Convert On-Premise Software Spending into Oracle Cloud Application Services

Unlock your investment in existing maintenance and license fees

Convert existing seat licenses to cloud services
Convert existing support dollars to use as credit for cloud applications
Convert unused seat licenses to cloud services

Your Strategy
You can choose to migrate existing applications to a cloud infrastructure or select new cloud functionality to enhance your on-premise capabilities.

Your Partner
IBM can help you select the right strategy, products, and implementation path for your business.

Evolve with Oracle’s Customer 2 Cloud Program
Designed to help you make the transition to Oracle cloud.
- Attractive financial incentives - to move to cloud services
- Rapid deployment options - packaged integrations to simplify and speed migrations
- Expert partner guidance - to seamlessly connect on-premise and cloud applications
- Flexible migration paths - choose like-for-like SaaS functionality or adopt new capabilities

Take Advantage of the Leading Cloud Services
One of the broadest, most integrated portfolios in the industry.
- Modern - built to be more engaging and easy to use
- Mobile - access available on any device, anytime, anywhere
- Insightful - actionable data at your fingertips to make better decisions
- Collaborative - built in social networking capabilities

LEADERS in over 15 major industry analyst reports.
More than 62 MILLION users rely on Oracle cloud applications every day.
Oracle cloud applications handle 23 BILLION transactions per day.

Program Details
Offer is available for existing Siebel, E-Business Suite, PeopleSoft, JD Edwards, and Hyperion customers. Customers may choose the same or enhanced functionality within their existing product line, including ERP, EPM, HCM, and CRM. Customers must be paying on-premise support. Customers may choose from packaged cloud integrations and fixed scope implementations as offered by IBM.
IBM: Offering a Simplified, Accelerated Path to the SCM Cloud

IBM is at the forefront of Oracle's SCM Cloud strategy. The company is part of the Oracle SCM development “Early Adopter Program,” allowing IBM to understand and influence product direction. This close relationship has enabled IBM to create a robust Oracle SCM Cloud service offering that:

- **Unlocks the potential of the cloud**—to gain associated innovation.
- **Aligns operations**—to accommodate real-time fluctuations in customer demand.
- **Manages supplier performance**—to mitigate risk, maintain reliability, and ensure high quality.
- **Increases visibility**—across the extended supply chain.
- **Centralizes processes**—to provide functionality and data from any device.
- **Utilizes Watson cognitive solutions**—to reveal insights to make more informed decisions.
- **Uses Oracle PaaS**—to enable additional capabilities and integrations.

**Journey to the Oracle SCM Cloud Workshop**

Since IBM understands that every company follows a different path to the cloud, the starting point of an IBM SCM Cloud engagement is this one to two week workshop where IBM experts will help you:

- Understand where you are in your path to the cloud.
- Define your goals, pain points, opportunities, gaps, and requirements.
- Select the most appropriate entry point to move to the Oracle SCM cloud.
- Outline a high-level roadmap, long-term vision, and next steps.

**The Right Implementation Path for You**

**IBM Rapid Launch Methodology**—In this fixed scope 12-16 week process, IBM uses pre-built templates, process models, integrations, configurations, test scenarios, and trainings to get your organization up and running as quickly as possible.

**Co-Existance/Hybrid Approach**—With this incremental approach, IBM uses the pre-built Rapid Launch tools as a starting point and extends functionality with published cloud marketplace apps and integrations to deliver a solution in just a few months. Then every few months, or when you are ready, IBM will use its Agile Oracle Cloud Method to add more functionality.

**Customer Proof Point**

Babcock & Wilcox

“IBM is our implementation partner as we move our on-premise applications to the Oracle Cloud. During our ‘Journey to the Cloud’ workshop, they helped us develop a roadmap for a hybrid cloud solution based on our business needs and goals. IBM will use an agile development approach, so we’ll see applications running in the cloud quickly. Then, we’ll be able to add additional functionality and improve our governance over time.”

—Joel Banister, ERP Program Director, Babcock & Wilcox

"IBM’s Oracle SCM Cloud team can help your enterprise unlock the potential of the cloud and associated innovation. In addition, our comprehensive cloud roadmap and advisory services can help you improve business agility and speed to market, mitigate risks, manage organizational change, and lower your TCO."

— Randall Chinn, Partner—Oracle Practice, IBM

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**About IBM**

- Oracle Diamond Partner
- 30+ years of successful Oracle partnership
- Over 17,000 joint customers
- Oracle IBM consultants average 10+ years of experience

**Additional Expertise**

**Advance Specializations**

- Oracle EBS R12 SCM
- Oracle Supply Chain Cloud
- Oracle Financials Cloud
- Oracle HCM Cloud
- Oracle Transportation & Global Trade Management Cloud
- Oracle Planning & Budgeting Cloud
- Oracle iPaaS

**Other Specializations**

- JD Edwards EnterpriseOne 9.0 Distribution
- JD Edwards EnterpriseOne 9.0 Manufacturing
- Project Driven Supply Chain (PDSC)
- CPG to EBS Integration
- Procurement Cloud to EBS Integration

**Other Competencies**

- 300+ dedicated Oracle Cloud certified specialists
- 10,000+ dedicated Oracle consultants
- 5,500+ successful engagements
- Unparalleled industry expertise

**Industry Focus**

High Tech Electronics, Horizontal SCM Cloud Solutions Across All Industries

**Contacts**

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