

REMEND

ORACLE FUSION CLOUD APPLICATIONS ADVISORY SERVICES



Getting It Right the First Time

Organizations running Oracle on-premises, or considering SaaS, have one shot to get it right. Once you sign a cloud applications deal, the leverage shifts, and Oracle's lock-in strategies are magnified:

- Fees only increase
- User management is complex
- Renewals are exploitative
- No perpetual rights
- No fallback
- Escalating OPEX with no exit

Remend's Cloud Subscription Advisory puts you in control. We evaluate, plan and negotiate Oracle Fusion Cloud deals based on your needs, not Oracle's sales agenda. Our approach combines aggressive commercial strategy with operational insight to combine short-term commercial effectiveness with long-term flexibility.



Challenges

Oracle's "Start-Big" Sales Tactic

- Early customer enthusiasm sets a pricing baseline that enables Oracle to claw back discounts as bill of materials (BOMs) settle into reality.

Double Paying for Cloud and On-Premises

- Oracle locks in legacy support during cloud transitions or inserts shelving language that makes returning to on-premises software prohibitively expensive.

Deep Discounts Disguise a Permanent Price Trap

- Initial discounts, tied to inflated list prices, block future savings. Renewals rise annually, regardless of usage.

License Audits are Inherent in Cloud Usage

- Oracle tracks usage continuously. Monthly reports now double as soft audits with financial pressure applied by the compliance-driven renewals teams.

Limited Software Asset Management (SAM) Tooling

- The market lacks tracking solutions that cater to Oracle Cloud Applications, so customers lack real-time insight.

Aggressive Oracle Negotiation Backed by Real-World Insights and Strategy
Remend can help!

Value Delivered

Remend's clients win on their terms and do what's right for their business. Whether entering into a new cloud agreement or renegotiating a renewal, we ensure the outcome is shaped by your usage, your roadmap and your budget.

Contract Terms That Don't Back You into a Corner

- We fight for short-term savings and long-term flexibility that limits vendor lock-in.

Confidence at the Executive Table

- No more guessing what Oracle might do. We model the financial risk, prepare you for their tactics and take the lead in every critical exchange.

Usage-Driven Subscription Management

- Our insight into how your users interact with Oracle applications ensures entitlements match reality, not assumed or unexpected usage.

Cost Optimization

- By aligning licensing to actual usage and countering Oracle's pricing tactics, we consistently deliver multi-million-dollar savings across new deals and renewals.



Our Approach

Remend brings a rare mix of technical depth and executive presence. We analyze user activity to uncover waste and identify concrete cost-saving opportunities. As Oracle escalates, we respond in kind, recommending how to engage with senior Oracle executives while advising CFOs, CIOs and legal teams on the customer side.

Our shared savings model keeps us fully aligned with your goals to reduce spending, limit lock-in and restore leverage where it belongs.

We can serve as your lead negotiator and primary interface with Oracle, especially when the pressure ramps up. We counter Oracle's tactics with precision by proposing strategic pauses, challenging pricing assumptions and grounding every conversation in operational facts and real-world usage.