ORACLE CLOUD MIGRATION

Oracle cloud migration is an important reality for most enterprises today in nearly every vertical industry. In fact, nearly 97% of Fortune 500 companies license Oracle-branded software and are moving to the cloud with only minimal strategy for scaling their purchase or deployment. Many questions remain including the enterprise measurement of long-term license, support and subscription migration costs.

Unfortunately, cloud migration is not always a straight forward swap out of on premises licenses. There are hidden and unexpected costs tied to software infrastructure, virtualization and platform requirements. Both business and technical teams are at risk due to poor cloud migration execution including the often-misunderstood contracts and Oracle licensing policies.

To ensure a smooth transition to the cloud without undue time or expense, Remend offers a unique trusted advisor combination of measurement, cloud migration strategy and proven execution.

3 Cost-savings Benefits of Remend Cloud Migration

1. **Reduce maintenance spend while meeting your unique multi-cloud business support strategy.** With Remend, enterprises only implement any required Oracle on-prem to cloud migration components. Instead of consuming all Soar elements, Remend identifies specific IaaS and PaaS components and recommends a vendor-independent cloud approach including virtualization options.

2. **Customized cloud migration costs.** Purchase only the required Oracle cloud pieces and discount non-required pieces including shelfware. Remend offers a do it yourself audit script option (*Remender Basic*), expert-assisted Oracle software asset management (SAM) professional services (*Remender Pro*) adding compliance position and quarterly drift management and finally a complete managed service adding recommendation, negotiation and audit defense (*Remender Enterprise*).

3. **Provide valuable metrics-based SAM insight to unravel Oracle License Management Service (LMS) audits.** This approach helps businesses quickly settle LMS audits for the lower original contracted amount or less. Remend service offerings save both time and money while protecting the customer's IT investment.

There are several other critical time and cost savings benefits to using Remend's products and services. For both business and technology users, our approach simplifies your Oracle and multi-vendor cloud migration and puts it on your terms. Regardless of industry, Remend's ability to craft your cloud strategy, drive execution and measure implementation delivers ongoing value.

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6 Ways Remend helps Oracle customers easily transition to the cloud:

1. Create and execute a realistic, measurable cost baseline for customer's inevitable move to Oracle and non-Oracle cloud. Remender software and services automate the gathering, documentation and translation of all assets.

2. Aggressively drive down time and effort requirements for Oracle compliance software audits from months to minutes and remove the threat of an LMS SaaS audit.

3. Measure Oracle and any other SaaS contract management infrastructure to mitigate entitlement numbers, lower cost and burdensome time involved in Oracle software usage.

4. Execute the larger, strategic business issue of complete infrastructure and platform migration to every business cloud.

5. Document Information Technology and Database Administrator (DBA) persona needs through detailed analytics and a powerful SAM to purchase only the cloud components your business requires.

6. Precise procurement deployments for every business level including Remender in MSP offerings.

Remend's Product and Service Innovations

To deliver an easy cloud migration approach, Remend's software and service team proactively builds a comprehensive and dynamic picture of Oracle software and cloud "current state." This snapshot visually exposes poorly discounted software support and realigns spend management (capital vs operating expense) for an extensible executable negotiation strategy.

Remend Basic, Remender Pro and Remender Enterprise all rationalize legacy terms, conditions and license metrics for the enterprise's current provider landscape (e.g., AWS, Microsoft Azure, Google) to easily create IT alignment and build common language among your most important stakeholders. By engaging with Remend, your business and technical leaders quickly operationalize and execute new agreements (license and/or subscription orders).

Remend Differentiation

Migrating to the cloud isn't as seamless or easy as you've been led to believe. Remend is the enterprises' strong, experienced advocate to ensure the best possible contract, costs and billing practices. To execute this enterprise-first approach, Remend software and services deliver Enterprise Oracle Cloud visibility including:

- CIO Planning for Cloud Migration
- Fiscal Year Budgeting balances
- End User Licensing count and complete Infrastructure Audit
- Data Warehouse Services
- Application Development and Modernization analysis
- Procurement and Maintenance contract optimization
- Cost-effective IT & Professional Services Staffing

Why Customers Choose Remend

Businesses care most about their operations and core competencies, not necessarily cloud deployments. Remend serves as your expert cloud resource with software and services to measure the complete Cloud Purchase and Deployment Lifecycle. Instead of hiring IT staff internally, we operationalize hands-on cloud migration expertise to ensure your business gains the lowest possible TCO and highest ROI.

Our solution offers dozens of reference sale and happy customers. By helping enterprises establish a dynamic Cloud baseline usage "snap shot," Remend perfectly pairs companion hands-on expert advisory services. This one-two punch delivers 50% or more savings on Cloud CapEx/Opex with a tangible Cloud Strategy ROI.

Finally, Remend goes far beyond Oracle LMS or other SAM approaches to cover your business' entire Oracle Cloud deployment up through and including Oracle's policies focusing on enterprise metrics, subscriptions and any ULA program. Whether your business is considering stand-alone script management, people-based advisory or third-party analyst services, you'll find Remend's offerings unparalleled for hands-on expertise and SAM software functionality.

Let us help you realize the full license value of your cloud investment on your terms.