

ORACLE

ORACLE CLOUD INFRASTRUCTURE

# 7 roads to cloud success with Oracle Cloud Infrastructure

Harness the power of Oracle Cloud Infrastructure for Independent  
Software Vendors (ISVs) and custom applications



## Introduction

Cisco

8x8

Körber

Veritas

OceanX

Maritz

Gonzaga University

OCI capabilities

Path forward

# A seamless migration starts here

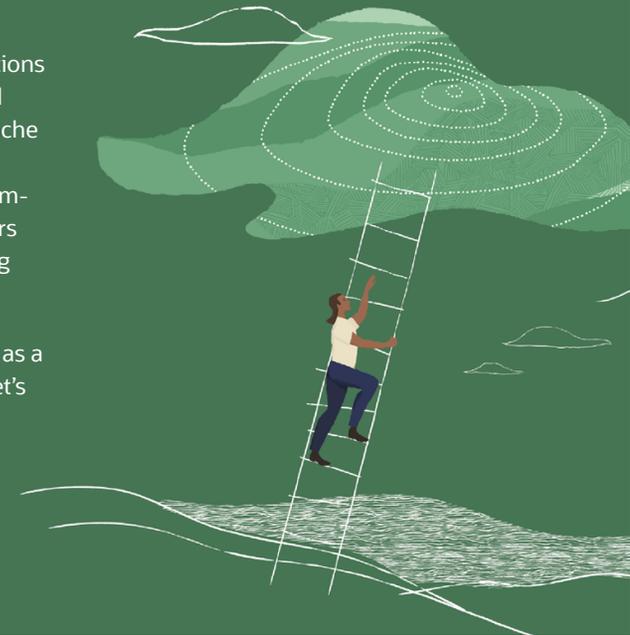
Oracle Cloud Infrastructure (OCI) is focused on transforming the cloud experience to become adaptable to your business. We built a cloud that is autonomous, scalable, and purpose-driven for all enterprise workloads, from legacy to cloud native applications. Designed to serve the cloud-connected experience, OCI offers lower, predictable, and globally consistent pricing to optimize the way data moves in the modern enterprise.

OCI is built to support enterprise applications at any scale, including video conferencing platforms, warehouse management systems, back-office and financial services applications, and many more. Whether the application is a commercial offering delivered by an Independent Software Vendor (ISV), or a custom application developed for a business' internal use, OCI is the ideal platform to run demanding workloads in the cloud.

As an ISV, the decision to migrate to the cloud is a balance between performance and cost. OCI excels on both fronts, offering high-performance infrastructure that's backed by performance SLAs, and industry-leading pricing that has been validated by analysts.

Other organizations may build custom applications using a variety of programming languages and software—Java, Python, Oracle WebLogic, Apache Tomcat, and others. With the the best price-performance in the industry, integrated platform-as-a-service options, and support for containers via Kubernetes, Oracle also provides everything needed to run custom applications efficiently.

Companies including Cisco and 8x8 chose OCI as a platform to power their growth and success. Let's explore their stories.





## Cisco's performance increases 60X using OCI

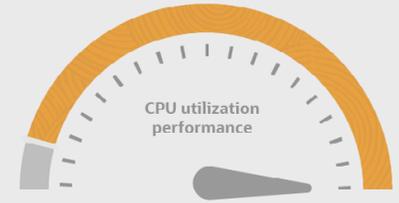
For decades, Cisco provided high technology solutions that ran on hardware installed at client sites, which limited potential customers to those with large data centers. To expand its horizons, Cisco needed to migrate to the cloud. With its eyes to the future, Cisco built a SaaS solution platformed on Oracle Cloud Infrastructure (OCI).

Through the migration, Cisco achieved both steady utilization and high performance, which together reduced its cloud infrastructure total cost of ownership (TCO) to a level that allowed it to broaden its reach to smaller companies with a wider array of technical operations. Oracle Cloud Infrastructure's bare metal instances allowed Cisco to achieve outstanding hardware efficiency. This efficiency, coupled with high performance, helped launch Cisco Tetration as a successful cloud service, with 60X better CPU utilization compared to other clouds.

*“Customers can save up to 90% on total cost of ownership running Cisco Tetration on Oracle Cloud, compared to on-site.”*

Navindra Yadav, Founder  
Cisco Tetration

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**15X** performance increase



**90%** reduction in cloud TCO

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# 8x8 connects the world on Oracle Cloud Infrastructure

Recognizing the need for universal access to video conferencing during the COVID-19 pandemic, 8x8 chose to offer it—for free. However, as adoption soared, so did cloud computing costs. 8x8 needed a cloud provider that would make it economically feasible to sustain the free service its users depended on to continue employment and education amid lockdown.

*“As video meetings quickly became the connective tissue of today’s new world, we saw our user count soar. To support that exponential growth, we looked at several platforms and chose Oracle Cloud Infrastructure for its strong security, outstanding price-performance, and world-class support.”*

Vik Verma, CEO  
8x8

By switching from Amazon Web Services (AWS) to Oracle’s scalable, enterprise-ready cloud infrastructure, 8x8 was able to support a massive influx of users—while saving 80% on network egress costs and increasing performance per node by more than 25%. Through its partnership with Oracle, 8x8 expanded services to new regions with a level of performance that kept customers—free, or otherwise—happy and connected.

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## Körber uses OCI to meet the demands of the holiday shopping season

Long-established in the software industry, Körber made a name for itself in digital supply chain execution 25 years ago. To transition to the cloud, it needed a secure, flexible cloud provider that would improve efficiency without impeding performance. Körber decided to shift from Amazon Web Services (AWS) to Oracle Cloud Infrastructure (OCI)—a move that allowed its applications to process merchant transactions 40% faster, at 25% less cost.

Additionally, the average time it took to onboard a new merchant dropped from up to eight weeks to less than 10 days. This timeline made it possible for Körber's customers to shift their supply rapidly to serve consumer trends, seasonality, and most notably, the rigorous demands of the holiday shopping season.

*“We brought a retailer onto our cloud platform during the fourth-quarter shopping season, and we got them live without missing any shipments or fulfillment obligations.”*

Rik Schrader, Senior Vice President of Sales  
Körber

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**40%**  
faster  
processing



**25%**  
cost savings  
over AWS

\$\$\$ Oracle

\$\$\$\$ AWS

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**VERITAS**

## Veritas maximizes performance without downtime on OCI

Veritas—a specialist in data management—is committed to helping diverse organizations harness the power of their information. As a key player in the high technology space, Veritas sought a cloud provider that could scale while keeping costs controlled, allowing it to empower more organizations.

In partnership with the Oracle Cloud Infrastructure (OCI) implementation team, Veritas was able to move 192 terabytes (TB) of data to its new infrastructure in a single weekend—with no downtime and no lapse in value for customers. Additionally, customers clocked an immediate 20%-40% increase in performance.

*“As part of the IT transition, one of our only objectives of Veritas is that we’re always continually looking to do better for our employees, our customers, and our partners. Moving to Oracle Cloud Infrastructure — with better scalability, higher performance and significant cost savings — allows us to do that.”*

John Able, CIO  
Veritas Technologies

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**192 TB**  
of data moved  
in one weekend

  
**20-40%**  
performance increase

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OCEAN<sup>x</sup>

## OceanX increased speed and performance while reducing cost with OCI

OceanX provides subscription services for upcoming brands looking to start or scale direct-to-consumer sales. As a high technology provider, the company wanted to elevate its value proposition from helping customers fulfill orders to helping them build long-term customer loyalty. However, the processing and performance available to them through Amazon Web Services (AWS) were slower than expected. With this in mind, OceanX sought a scalable solution to increase its growth potential.

OceanX immediately observed meaningful performance differences of up to 80% after moving to Oracle Cloud Infrastructure (OCI) from AWS. Oracle's increased speed and performance enabled OceanX to better tap its fulfillment data and provide customers with real-time insights. These allowed them to target customers based on known interests, resulting in the cultivation of strong ongoing relationships.

*"We've witnessed first-hand the power of combining our data management solutions with Oracle Cloud...and so have our clients."*

Georg Richter, CEO & Founder  
OceanX

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**80%**

**stronger performance**

Oracle

AWS



**3X** improvement in service



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## Maritz migrates to OCI, improves performance by 10X

Maritz is a privately held holdings company that has been in business for over 100 years. Its on-premises applications were running on aging nine years old hardware that was struggling to keep up with ever-growing workloads, so Maritz made the strategic decision to move to the cloud.

*“The story with Oracle Cloud Infrastructure is that it’s better, cheaper, and faster than what we had on-premises.”*

Ron Hunsaker, Vice President of Enterprise Application Services  
Maritz

Maritz had considered other cloud providers, but it knew that moving E-Business Suite to Oracle Cloud Infrastructure (OCI) would be the best decision in the long term for performance and future supportability.

Maritz migrated 27 apps (E-Business Suite and custom apps running on Oracle WebLogic & Database) from on-premises to Oracle Cloud Infrastructure over one weekend without impacting operations. By moving to OCI, Maritz improved performance for back-office workloads by 10X, reduced its disaster recovery (DR) window from 72 hours to 4 hours, and concurrent financial processes that used to take 2 hours now take 10 minutes.

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**10X** performance increase  
for back-office workloads



**From 2 hrs to 10 min**

**72 to 4 hrs** DR window 

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# Gonzaga University upgrades to OCI for improved security

Gonzaga University is a large, private university in Spokane, Washington founded in 1887. When Gonzaga University IT staff learned that its on-premises ERP system would soon be retired and that it would need to upgrade to a new version, it committed to a cloud-first strategy.

Prior to considering Oracle Cloud Infrastructure (OCI), Gonzaga University was 95% sure about moving to Amazon Web Services (AWS). However, things changed dramatically after it experienced the OCI platform. After just a few weeks, its infrastructure, ERP, and project management teams voted unanimously for OCI. Only Oracle could provide the performance of running on bare metal servers in the cloud, the ease of migrating an on-premises Oracle Database, and such a strong focus on security—all at a 25% cost savings.

Gonzaga University completed the project in 7 months—2 months ahead of schedule. The integration with existing systems was smooth and delivered a seamless experience for end-users. The engineers found that the configuration worked in the cloud exactly the same as if it were used on-premises. That delivery speed continued into future projects, with some cloud-based deployments taking 75% less time than they would on-premises.

*“We can typically failover to our disaster recovery site in 5 to 10 minutes, if that. That’s given everybody on the infrastructure side a lot of confidence.”*

Darren Owsley, CTO  
Gonzaga University



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# Maximize performance and minimize cost

*“The Oracle Cloud Infrastructure platform meets our challenging requirements of performance and scale, has increased the efficiency of workloads up to 40% and decreased networking costs by 70%. This allows us to pass significant savings on to our customers.”*

Stefan Birrer, Chief Software Architect and Co-Founder  
Phenix

## Support enterprise workloads

- Harness the power of high-performance compute, storage, and networking.
- Adapt rapidly to capitalize on trends and support customers through market shifts.

## Protect your value to your customers with a security-first cloud architecture

- Build trust in your solutions through comprehensive access controls, autonomous monitoring, and auditing.
- Ensure accredited full-compliance with federal, financial, and healthcare-related regulations.

## Scale while maintaining high-performance

- Tap into the OCI Marketplace to source new customers in global markets.
- Serve customers of all sizes and position yourself to capture the growing global SaaS market.

## Lower your total cost of ownership to deliver better value for your customers

- Reduce your operational costs and pass savings on to customers.
- Take advantage of comprehensive service level agreements focused on availability, performance, and manageability.

See why an IDC survey of IaaS customers ranked OCI as a leader in customer satisfaction

**8.68** out of **10**



# Path Forward to OCI with 4 Simple Steps



## 1 Get started

Watch on-demand webinars on migrating custom and ISV applications to OCI

[Watch now](#)



## 2 ISV Accelerate Program

Oracle Cloud experts will help map your journey to OCI

[Sign up now](#)



## 3 Leading OCI economics

See why OCI is built for higher performance, lower cost, and easier migration

[Learn more](#)



## 4 Find a migration partner

Search Partner Finder to get help with your specific migration needs

[Search now](#)

[Subscribe to the OCI blog](#)

[Learn more: Migrating ISV apps to OCI](#)

[Learn more: Migrating custom apps to OCI](#)



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