



Oracle Case Study

Textile Services

Client Profile

\$1.5B Leading Supplier of Workplace Facility Services and Work Clothing

Business Issue

- Company was conducting an ERP transformation program
- Incumbent Systems Implementation (SI) partner recommended Oracle to meet their objectives
- Needed negotiating assistance that included PeopleSoft HCM and FI applications in addition to Oracle's technology products

Services & Results

- Reviewed prior Oracle and incumbent SI partner's proposals to outline gaps and competitiveness
- Achieved highly competitive commercial terms under both partner agreements
- Advised during sole source negotiations resulting in a **\$4.5M TCO reduction over 5 years**