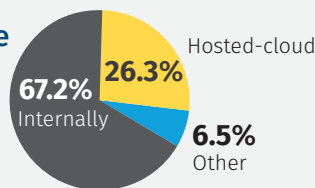
Top 5 challenges with Oracle support



70% are dissatisfied with the value they receive

3 They are maximizing use of their existing licensed Oracle applications, and half plan to lift and shift to hosted cloud environments over time.

Running Oracle internally or in the hosted cloud



50% of respondents have moved or plan to move to a hosted cloud environment

4 They are not choosing Oracle IaaS or Oracle SaaS, even if they plan to migrate to the cloud.

80% are not planning to or are unsure about migrating to Oracle SaaS

73% are choosing other IaaS platforms over Oracle

2% of CIOs say Oracle is the "most integral" vendor for cloud computing³

Concerns:

- Migration = "rip and replace"
- 3 times more expensive⁴
- Oracle lock-in

5 They plan to reduce spend with Oracle.

TOP 3 REASONS



How to Reclaim Your Roadmap



Figure Out What You're Getting for Your Budget and Resources



Prioritize Game-Changing Initiatives



Conduct Heavy Due Diligence if Considering Oracle Cloud



Realize That It's Your Roadmap, Not Theirs



Carefully Choose Your Third-Party Software Support Vendors

[Read the full report](#)

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¹ 2019 Research Report: Enterprises Are Rethinking Their Oracle Relationship and Cloud Strategy

² "Oracle slides as JPMorgan cuts rating on business lost to Amazon, Microsoft," June 2018

³ "Oracle shares drop after JP Morgan downgrades on lost business to Amazon and Microsoft," Tae Kim, CNBC.com, June 2018.

⁴ "Oracle's Cloud Strategy: Ruthless or 'Byzantine'?" Jason Bloomberg, Forbes, July 2017