

Enable your Business with Industry-leading Software

MAXIMISE THE VALUE OF ORACLE INVESTMENTS

BUSINESS CHALLENGE

Buying software is a significant financial investment—one that's frequently fraught with complex decisions about software components, licensing and terms. And your Oracle software shouldn't just be technically excellent—it should also support and conform to your business needs and goals. After all, if your software doesn't enable and advance your organisation's business processes, then your business isn't running as efficiently as it could.

Even if you already own Oracle products, it can be challenging and potentially time-consuming to manage Oracle's software licensing agreements. If you're a parent company or subsidiary, you may have licence distribution challenges, which can lead to licence shortages. And if you own older licence metrics, you may unknowingly be in breach of compliance.

These types of licensing situations all have a direct impact on your Oracle support costs. To save money and ensure compliance, you need to optimise these arrangements, but doing so can be confusing and time-consuming.

With 16 years of experience in Oracle solutions, Rolta-TUSC reduces the complexity of purchasing and owning Oracle software for our clients.



RELY ON ROLTA



SOLUTION OVERVIEW

Rolta-TUSC is a trusted advisor and respected Oracle Certified Advantage Partner authorised to sell Oracle products. Our deep familiarity with Oracle technology allows us to more effectively help you find the Oracle solution that's right for your business. From consulting and competitive pricing through implementation and product maintenance, we provide support throughout the lifecycle of your Oracle products.

And if you already own Oracle products, our Oracle Licence Review Service delivers a comprehensive analysis of your existing Oracle licensing, support, and pricing configuration. As a neutral third party, we analyse your current licensing solution against your actual software installation to minimise your costs and optimise your software investment.

BENEFITS

- **Better support for your business**—Enhance business performance with Oracle's industry-leading software and align your licensing agreements with your business needs.
- **Maximised software ROI**—Secure discounts and financing; reduce purchase, operating, and maintenance costs; convert or consolidate old or underutilised licenses.
- **Peace of mind**—Avoid licensing and compliance issues with Rolta-TUSC expert guidance.

TESTIMONIALS

"We knew if there was anyone who could answer our questions and work with Oracle Corp. to get us the best pricing structure available that it would be TUSC. TUSC's salesperson took the time to understand our business and negotiated the solution that made the most sense for our needs. Thanks to TUSC, we secured a special discount that saved us a lot of money in licensing fees."

— COO / EVP

"Because of TUSC, we were able to secure extra discounts and obtain Oracle financing that allowed us to spread out our payments and better maintain our cash flow. We really appreciate this business relationship because TUSC puts our business interests and objectives first and is able to appropriately communicate them with Oracle Corp."

—CFO

"There are many components that go into Oracle software licensing. Compliance requirements, product capabilities, product compatibility and related costs are just a few of them. Unless you fully understand each, the end result can equate to unnecessary expenditures and a lot of headaches. TUSC's sales professionals realise that. They are very experienced when it comes to Oracle licensing. TUSC has saved us a considerable amount of money, as well as lessened the load of headaches in that area. They've been able to propose the appropriate solution, Oracle packages and components for what it is that we want to do. That's the reason we go to TUSC."

—Director of IT

"TUSC has been extremely helpful with our Oracle software licensing situation. We had previously experienced some problems over the past several years regarding the licensing and support-renewal process. TUSC helped us obtain new licenses with a minimum of fuss and did so at the best possible cost. Our TUSC sales executive also assisted us with consolidating various licenses into one simple annual renewal-support package. Thank you, TUSC!"

—CIO

SOLUTION DETAILS

Rolta-TUSC works closely with your business and functional teams to help you find the right Oracle solution for your business processes and goals. We integrate the technology into your business—not vice versa. Throughout a product lifecycle, we work closely with you to maximise the value and reduce the total cost of ownership of the product.

We also assess current Oracle licensing portfolios to help you reduce costs and maintain compliance. This assessment takes into account new licensing approaches and impacts to your annual support payments. We also consider your planned future business solutions, as well as backup, failover, and disaster recovery licensing implications. Our recommendations for licensing alternatives include licensing types, product editions, licensing metrics, and perpetual versus term licences.

ABOUT TUSC

TUSC has a 16-year high-level relationship with Oracle. We know and understand Oracle's current licensing guidelines, minimums and discount thresholds. We provide expert functional and technical solutions in the areas of Oracle E-Business Suite Consulting, Business Intelligence / Data Warehousing, Enterprise Performance Management (includes Oracle Hyperion), Project Management and Implementation Support, Custom Development (includes Fusion Middleware), Oracle DBA and Database Services, Managed Services for Remote DBA and E-Business Suite Support, Oracle Software Licensing, and Oracle Training & Mentoring.

ORACLE CERTIFIED ADVANTAGE
PARTNER



FOR MORE INFORMATION

Rolta TUSC Asia Pacific, 201 Miller Street, Level 17
North Sydney, NSW 2060, Australia
Phone: +61 (0)2 9959 2444