

# PeopleSoft Innovator: Gallaudet University Oracle Cloud Best Practices

---

Daryl Frelich, Director of Enterprise Information, Gallaudet University Technology Services

Earl Parks, Executive Director, Gallaudet University Technology Services

Arvind Rajan, Co-Founder and CEO, Astute Business Solutions

**Andy Fenselau**, Director, Product Management, Oracle

# Safe harbor statement

---

The following is intended to outline our general product direction. It is intended for information purposes only, and may not be incorporated into any contract. It is not a commitment to deliver any material, code, or functionality, and should not be relied upon in making purchasing decisions.

The development, release, timing, and pricing of any features or functionality described for Oracle's products may change and remains at the sole discretion of Oracle Corporation.

# Speakers

---



Andy Fenselau  
Director, Product  
Management,  
Oracle



Arvind Rajan  
Co-Founder,  
CEO  
Astute Business  
Solutions



Daryl Frelich  
Director of  
Enterprise Information  
Gallaudet  
Technology Services



Earl Parks  
Executive Director  
Gallaudet  
Technology Services

# PeopleSoft Has Been Customized and Integrated into Your Core Business Ops





# But Running PeopleSoft On-premises Has its Challenges



## Managing hardware presents challenges

- Facilities, hardware management isn't strategic
- Difficult to scale quickly and capacity planning is burdensome
- Refreshes are costly, risk and often deferred



## Challenges with keeping application updated

- Maintaining OS and database patches
- Accommodating new features and integrations rapidly
- Lack ability to spin up new environments quickly

# Why Customers Have Moved PeopleSoft to Oracle Cloud



Lower TCO than on-premises and competing clouds



Superior performance backed by SLAs



Still the PeopleSoft you know.  
Automate migration and lifecycle management



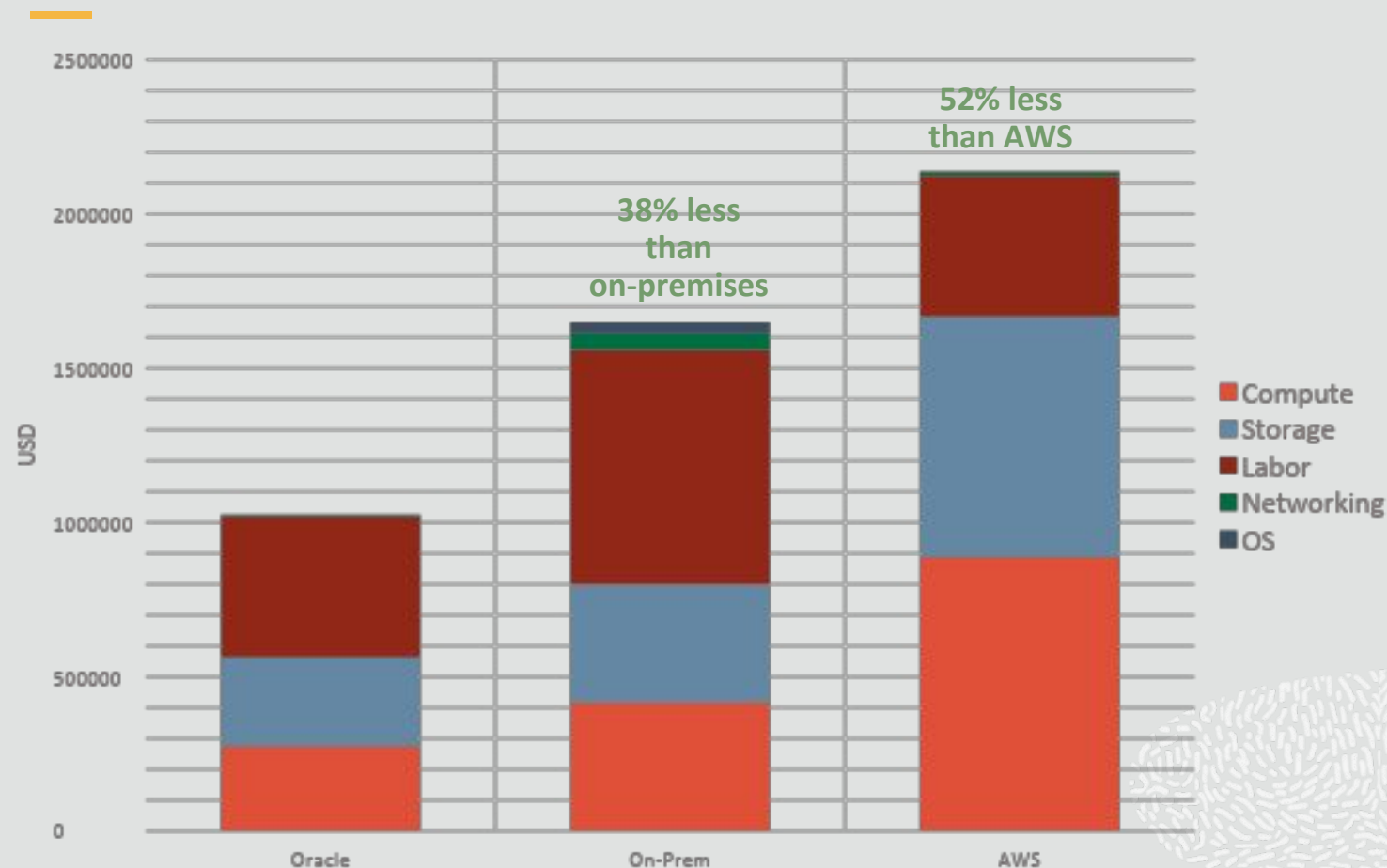
Unique capabilities enhance infrastructure availability, security, and control



- **38-52%** lower TCO
- **2-10x** faster reporting speed
- No single point of failure
- Migrate in **weeks**
- Deploy in **hours** not days

# 5 Year TCO for PeopleSoft on Oracle Cloud Infrastructure

Oracle is 38% less than on-premises and 52% less than AWS

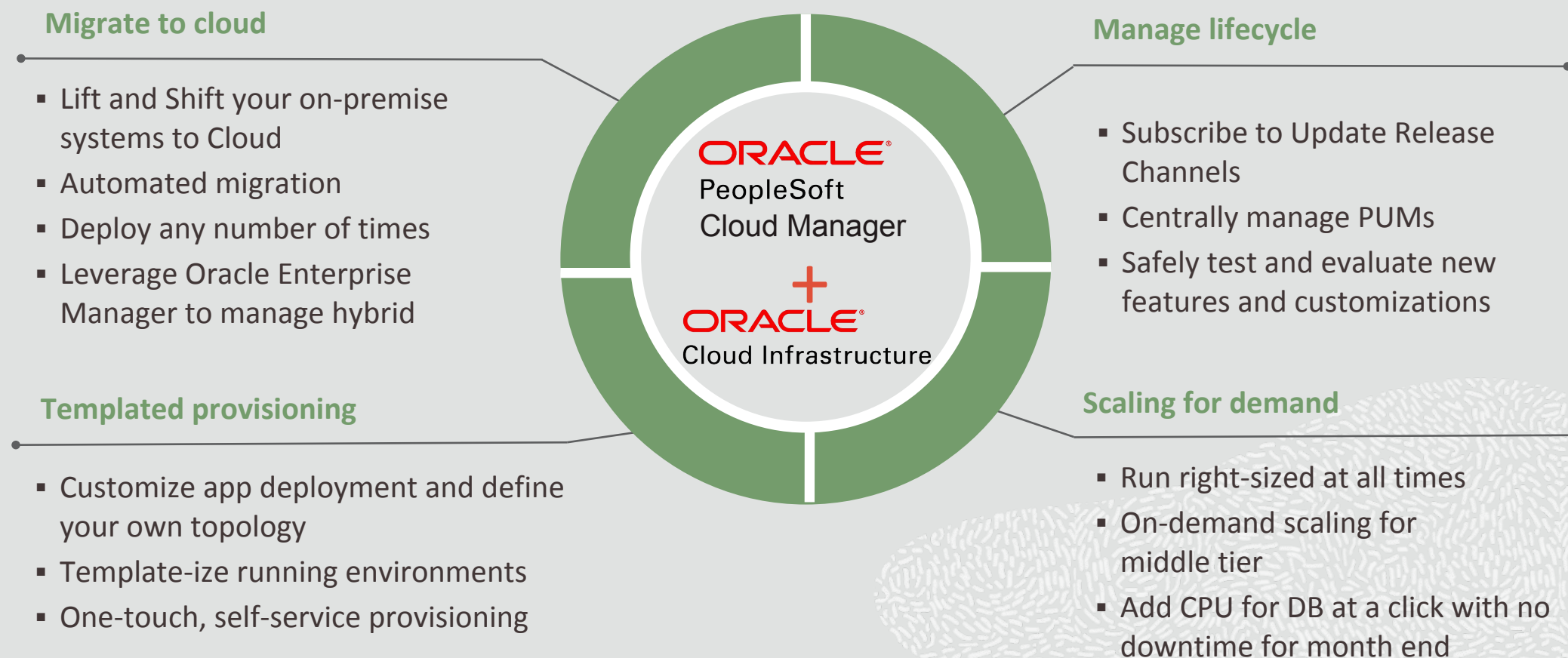


## Assumptions

- 5,000 concurrent users
- 6 environments (2 prod, dev, testing, staging, QA)
- **Oracle:** 80 vCPUs per environment, 6TB DB storage, 50GB/vCPU storage, 1Gbps FastConnect, Backups, 1TB outbound, 25% cloud discount
- **On-Premises:** 15 servers with 28 cores, 128 GB RAM per environment, 15 TB storage
- **AWS:** Same as OCI, reserved instances for prod environments, 7% EA discount

# Streamline Migration and Administration

Click-to-deploy application-aware tooling for automation - Only available on Oracle Cloud







# Gallaudet University's Story

# Motives

---

- DBA - One Full-Time
- Four full time consultants on staff = 25% of non-payroll budget
- Disaster Recovery/Single Data Center threatens Business Continuity
- IT Strategy Assessment and Opportunities

Cloud Solutions as a Strategic Goal

Facilitating Culture Change and Change Management

- Faster System
- Cost Savings

# Why Astute

---

- **Astute**

- Experienced OCI Partner (25+ Lift and Shifts)

- Industry Expertise – Higher Education focus

- Native Oracle Cloud Infrastructure automation capabilities

- Peoplesoft Selective Adoption as a Service - PUM and Tools Management

- Automated Testing with FasTest

- OCI Cloud Credits - Simplified contracting as a MSP Partner

- **Gallaudet**

- More focus on functions and improvements

- Contract work more flexible – can swap around SME

# Project Scope

---

- Financials and HCM

- Lift and Shift

- Already at latest version

- As-is

- All integration points remain the same

- Campus Solutions

- Lift and Shift

- Upgrade from v9.0 to v9.2

- Going clean – more out of box vs 20+ years of customizations



## Project Timeline

---

- 10 Weeks for first Lift and Shift – Financial Management Solutions
- 10 Weeks for 2nd Lift and Shift – Human Capital Management
- Approximately 6 months - February 2020 for Campus Solutions Lift and Shift plus Upgrade

# Changing the Paradigm

---

- Community Involvement
- Reservations
- Faster reporting and refresh time
- Staffing – size change
- Right-sizing the business model
- Astute – their expertise

Project Planning  
Task Specific Expertise  
Recommendations





# Astute Business Solutions

Astute Business Solutions is your Go-To-Partner for PeopleSoft Move and Improve to OCI. With our deep experience and expertise of PeopleSoft on OCI, we accelerate Cloud adoption through automation, proprietary accelerators and tailored solutions.



Since 2006,  
Pleasanton, CA  
(HQ), Dallas, TX,  
Hyderabad, India



**Industries -**  
FIN Services,  
Professional Services,  
Healthcare, Education,  
Retail, Non-Profit



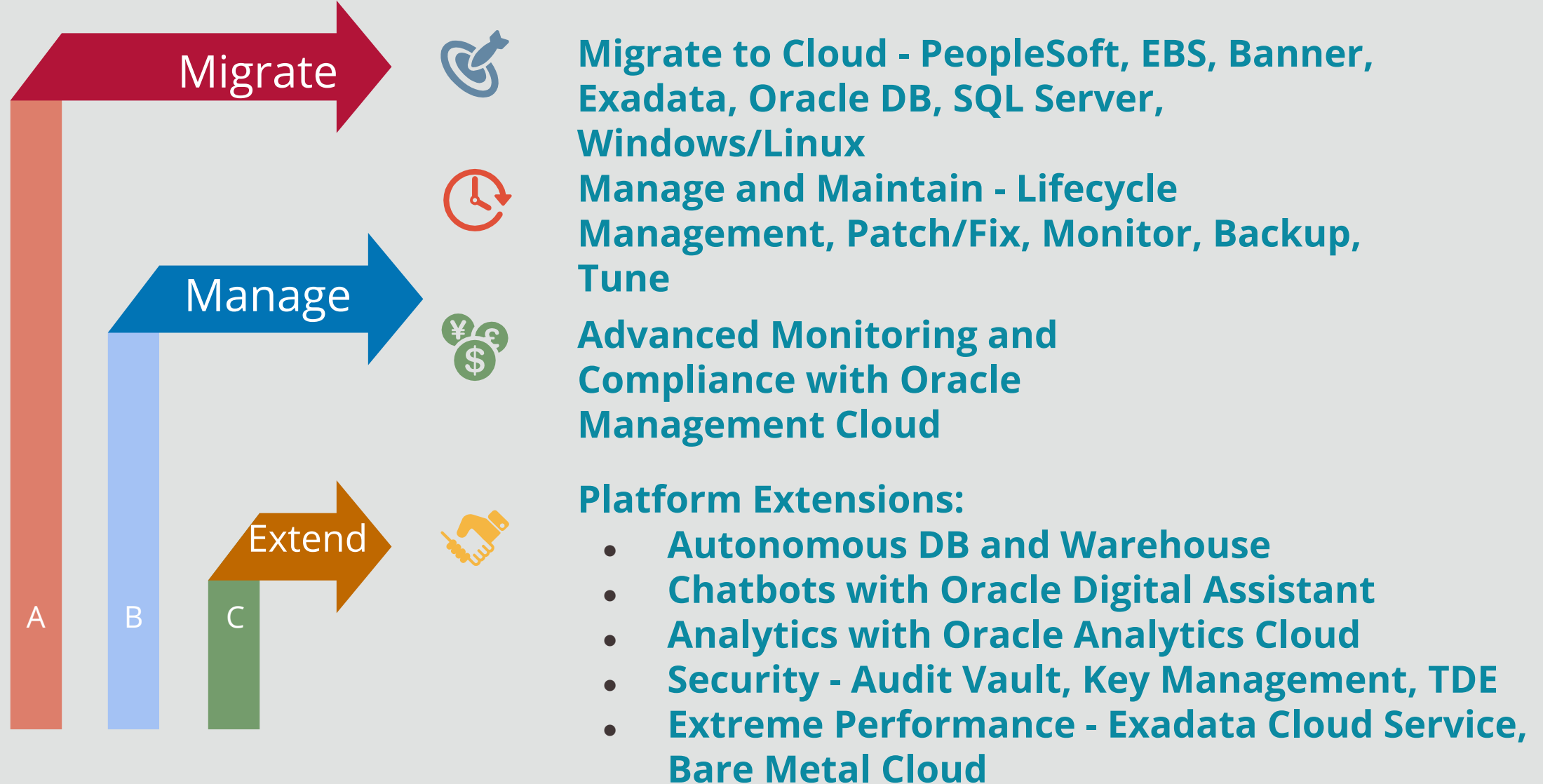
Oracle Gold Partner,  
Cloud Partner and  
OCI MSP Partner



Guru Student  
chatbot,  
FastTest Test  
Automation for  
PeopleSoft



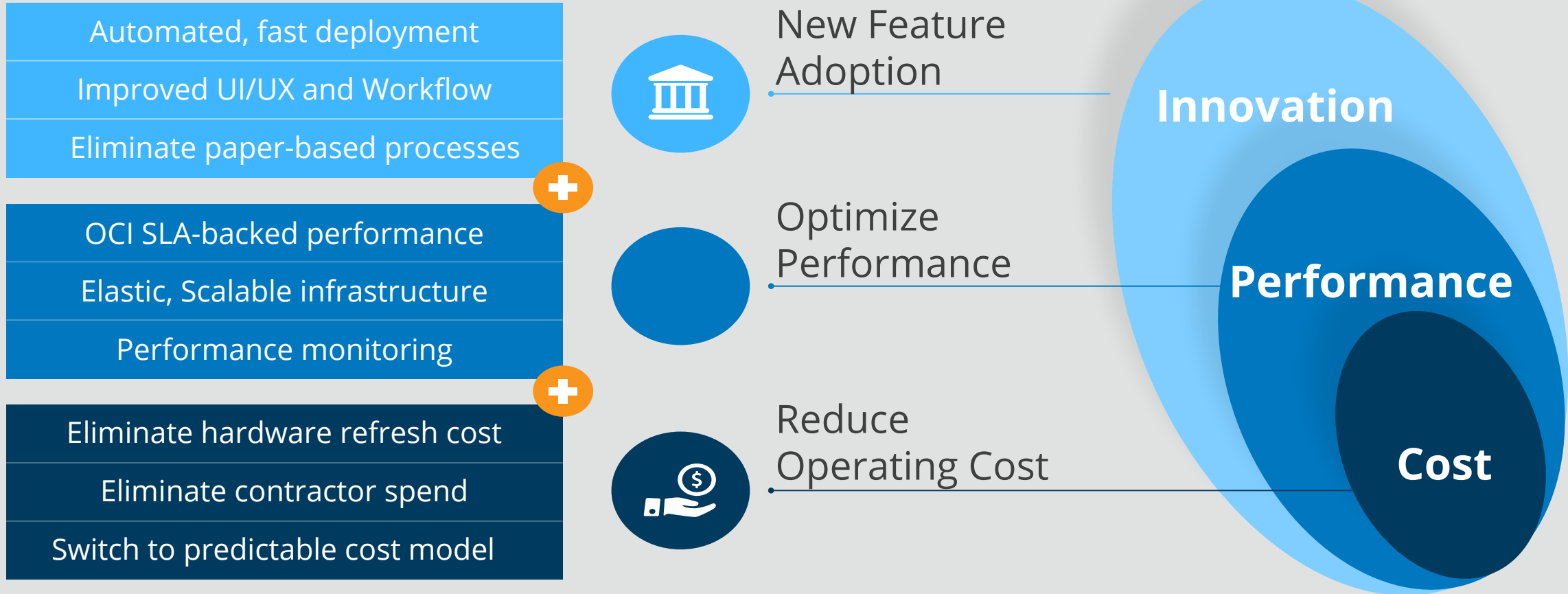
# Comprehensive Oracle Cloud Services





# Making the Business Case to Move and Improve PeopleSoft to OCI

# Business Case for PeopleSoft on OCI



# Overcoming App and Infrastructure Challenges

## Challenges

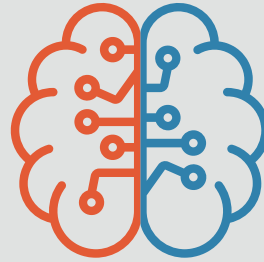
**App Versions** - Not current with latest PS App and Tools versions

**Deployment time** - Manual, checklist driven, long lead times

**Security** - Application PII Data not secured, DB not encrypted

**Capacity Management** - Not proactively managed/optimized

**Disaster Recovery** - Not available on-premise, Expensive and Opaque



## Solutions

Include “stay-current” service into OCI MSP contract

**Automate PS install** and cloning using **Cloud Manager on OCI**

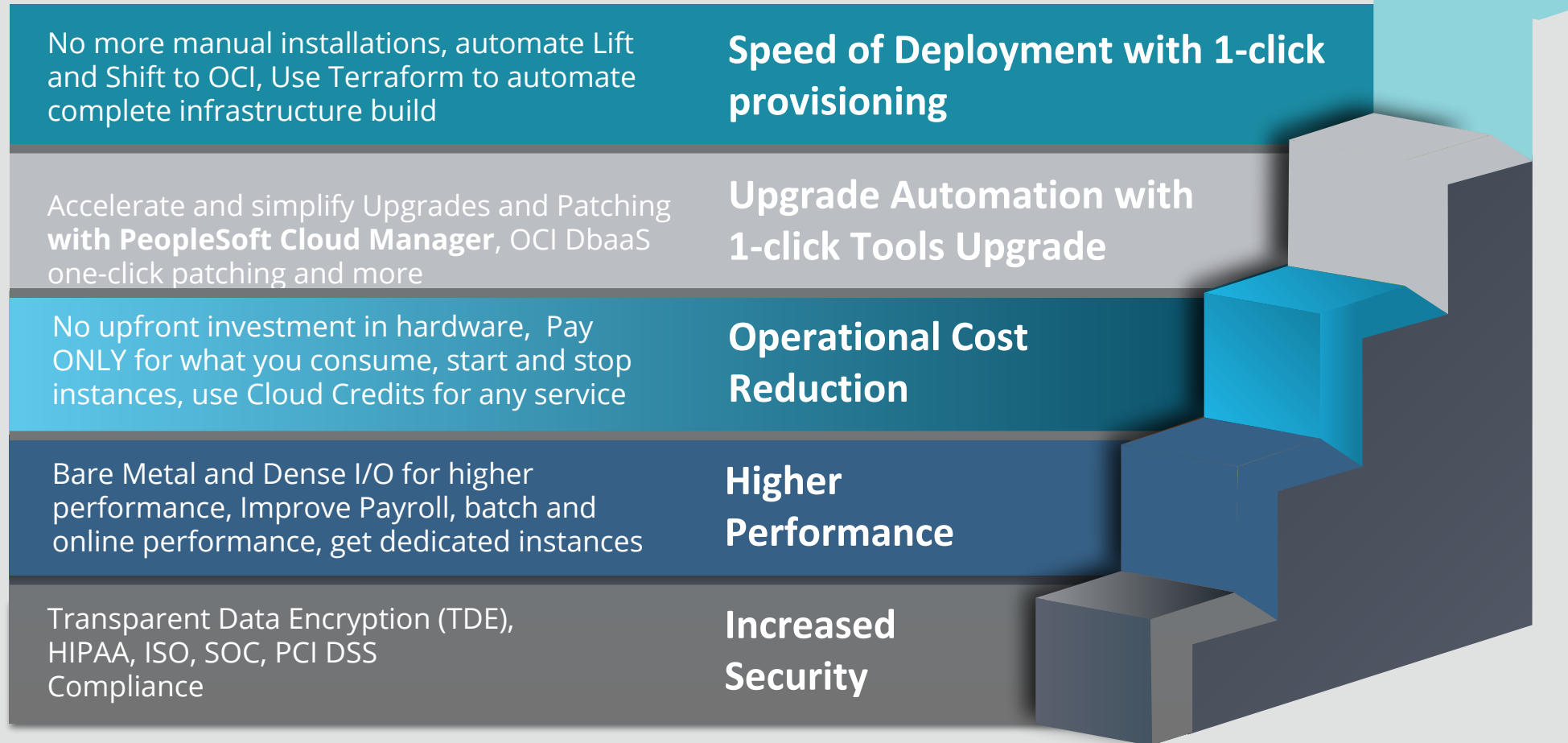
**Implement native TDE with Cloud DBaaS**, Data Masking for PII

Use Cloud to right size architecture, **scale capacity dynamically**

Move to **low-cost automated Cloud DR solution**, start small, scale up



# Why Gallaudet Chose OCI



**ORACLE®**

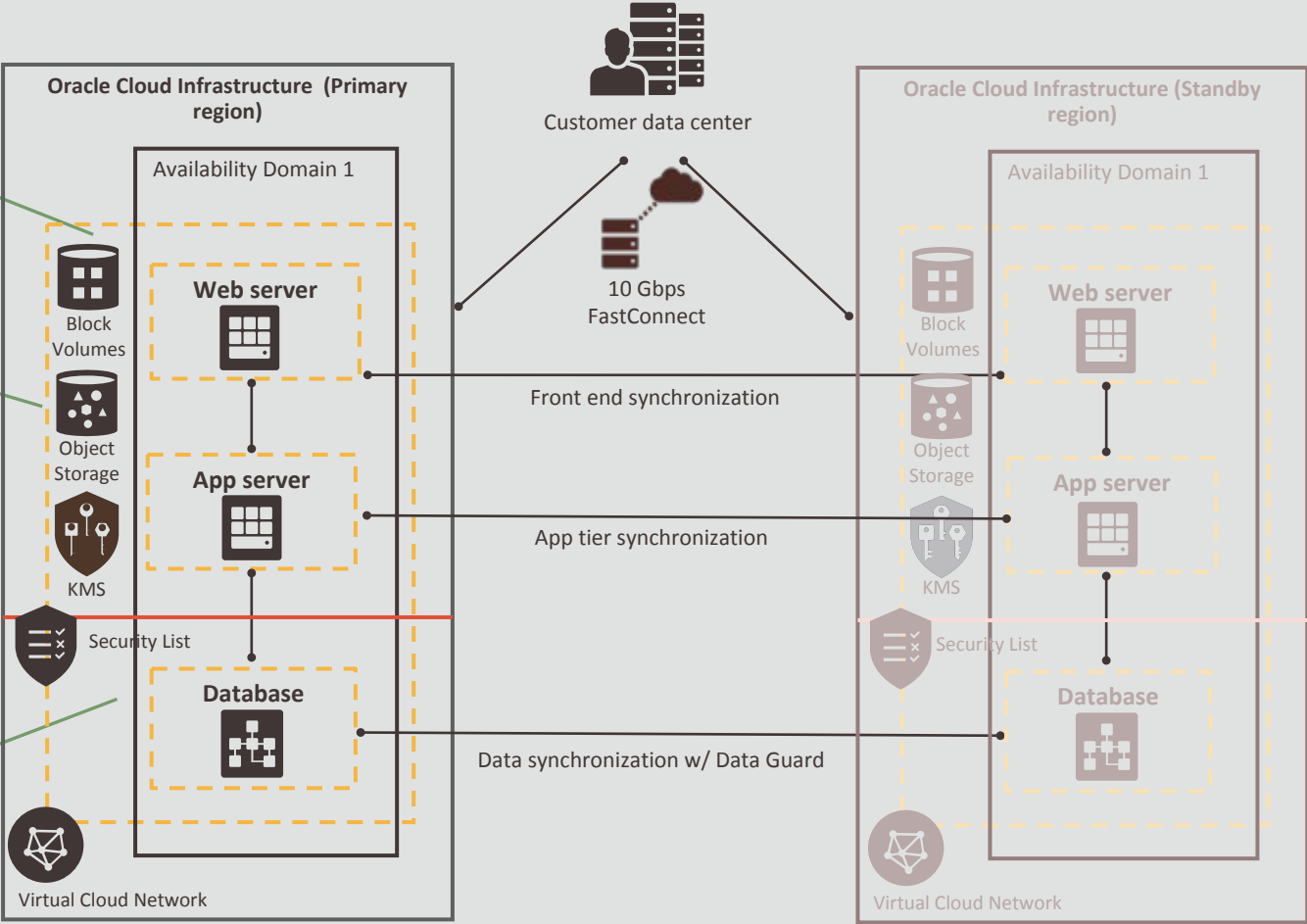
Cloud Infrastructure **Is PURPOSE-BUILT for Oracle Workloads**



# Cloud Migration Approach and Plan

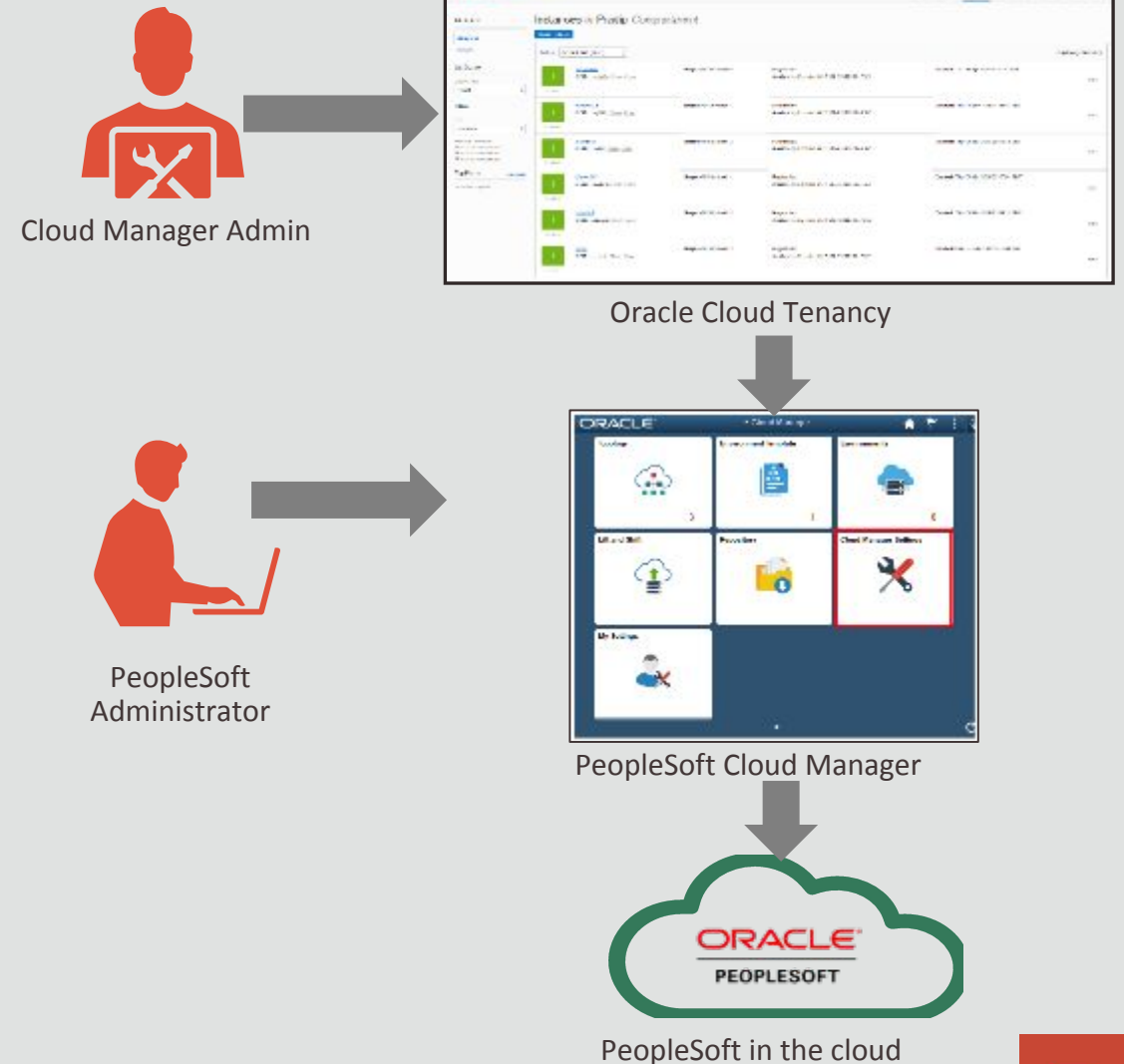
# Reference Architecture: Unique Capabilities for Availability, Security, Control

- Regional services provide multiple options for HA and DR
  - Choice of VM, bare metal based on requirements
  - Compute elasticity for changes in demand - seasonality, month-end reporting, dev/test
- High-performing block volumes for large data sets
  - Integrated object storage for backup, archive
  - Data encrypted at rest by default. KMS available
- Private connectivity from your facility to Oracle cloud or via Internet
  - Virtual Cloud Network firewalling via security lists enforce north-south and east-west
- Scale database cores up/down with no downtime
  - Data Guard provides data protection and replication for DR
  - Any database use case supported. Options for BM, VM, RAC & Exadata



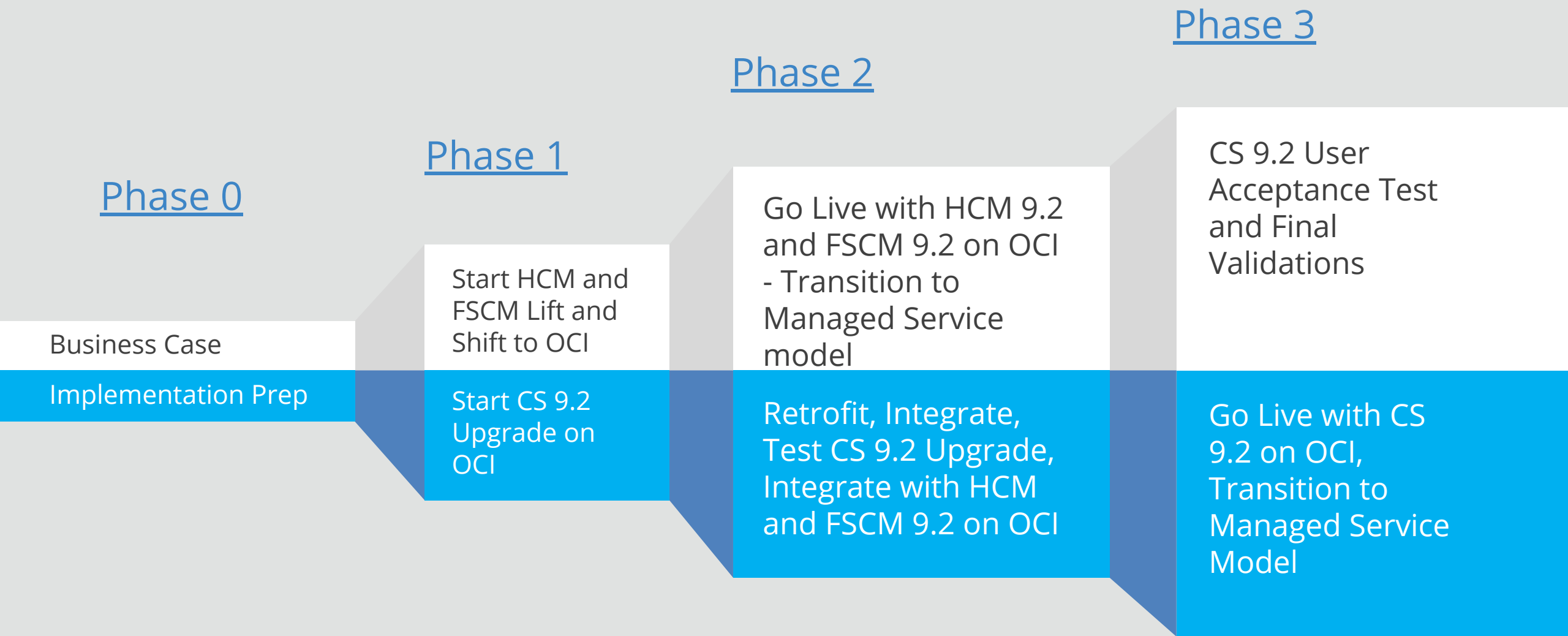
# Anatomy of a Migration

- Launch PeopleSoft Cloud Manager image at a click on Oracle compute instance
- Backup on-premise PeopleSoft environment to Oracle Object Storage
- Create new environment in Oracle Cloud Infrastructure using Cloud Manager
  - Create cloud resources
  - Restore backup from on-premises
  - Configure environment
- Access your PeopleSoft instance running on Oracle Cloud Infrastructure

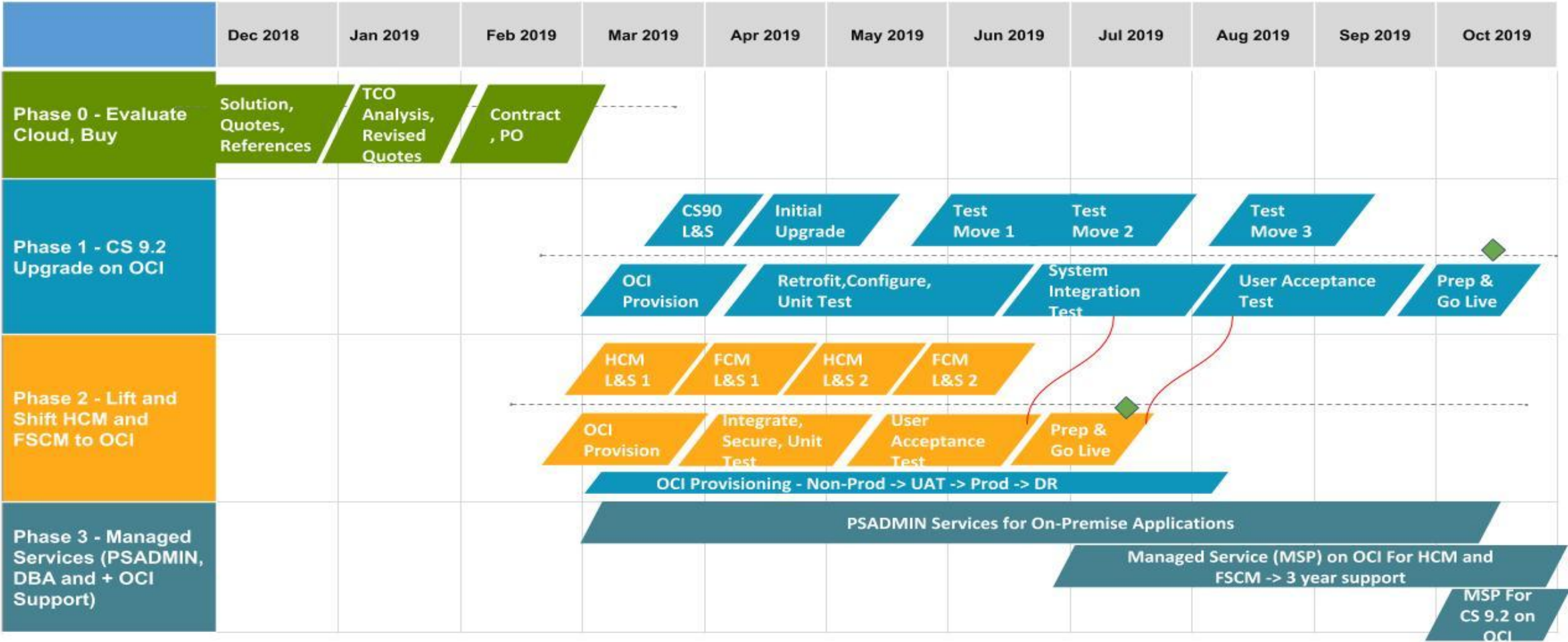




# Phased Implementation Model



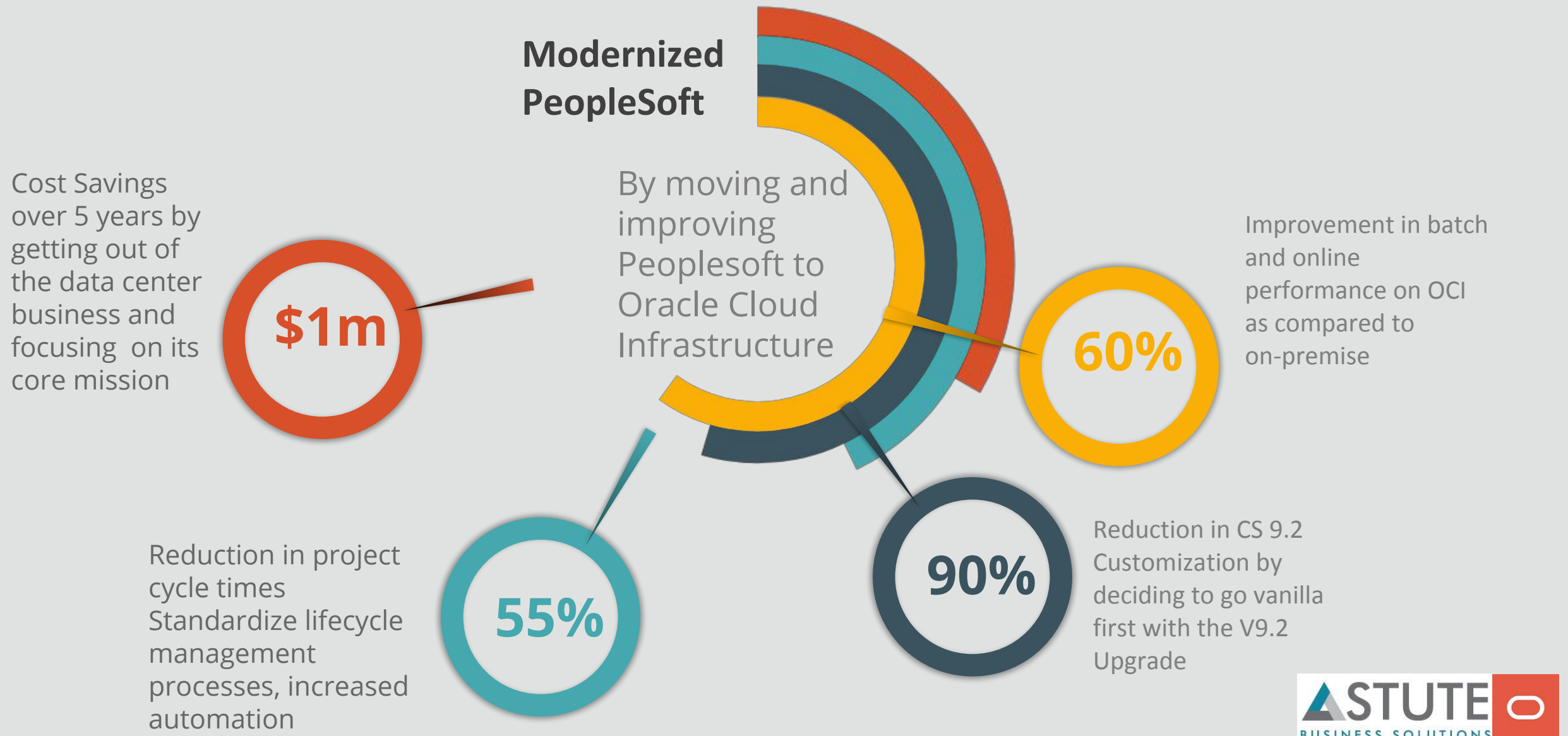
# Project Timeline





# Benefits Realized

# Gallaudet Wins Big with PeopleSoft on OCI





# Gallaudet's Next Steps

## UI/UX Improvement

- Implement fluid UI navigation, homepages, and elasticsearch
- Adopt fluid and classic plus wherever delivered
- Implement self-service capabilities

## Workflow Automation

- Implement delivered workflow:
  - Requisitions, Purchase Orders, Vouchers
  - HCM Onboarding
- Configure approvals and routing as per GU need

## Forms Automation

- Implement electronic forms for:
  - PAF
  - Insurance Enrollment

# Next Steps

**Start a trial:** [cloud.oracle.com/tryit](https://cloud.oracle.com/tryit)

**Free Tier:** [oracle.com/cloud/free](https://oracle.com/cloud/free)

**Install PeopleSoft demo images on**  
[Oracle Cloud Marketplace](#)

**Work with your partner or one of ours**



# Thank You

