

3 SMART PATHS TO INNOVATION FOR YOUR ORACLE ROADMAP

Optimize Oracle Applications
with Composable ERP and
Rimini Street Solutions



Rimini Street

ERP Strategies Have Changed

Organizations that have survived and are thriving as market leaders are successfully adjusting their business and IT objectives, priorities, and investments. Specifically, their strategies and activities converge to:

- **Maximize return on investment:** Extract more value from investments and resources while reducing costs
- **Improve agility and speed:** Anticipate where customers and the market are going, and shift quickly to compete and win
- **Deliver an exceptional customer experience:** Exceed customer expectations and drive advocacy
- **Maintain security, privacy, and compliance:** Keep the business, customers, and data secure and comply with ever-evolving laws

Benefits of a Composable ERP Strategy

Composable ERP, a “plug-and-play model” where companies choose easily integrated ERP elements to deliver better user experiences more quickly in response to evolving market conditions,¹ can enable rapid response for transformation in disruptive times — and in good times.

A significant advantage of modernizing pieces of the ERP is that organizations can get the capabilities they need “without having to upgrade the entire supertanker”¹ — a strategy in sync with today’s pace of technology and business change.

Other benefits of composable ERP include:²

- the ability to respond to business change with confidence
- its adaptability to the enterprise, rather than the enterprise having to adapt to the ERP
- a reduction in business risk from inflexible systems

A composable ERP strategy also aligns well with navigating a Business-Driven Roadmap — where all IT activities are aligned with your business priorities — rather than following a vendor-driven roadmap.



WHAT IS A BUSINESS-DRIVEN ROADMAP?

A Business-Driven Roadmap is a long-term plan that aligns technology investments with business goals, priorities, resources, and timing, rather than aligning with a vendor’s roadmap and goals.

[LEARN MORE](#)

¹ TechTarget. “Experts predict flexibility as a top ERP trend in 2022.” January 10, 2022, Jim O’Donnell

² Unit4. “Flexibility and industry specificity are top ERP trends for 2022.” March 3, 2022

3 Smart Paths to Innovation for Your Oracle Roadmap

Stay on your Current Software Release and Innovate at the Edges: Drive innovation and change with a composable ERP strategy using modern best-fit technologies within the context of a Business-Driven IT Roadmap. Stay on your current software release and move to Rimini Street support and managed services.

Supplement Oracle Support for the Latest Software Release: Leverage a composable ERP strategy while moving some applications to the cloud. Enhance and complement Oracle support with Rimini Street support and managed services.

Move to Best-Fit Technologies: Leverage all best-fit innovation and a composable ERP strategy with Rimini Street support and managed services. If you choose to replace your licensed Oracle software with SaaS technologies, be aware that you may have to surrender your perpetual licenses.

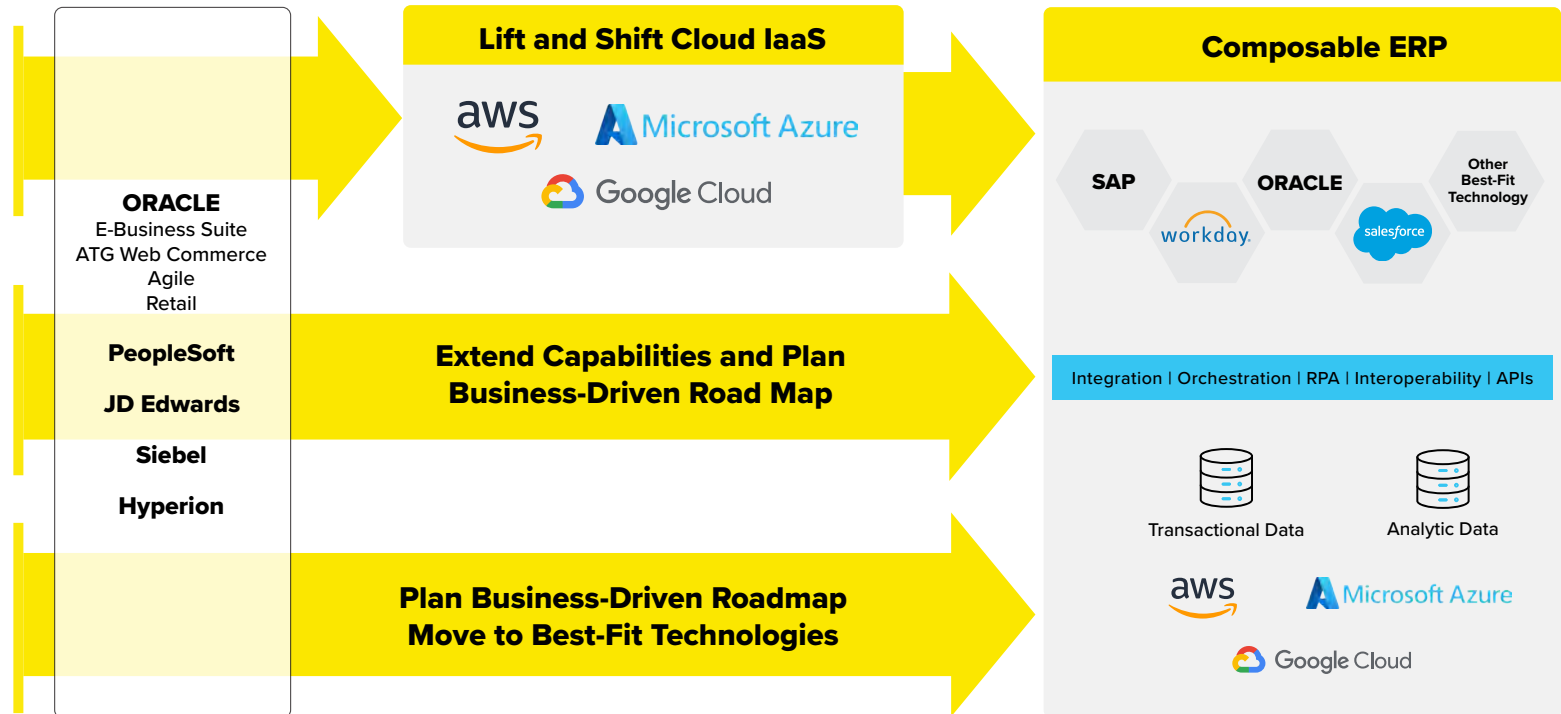


Figure 1

MAKE YOUR ORACLE PATH A SMART PATH

What is a Smart Path? A Smart Path is a holistic roadmap aligned with the continual delivery of value, that helps maximize the ROI of existing systems while minimizing risk and negative impacts such as business disruption.

Regardless of which path to post-pandemic leadership you are taking, Rimini Street can help you: make it a Smart Path, realize your IT strategy, and achieve your optimal business outcomes. As an independent partner, we add value by providing stability and reliability while helping you avoid vendor lock-in.

We support (and recommend) a composable ERP strategy that:

- supports rapidly evolving business and market needs
- includes best-fit ERP solutions
- helps create leverage in vendor negotiations

Rimini Street Can Support Any Smart Path You Choose

SMART PATH:

1 Stay on Your Current Software Release and Innovate at the Edges

If your customized, high-functioning Oracle applications such as E-Business Suite, PeopleSoft, JD Edwards, Siebel, and Hyperion meet your business needs — and you have no business case to upgrade or follow Oracle’s roadmap — then a composable ERP strategy aligned with a cloud approach could be your Smart Path to innovation and growth while maximizing your existing Oracle investment.

And switching from vendor support to Rimini Street support and managed services can help you self-fund innovation at the edges of your Oracle ERP with your support savings.

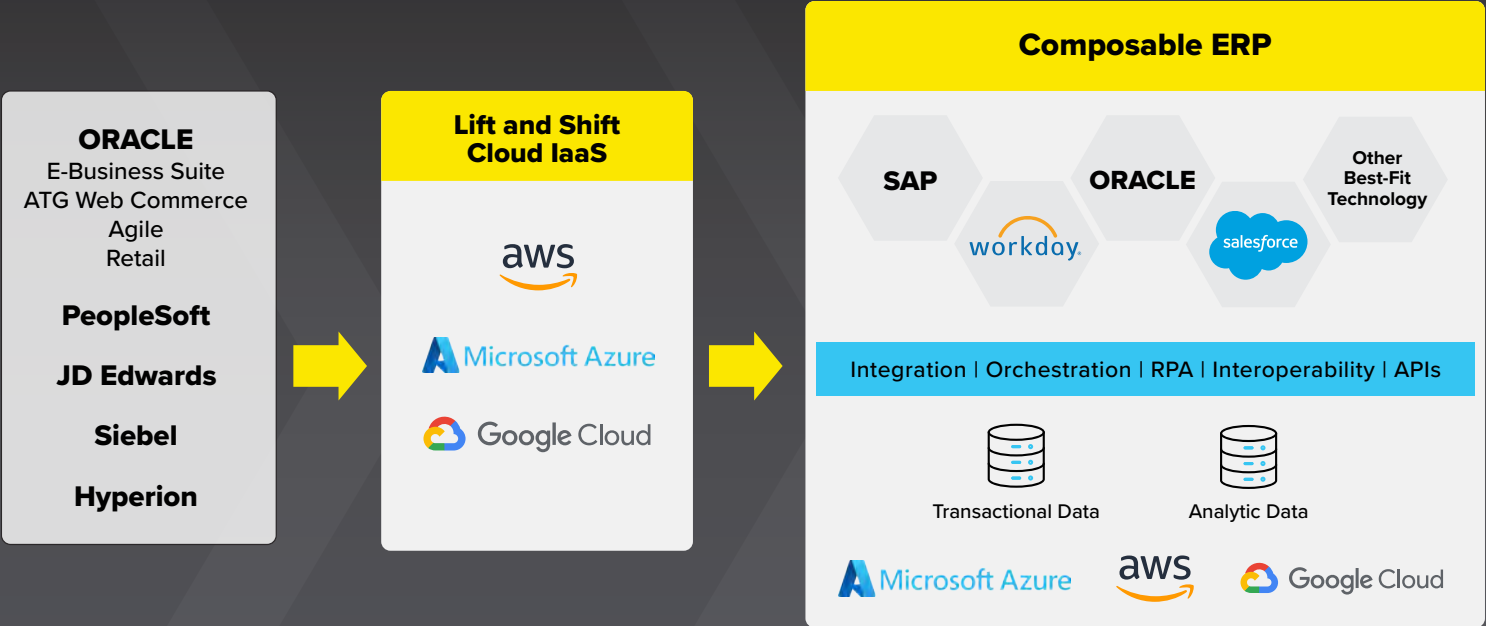


Figure 2

Figure 2 shows a progression for an Oracle applications’ “lift and shift” to cloud IaaS and a composable ERP strategy with best-fit technologies.

Rimini Street Can Support Any Smart Path You Choose

SMART PATH:

2 Supplement Oracle Support for the Latest Software Release

If you have a business case to stay current with the latest Oracle release and Oracle support, yet intend to move some applications to the cloud over time, then pursuing a composable ERP strategy could be your Smart Path to transformation and growth, as you calculate the ROI and plan your migrations.

And enhancing your Oracle support with Rimini Street support and managed services can help facilitate a smooth journey to the cloud, a precision landing, and SaaS success from the start.

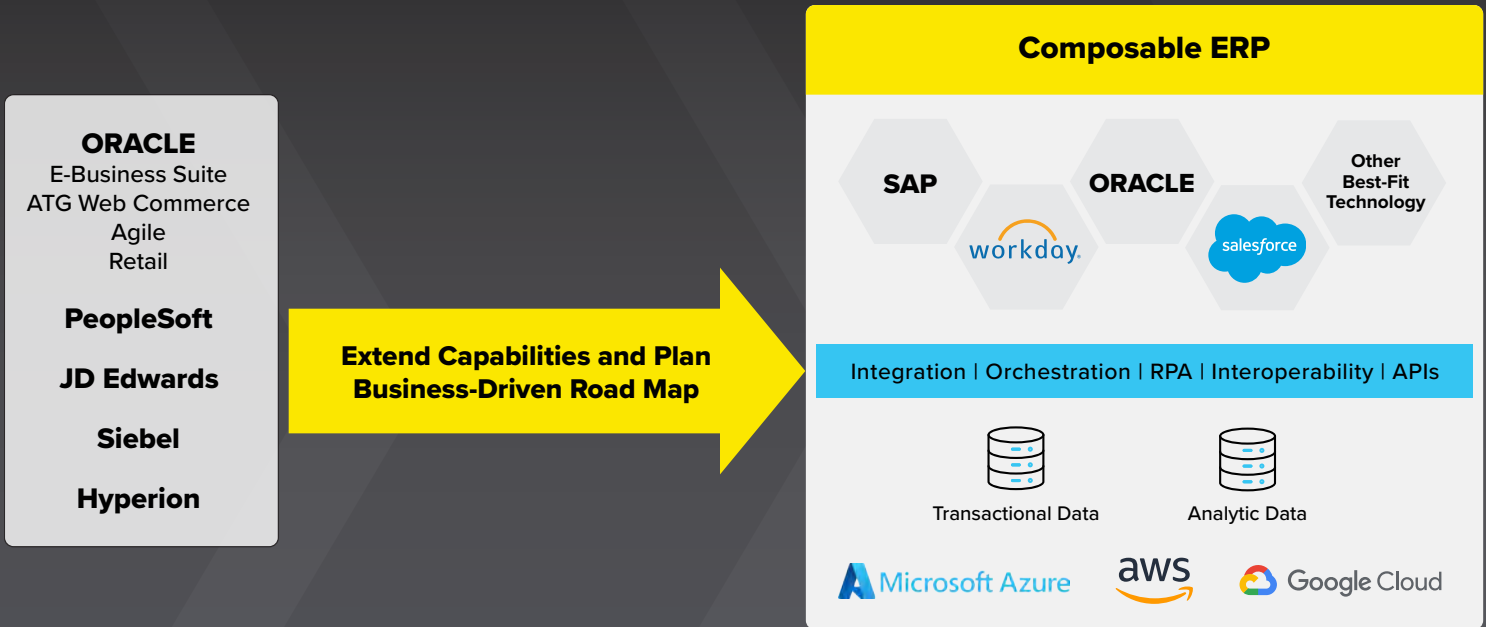


Figure 3

Figure 3 shows a progression with the latest Oracle release to a composable ERP strategy and select migration to best-fit technologies around your core Oracle ERP.

Rimini Street Can Support Any Smart Path You Choose

SMART PATH:

3 Move to Best-Fit Technologies

If you have a business case for a full migration to best-fit technologies and want to allow sufficient time to make the move, then composable ERP and a Business-Driven Roadmap can help fuel innovation along the way. Benefits of this approach include:

- you can self-fund your transformation with support savings by moving from vendor support to Rimini Street support and managed services
- you can innovate along your own roadmap — rather than Oracle’s roadmap — with an expert support partner that can run, manage, and secure your Oracle ERP and Oracle ecosystem
- you can gain the flexibility to get ready over time, for a smooth, low-cost transition with minimal disruption

ORACLE
E-Business Suite
ATG Web Commerce
Agile Retail

PeopleSoft

JD Edwards

Siebel

Hyperion

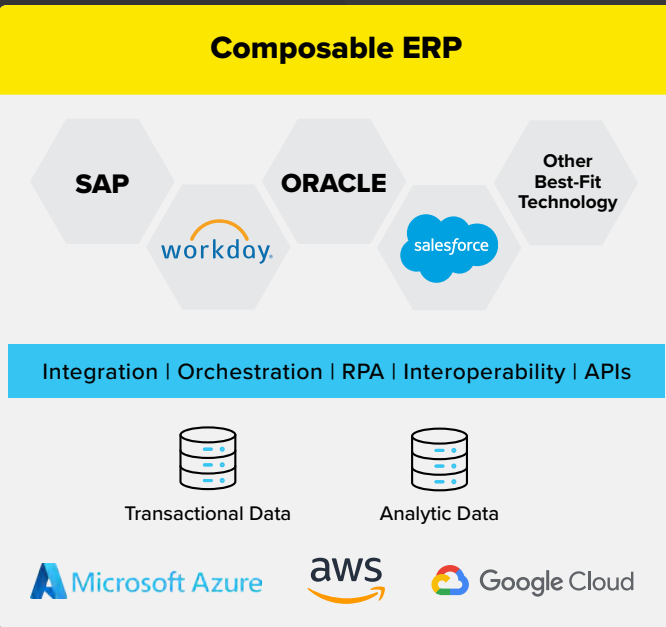


Figure 4

Figure 4 shows a progression to a fully composable ERP of best-fit technologies, with time in-between to optimize your migration.

Choose Your Best Path to ERP Modernization with Rimini Street Solutions

Table 1 provides further details on Rimini Street support for Oracle applications Smart Paths.

CURRENT STATE	SMART PATH STRATEGY	PATH TO ERP MODERNIZATION	RIMINI STREET SOLUTIONS
There is no business case for an Oracle upgrade	<p>“Stay on Your Current Software Release and Innovate at the Edges”</p> <ul style="list-style-type: none"> » Get more comprehensive software support plus managed services from Rimini Street as your single provider » Self-fund innovation with support savings 	<ul style="list-style-type: none"> » Pursue a composable ERP strategy » Move to cloud IaaS » Innovate around the edges of Oracle ERP with best-fit technologies 	<ul style="list-style-type: none"> » Support for Oracle Software » Application Management Services for Oracle » Rimini Protect™ » Global Tax, Legal, and Regulatory Updates
There is a business case for remaining current with Oracle releases while moving some applications to the cloud	<p>“Supplement Oracle Support for the Latest Software Release”</p> <ul style="list-style-type: none"> » Extend capabilities of existing Oracle software » Move applications to the cloud where there is a business case » Supplement and enhance Oracle support with Rimini Street support and managed services 	<ul style="list-style-type: none"> » Pursue a Business-Driven Roadmap with a composable ERP strategy » Add best-fit technologies around core Oracle ERP 	<ul style="list-style-type: none"> » Support for Oracle Software » Application Management Services for Oracle » Rimini Protect™
There is a business case to migrate to best-fit technologies	<p>“Move to Best-Fit Technologies”</p> <ul style="list-style-type: none"> » Get more comprehensive support for Oracle software » Enhance support for SaaS solutions with Rimini Street managed services 	<ul style="list-style-type: none"> » Pursue a Business-Driven Roadmap with a composable ERP strategy and all best-fit technologies 	<ul style="list-style-type: none"> » Support for Oracle Software » Application Management Services for Oracle » Rimini Protect™ » Global Tax, Legal, and Regulatory Updates

Oracle Customer Successes with Rimini Street Support

The following are two examples of Oracle customers taking Smart Paths to success, facilitated by Rimini Street support for Oracle applications.



LOCATION:

Australia

REVENUE:

AUD\$757M (USD\$514M)

INDUSTRY:

Utilities

EMPLOYEES:

530

APPLICATIONS & TECHNOLOGY:

- Oracle E-Business Suite 12.2.4
- Oracle Database 12c
- Oracle Fusion Middleware
- OBIEE

CASE STUDY

Smart Path: Innovate at the Edges

Greater Western Water (GWW) is a Victorian Government-owned organization that provides drinking water, sewerage, trade waste, and recycled water services to customers in Melbourne’s central business district and western region.

Over the next 30 years, the population in Melbourne is expected to double. To meet the need for high-quality, affordable, and secure water service, City West Water and Western Water merged in 2021. This story details the experience of the previous organization, City West Water.

GWW’s IT team relies on an enterprise software platform to streamline its operations. It has leveraged Oracle’s platform for a range of processes from finance and HR to renewals with customers. This required the IT team to oversee everything related to the platform, including upgrades, maintenance, and support.

To achieve efficiencies in staffing and budget, provide opportunities to focus on new IT initiatives, and drive innovation, GWW explored software maintenance and support options.

According to GWW’s Chief Information Officer Jennifer Rebeiro, “We needed to find a way to maximize the IT capabilities we were introducing into the business and work across the organization at the process level.”

“ **Finding a new way to manage platform maintenance and support has created real opportunities for our staff and organization. It has meant that resources are available to contribute to new projects that can be embedded into business as usual and then return value over the next year and every year.**”

— Jennifer Rebeiro, CIO, Greater Western Water

GWW engaged Rimini Street for software maintenance and support for its Oracle footprint. The engagement with Rimini Street has enabled GWW to increase the time staff can dedicate to new IT initiatives and will allow the organization to broaden its innovation scope and implement multiyear projects.

When the team is freed from maintenance and support activities, it is able to expand its skillsets and undertake more high-value tasks. This has been achieved while significantly reducing software maintenance costs.

Leading Australian University



LOCATION:

Australia

REVENUE:

AUD\$1B (USD\$679M)

INDUSTRY:

Education

EMPLOYEES:

15,000

APPLICATIONS & TECHNOLOGY:

- Oracle E-Business Suite 11.1.2.3 and 12.1.3
- Oracle Database 12.2
- Oracle Fusion Middleware including WebLogic and SOA Suites

CASE STUDY

Smart Path: Migrate To Best-Fit Technologies

A leading university in Australia was facing challenges including the need to rapidly expand methods of instruction and identify new revenue streams and a diverse and dispersed student population.

While using Oracle for ERP, the university's IT footprint grew substantially — as did its overall support spend and annual maintenance costs with Oracle. It had not undertaken upgrades of its Oracle ERP for several years, not only because of the high costs and risks of disruption, but because the new versions were not delivering business value.

The university made the switch to Rimini Street in 2019 for the maintenance and support of its Oracle footprint. Partnering with Rimini Street, it took control of its IT roadmap, while preserving the value of its Oracle software investment.

The university immediately reduced its support costs when switching its support for Oracle EBS to Rimini Street. It was able to “bank the savings” to fund its future initiatives, including a potential move to Oracle cloud solutions.

“This approach has helped to change the conversation with Oracle and allowed our organization to start driving the agenda, not theirs,” said the university's associate director, solution design and delivery.

“Our applications, middleware, and the majority of our databases are Oracle-based. Our goal is to develop our relationship with Oracle to align better with our long-term strategy.

“The shift to Rimini Street rebalanced our relationship and put us back in the driver's seat of our strategy, which is focused on the adoption of best-of-breed SaaS solutions, resulting in the reshaping of our dependency on Oracle infrastructure.”

— Associate Director, Solution Design and Delivery, Leading Australian University

The associate director reports that the cost savings are significant, but the value is being proven beyond the bottom line. The Rimini Street global support team for Oracle is staffed and ready to help 24/7/365, with an SLA of 10 minutes for critical, Priority 1 issues. The actual response time is less than five minutes on average.

“We quickly realized that the value of the support we were receiving from Oracle did not match the annual spend,” the associate director said. “With Rimini Street we're able to get better support at a much lower cost.”

ACCELERATE YOUR ORACLE SUCCESS WITH RIMINI STREET

Regardless of your Oracle path, Rimini Street can help you make it a Smart Path, with tailored, proven solutions including:

- Rimini Complete™ for Oracle: Support for Oracle to help you maximize Oracle investments, reduce total support costs by 50% to 90%, and self-fund innovation
- Rimini Enhanced™ for Oracle: L4 product support and application management services
- Rimini Managed™ for SaaS Applications: Managed services for best-fit technologies like Salesforce®

As an independent partner with an overall average 4.9/5.0 global client satisfaction rating, we can help you defer an expensive upgrade or migration, avoid vendor lock-in, free up funds for near-term, high impact projects, and achieve your optimal ERP modernization and business outcomes.

Rimini Street®

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About Rimini Street

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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