

Rimini Street

Turning Savings Into Business Solutions

How Rimini Street Clients Fuel
Their Business-Driven Roadmap

For Rimini Street clients, the 50% they can save on annual IT support goes right to their bottom line. It also gives them the flexibility, funding and freedom to focus on initiatives that support growth and competitive advantage for their organizations.

This means clients are better able to adopt a business-driven strategy, which accelerates their ability to innovate and reduces vendor lock-in. This also means they're able to design a roadmap that balances business requirements with their technology strategy.

When clients move to a Business-Driven Roadmap approach powered by Rimini Street, they become liberated from the vendor-dictated roadmap. They can take control of their IT destiny and future-proof their investment to accommodate continuous change.

Rimini Street clients across industries are driving innovation and growth. Here are some of their stories.



Welch's spreads its marketing spend further

Welch's is responsible for processing and marketing the collective harvest of the more than 800 family farmers that make up the National Grape Cooperative. In response to changes in consumer buying habits, the company knew it would need to shift its spending to increase its marketing initiatives.

"When we benchmarked our company's admin-related costs, we came in above our industry's standard levels," said Welch's CIO Dave Jackson. "When we looked at our Oracle ERP software specifically, we were at an inflection point — the support and maintenance costs were nearly 12-15% of our IT budget, and we were at end-of-life for the versions we were running; however, there were no new features or functions in the next version that could justify the effort and cost of upgrading."

With Rimini Street, Welch's immediately saved 50% on its annual support and maintenance fees. The company then deployed its savings throughout the company to help amplify its marketing strategy and expand the company's portfolio with new products, such as Welch's new sparkling Rosé. Rimini Street's support means Welch's now can confidently tackle new projects, such as upgrading its Java and browsers.

In addition, Rimini Street helped Welch's free up IT staff time to focus on creating new application extensions for the business, driving even more value. "Our team is doing much less ticket tracking and issue resolution than we used to," said Jackson. "They're more focused on business-facing projects now."

Read the case study:

www.riministreet.com/client-success/welchs



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Dave Jackson
Chief Information Officer
Welch's

\$1 million in savings
redirected to security,
talent and product
development

INDUSTRY

Consumer Packaged Goods

APPLICATIONS SUPPORTED BY RIMINI STREET

Oracle E-Business Suite 11.5.10, EBS Payroll

TECHNOLOGY PLATFORM

Oracle Database 11g, 12c

ESCO digs deep into refining its products

Faced with a period of decline in global commodities, ESCO, a manufacturer of mining equipment, began to evaluate its operational spend to ensure a better fit with global activity.

As ESCO examined its IT budget, the largest line item outside of personnel was its Oracle licensing, support and maintenance fees. “We had a combination of factors pushing us to find a better solution that would reduce costs, increase time-to-resolution and support our business-critical customizations,” said Jim Williamson, ESCO’s vice president of information technology.

Discussions with Gartner and Rimini Street clients prompted the easy decision to switch to third-party support. The resulting business outcomes included a 50 percent savings on annual support and maintenance fees, faster and efficient issue resolution and customization support. By partnering with Rimini Street, ESCO’s IT team now had the capacity to focus on strategic business initiatives and funding that could be redeployed to critical initiatives. The results were significant—development of a digital catalogue, new IoT-enabled solutions and mobile apps that its customers could use to manage critical assets and improve product access. ESCO also reallocated some of its Oracle-focused IT staff to work on other platforms, such as Salesforce.com.

Perhaps most important, Williamson says, ESCO is now better able to avoid expensive upgrades and unnecessary infrastructure changes. This enables ESCO the ability to plan its application strategy for the future, at a pace that it is comfortable with, while freeing up funds for strategic growth.

Read the case study:

www.riministreet.com/client-success/esco-corporation



After preparing a solid roadmap and clear steps, our transition to Rimini Street was smooth. The savings and quality of support from Rimini Street have enabled us to reinforce our talent on new opportunities.”

Jim Williamson
Vice President of Information Technology
ESCO

ESCO reinvested its savings into a digital catalogue, new IoT-enabled solutions, mobile apps and its CRM.

INDUSTRY
Manufacturing

APPLICATIONS SUPPORTED BY RIMINI STREET
Oracle E-Business Suite 12.1.3,
Oracle Database 12.1.02

Start Innovating and Deliver Growth

By taking control of their IT roadmaps, these Rimini Street clients and countless others have been able to deliver growth. How can you use the money you would save with Rimini Street to drive innovation in your enterprise?

We've helped companies overcome some of the biggest obstacles to IT innovation, and unlock funds traditionally spent on "keeping the lights on."

Learn more on how you can drive innovation and growth at

www.riministreet.com

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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