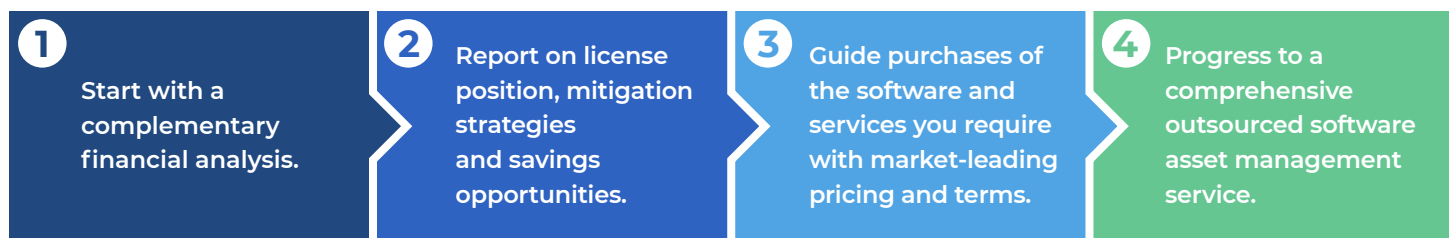# REMEND
ORACLE ADVISORY SERVICES

Remend is an independent advisory firm that partners with enterprise and mid-market executives to cut technology costs. Based on decades of experience, Remend executes data-driven, creative and aggressive cost-reduction strategies for Oracle, Microsoft, SAP, IBM and tier-two publishers.

Independent Advisory Services

Remend's services help you navigate the complexity of publisher contracts and service agreements to make informed decisions for your business environment. Our experts work to find business efficiencies, eliminate stress and realize budgetary savings in four steps:

1 Start with a complementary financial analysis.

2 Report on license position, mitigation strategies and savings opportunities.

3 Guide purchases of the software and services you require with market-leading pricing and terms.

4 Progress to a comprehensive outsourced software asset management service.

Complementary Financial Analysis

Remend's **free** financial analysis simplifies decision-making and removes the confusion and uncertainty associated with Oracle licensing and traditional support. We help you analyze what you are paying for and the value you are getting while discovering what is missing.

Gain control of your situation by answering these key questions:

- Is the annual support we're paying for worthwhile? If it isn't, then what alternatives do we have?

- Are the licensed products, metrics and quantities optimized for our business?

- What strategies can we employ to lessen compliance risks and related unexpected expenses?

- What methods can we use to enhance our bargaining power for additional purchases?

Maximum Value in Shortest Timeframe

Remend's financial analysis identifies issues with your Oracle license and support contracts. We offer advice on valuable action plans, focusing exclusively on annual renewal contracts, that help you avoid time-intensive tasks such as deploying expensive software asset management tools. All of this saves you time and money.

Take control and make value-based decisions on your Oracle-related expenses.
Remend can help!

The Challenge with Oracle

Oracle is the forerunner in establishing the policies, pricing and practices that give software publishers excessive power and influence over customers' business decisions. Software publishers like Oracle, Microsoft and SAP depend on complex policies instead of practical needs to sustain and increase revenues. As a result, customers find it challenging to evaluate the value of legacy expenses, align their needs with licensing and subscriptions and reduce their risk of audit.

Facts & Figures

The following demonstrates the imbalance of value from Oracle Support:

OVER 90% — Oracle's profit margin for on-premise software support

LESS THAN 1/3 — Average customer patches less than 1/3 of their environment

2x — Oracle doubled its annual support adjustment from 4% to 8%

Policies require payments on unused, end-of-life & poorly-discounted software

$$$ — Optional programs (Support Rewards & ULAs) further obligate payments for decades

Remend Services for Oracle

Remend is a full-service advisory firm that helps you find the best solutions to fit your technology needs with:

- License Management
- Audit Defense & Support
- ULA Certification
- Contract Negotiation

- Java License Advisory
- Relationship Management
- Third-Party Support
- Cloud Migration Planning

- Protected Shared Savings Program
- Update & Patch Archival Planning

Results

Here are a few of the big savings that Remend won for our customers:

- Reduced support fees from $10M to $7M via divestiture strategy
- Reduced support fees from $3.9M to $1.1M via capital reinvestment strategy
- Cancelled $6M of annual support via self-support strategy and planning

Call us today to see how Remend can increase the ROI on your Oracle software!