



## Atlantic Lottery hits the jackpot with Oracle Cloud

Atlantic Lottery had its sights set on expanding its business and product offerings, but on-premise ERP was holding the company back. So Atlantic Lottery placed its bets on Deloitte and the Oracle Cloud—and won big. Here's their story.

### Challenges

Founded in 1976, Atlantic Lottery provides government-regulated lottery products in Atlantic Canada including draw games, online bingo, breakopen tickets, sports wagering, and games in social settings and on the internet. Atlantic Lottery is jointly owned by New Brunswick Lotteries and Gaming Corporation, Nova Scotia Gaming Corporation, Prince Edward Island Lotteries Commission, and Province of Newfoundland and Labrador, with 100% of profits returned to the four provincial shareholders. After business costs, the remaining proceeds go to these governments for hospitals, schools, roads, arenas, social programs, and other services.

In 2012, Atlantic Lottery partnered with Deloitte to implement its first ERP system, an on-premise deployment of Oracle E-Business Suite and a custom data warehouse to support the company's data and reporting needs. At the time, Atlantic Lottery offered retail products only, including draw and scratch games, and over the years expanded product lines to include video lottery, online, and digital play options. As a result of this significant expansion into the digital space, Atlantic Lottery's data grew at such a fast pace that the on-premise data center couldn't keep up. Workloads were taking longer to run, and costs were rising.

In 2018, while preparing to launch their iCasino offering, Atlantic Lottery also saw that its current on-premise platform wouldn't be able to support the business analytical needs. They needed a stable, secure, and scalable platform to meet future growth goals.

### Solution

With the launch of the iCasino offering on the horizon, Atlantic Lottery accelerated the search for a winning solution and consulted with Deloitte to evaluate cloud opportunities. After reviewing a wide variety of options, Atlantic Lottery decided on the Oracle Cloud platform – which they determined was the clear solution for future growth.

Since this was Atlantic Lottery's first migration to a cloud platform, it looked to Deloitte as a trusted partner to help plan, secure stakeholder buy-in, share knowledge, and successfully migrate the on-premise Oracle E-Business Suite ERP applications and critical workloads to Oracle Cloud Infrastructure.

"The Oracle cloud migration project moved critical workloads and Oracle applications from on-premise to Oracle Cloud Infrastructure, and this fundamentally transformed [Atlantic Lottery's] IT by cutting their operational costs, increasing scalability of their data infrastructure, and—the most critical part—enhanced their security," said Senthil Selvamani, Partner, Deloitte Canada.

“As head of operations and development, the success of my teams and the success of the business hinges on having stable and flexible platforms that give us the ability to grow into the future. Oracle Cloud provided the scalability and flexibility we needed while also being more stable and secure.”

Megan Calvert,  
Director of Development and Operations at  
Atlantic Lottery Corporation

# Result

Moving to Oracle Cloud allowed Atlantic Lottery to better serve its customers with the confidence that its systems could grow and scale along with the business. Atlantic Lottery hit the jackpot with the ERP and workload migration to Oracle Cloud Infrastructure, achieving big benefits in three areas:

## Financial

First, Atlantic Lottery experienced cost savings of \$6-7 million by migrating from its on-premise environment to the cloud — a savings that significantly exceeded expectations. “From a financial perspective, we were anticipating a reduction in costs of around \$5 million. But we’re now approaching our one-year anniversary and we are actually seeing savings of between \$6 and \$7 million,” said Megan Calvert, Director of Development and Operations at Atlantic Lottery.

## Performance

Second, the move to Oracle Cloud enhanced performance and flexibility, providing the ability to spin up a new environment to support a new initiative in a matter of days compared to requiring 4-5 months in the previous on-premise environment. “This has vastly increased our ability to support our internal teams and internal delivery processes,” Calvert said.

## Security

Atlantic Lottery also benefits from improved security in the Oracle Cloud, enhanced by effective training of security staff. Calvert noted, “One of our biggest lessons learned on the project was to bring in our security team early and ensure that they have the skills and knowledge available to support us long term. Having partnered with Deloitte, we were able to bring in those skills and help train our internal security team so that they were knowledgeable and able to support the integrity and security of our data and our platform.”

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“The benefit to partnering with Deloitte is that they have such a large breadth of skillsets and people. As we would run into a roadblock, Deloitte would pull someone in that was either a subject matter expert in that particular area or had actual experience implementing the same type of project. And they would bring them in to help us through those roadblocks.”

Megan Calvert,  
Director of Development and Operations at  
Atlantic Lottery Corporation

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