



Scottish Water  
Dunfermline, Scotland  
www.scottishwater.co.uk

### Industry:

Utilities

### Annual Revenue:

US\$1.9 billion

### Employees:

3,600

### Oracle Products & Services:

Oracle Database  
Oracle Application Server  
Oracle Customer Relationship Management  
PeopleSoft Enterprise Financial Management

**“Oracle’s Unlimited License Agreement gives us the freedom to focus on building our business strategy on a streamlined suite of applications while achieving the savings efficiencies required by the Water Industry Commission.”**

– David Brown, General Manager, IT and Facilities, Scottish Water

## Scottish Water to Save up to GBP5 Million (US\$9 Million)

Scottish Water provides water and wastewater services to 2.2 million households and 130,000 businesses across an area that covers one third of Britain. A publicly owned organization, Scottish Water aims to be as efficient as private sector companies.

### Challenges

- Reduce operating costs and capital expenditure in line with performance targets set by the regulator’s Overall Performance Assessment
- Improve process efficiencies and enhance service delivery by standardizing on a single technology infrastructure and suite of applications wherever appropriate for business needs
- Raise productivity by giving more employees access to technology, but without incurring higher licensing costs

### Solution

- Signed a four-year Unlimited License Agreement (ULA) for unrestricted use of Oracle E-Business Suite, Oracle Fusion Middleware, and Oracle PeopleSoft Enterprise solutions
- Gained ability to roll out an unlimited number of Oracle and PeopleSoft products to an unrestricted number of employees for a pre-negotiated fixed fee during the term of the ULA
- Avoiding time-consuming license monitoring and auditing while eliminating the risk of non compliance
- Cutting IT support and maintenance costs by replacing a number of legacy solutions with standard Oracle functionality
- Benefited from the merger of Oracle and PeopleSoft to enjoy a wide range of best-of-breed ERP products integrated by Oracle Fusion Middleware’s service-oriented architecture
- Helping to meet efficiency targets by saving between GBP3 million and GBP5 million (US\$5.5 million to US\$9 million) over the four-year ULA period