

Rimini Street Cloud Advisory Services

An Integrated Combination of Application Management and Support Services

Business Challenge

Many CIOs are turning to cloud computing as a top strategy to reduce “lights-on” spend on ERP and to improve the ability of IT to respond to today’s business priorities. However, sorting through the various cloud vendor models and options as well as incentive programs can be a time-consuming and challenging task, especially when more than 80% of IT organizations moving to the cloud rely on multiple cloud vendors, according to a recent Gartner report.¹

In addition, there may be many hidden and not-yet-known costs, beyond cloud license subscriptions, as well as unknown risks associated with long-term cloud vendor contracts and lock-in for Oracle or SAP products. Leading analysts, such as Gartner, advise caution and careful due diligence when moving ERP to the cloud, especially when considering software-as-a-service (SaaS), because many customers are seeing “significant overspending against budget.”²

“High degrees of lock-in exist for large-scale business-critical applications, reducing customers’ leveragability on any new or unbudgeted secondary pricing metric costs that arise midcontract.”²

Many Oracle and SAP customers are facing ongoing pressure from these software vendors to adopt their specific cloud solutions, even if they are not yet ready to move. As organizations navigate ERP vendor and other cloud vendor options, contracts, and incentives, they can benefit greatly from trusted, vendor-neutral guidance from a partner with deep experience in supporting Oracle and SAP environments both in the data center and in the cloud.

Solution

Rimini Street is the world’s leading provider of independent, third-party support for Oracle and SAP environments, in the data center and in the cloud.

Rimini Street Cloud Advisory Services deliver vendor-neutral analysis, guidance, planning, and ongoing support to help successfully execute a journey to the cloud with low business risk and optimal business outcomes.

This includes a formal documented advisory plan and optional detailed project plan with estimated pricing of the costs of moving to and supporting Oracle or SAP in the cloud, including combinations of cloud models, vendors, and managed services.

Key Capabilities

Cloud ERP vendor analysis: Vendor-agnostic comparative review of top cloud vendors to “lift and shift” Oracle and SAP ERP to the cloud, including vendor-incentive programs

Cloud ERP deployment models: Analysis of IaaS versus SaaS strengths and weaknesses for ERP environments, including best practices and client success stories

Cloud ERP operations: Deep-dive considerations and recommendations for cloud ERP operations including licensing, security, performance, interoperability, and data integration

TCO/ROI analysis for cloud ERP: Detailed, documented TCO/ROI analysis comparing current ERP state to proposed cloud models, including any vendor incentives

Client-tailored cloud ERP migration project plan: Detailed project plan with timelines and milestones, including estimated cost of migration and running in final proposed cloud ERP solutions

Benefits

Take control of cloud ERP roadmaps with Rimini Street Cloud Advisory Services:

Liberate funds and resources: More robust and responsive support for Oracle or SAP at a 50% annual fee savings enables focus and thoughtful ERP cloud strategy, planning, and execution without vendor-dictated timetables.

Minimize unknown risks: Avoid the potential hidden costs and pitfalls of software vendor cloud ERP offerings. Navigate complex cloud contracts and incentive programs for cloud-based ERP systems while maintaining financial and strategic control of ERP roadmaps.

Maximize business value: Ensure that cloud strategies and cloud ERP solutions aren't just benefiting the ERP vendor, but that they drive measurable, sustained savings, and strategic benefits.

Comparing Cloud ERP Roadmap Options

An enterprise's ERP vendor does not need to be their cloud vendor. Leveraging Rimini Street third-party support with best-of-breed cloud platforms can deliver a better model with better people for better outcomes.

Vendor-Dictated Roadmap for Cloud	Business-Driven Cloud Roadmap with Rimini Street
<p>ERP Vendor Cloud Lock-In</p> <p>Customers are likely forced to adopt specific ERP software releases and vendor-proprietary technologies to use vendor-proprietary cloud ERP, facing long-term lock-in and loss of roadmap control.</p>	<p>Better Model</p> <p>Innovate around the edges of ERP, with the flexibility to keep current ERP fully supported for at least 15 years while choosing when and how to adopt the industry's leading, open-cloud solutions for IaaS or SaaS, including hybrid IT deployments.</p>
<p>Dated Support Approach</p> <p>Reliance on the same legacy ERP vendor support resources, processes, and technologies not originally designed to meet the new operational requirements of cloud ERP.</p>	<p>Better People</p> <p>Rimini Street combines the world's leading independent, third-party support for ERP with the industry's leading cloud services and support teams — to optimize cloud ERP solutions</p>
<p>Higher Costs and Business Risk</p> <p>Pay the vendor approximately three³ to ten times or more⁴ than what is paid in annual maintenance fees today to adopt proprietary cloud ERP solutions that can reduce financial and strategic leverage in the future.</p>	<p>Better Outcomes</p> <p>Predictable, sustained cost savings of up to 90% on total ERP maintenance and support costs combined with the savings and benefits of open- cloud IaaS, SaaS, or hybrid IT, while maintaining full control of ERP roadmaps.</p>

¹ Source: IT Leaders' Strategy Deck: Multicloud and Hybrid Cloud – January 15, 2020

² Source: Gartner, Predicts 2020: Negotiate Software and Cloud Contracts to Manage Marketplace Growth and Reduce Legacy Costs, 18 December 2019

³ <https://earlyadopter.com/2019/10/17/why-oracles-cloud-is-not-state-of-the-art/> (emphasis added)

⁴ <https://www.fool.com/earnings/call-transcripts/2019/12/13/oracle-corp-orcl-q2-2020-earnings-call-transcript.aspx> (emphasis added)

About Rimini Street, Inc.

Rimini Street, Inc. (Nasdaq: RMNI) is a global provider of enterprise software products and services, the leading third-party support provider for Oracle and SAP software products, and a Salesforce® partner. The company offers premium, ultra-responsive, and integrated application management and support services that enable enterprise software licensees to save significant costs, free up resources for innovation, and achieve better business outcomes. Global Fortune 500, midmarket, public sector, and other organizations from a broad range of industries rely on Rimini Street as their trusted enterprise software products and services provider.

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