

## ○ ORACLE CUSTOMER?

- Renegotiating your Support Deal?
- Acquiring New Applications or Database Licenses?
- Concerned about the path to Fusion?

## ○ HOW DO WE HELP?

These business transactions are extremely complex and if you don't have the empirical expertise and know-how, you can leave a lot of money on the table:

- Do you know how to leverage your business requirements, infrastructure and usage patterns to minimize your license costs?
- Do you know how to structure the most economically and strategically advantaged maintenance service and support agreements?
- Do you know how to maximize the value of your existing assets to minimize the value of your existing assets to minimize the economic path to Fusion?

NET(net) has professionally managed over 14,000 negotiations and many of them have been with Oracle.

- Mitigate Risk
- Improve Quality
- Maximize Agility
- Govern Compliance
- Strengthen Contractual Agreements
- Building a Better, More Strategic Partnership with Oracle

We have the answers. Read on to see how we help.

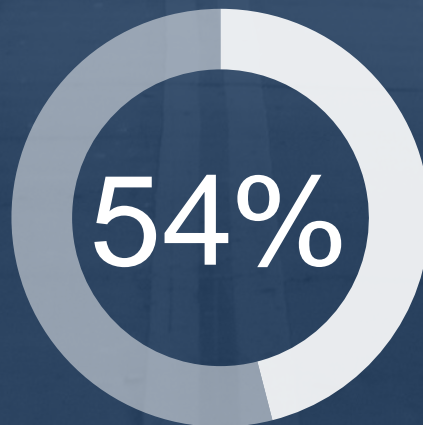
## ○ Customer Success Story: DB SUPPORT

“Working with NET(net) has helped us significantly lower costs while improving the overall strategic value and effectiveness of our key vendor relationships. In addition, the economic value of our investments has been enhanced with increased quality, mitigation of risk and better agility.” *CIO, Fortune 500 Telecom Services Company*

**Situation:** Our client leverages Oracle database technology for critical applications and due to accelerated growth, was evaluating ways to lower their escalating database support costs.

**Results:** NET(net) helped the client optimize its licensing schema and renegotiated its maintenance services and support agreements resulting in a reduction of costs from \$8,423,156 to \$3,873,338 for a savings of \$4,549,818, a 54% reduction in costs.

### REDUCTION IN COSTS



## ○ Customer Success Story: APPS

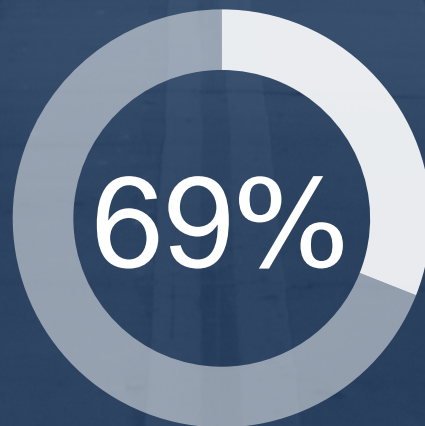
“Having gone through the process and seeing NET(net) leverage its relationships and experience to handle the complexities that exist in the software marketplace, I can’t imagine concluding a large software transaction without some assistance from NET(net).”

*CIO, Fortune 500 Business Services Firm*

**Situation:** Our client is a long time applications customer and was looking to reconfigure its maintenance obligations to lower costs of support.

**Results:** NET(net) helped client negotiate a new maintenance services and support agreement with an optimized deal structure and market optimized rates resulting in a reduction of costs from \$29,607,588.30 to \$9,195,086.74 for a savings of \$20,412,501.56, a 69% reduction in costs.

### REDUCTIONS IN COSTS



## ○ Customer Success Story: APPS and DB DEAL

“We would have been lost without the knowledge and expertise of NET(net). Our negotiations leverage was significantly improved through the capabilities of the NET(net) team, resulting in dramatically improved agreements in terms of the economics, strategic value and results.” *CIO, Global Manufacturer*

**Situation:** Our client is a long-term Applications and Database customer and was looking to restructure its agreements for greater economic value.

**Results:** NET(net) helped the client negotiate its maintenance services and support agreements for both Applications and Database as well as its incremental purchase agreements resulting in reduced contractual obligations of \$5,908,469.80 to \$2,970,723.44, for a savings of \$2,937,746.35, a 50% reduction in costs.

### REDUCTION IN COSTS

