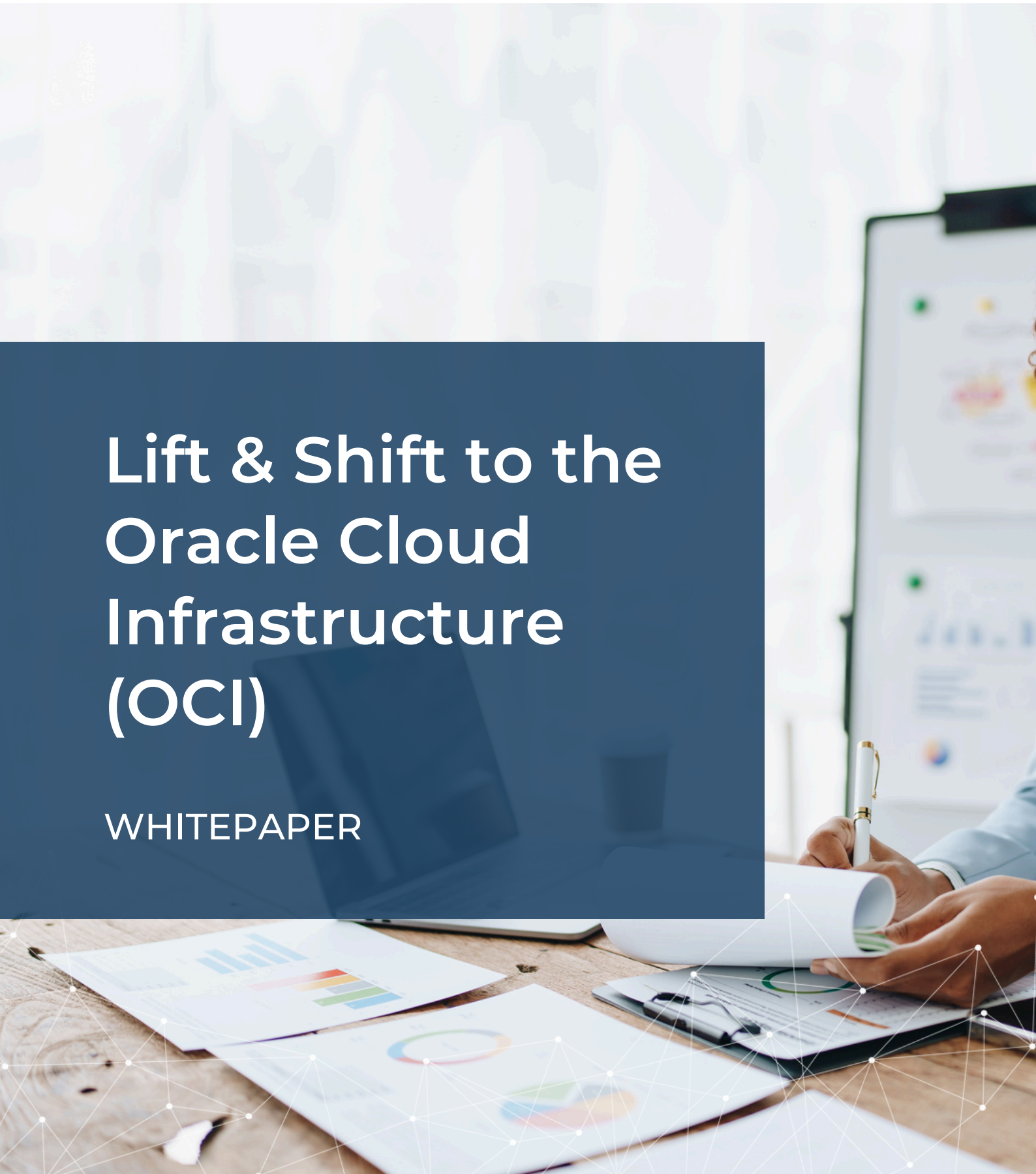


Lift & Shift to the Oracle Cloud Infrastructure (OCI)

WHITEPAPER



ABOUT BROADPIN

At Broadpin, we empower enterprises through tailored Oracle solutions, combining global reach with local expertise. As a unified force of top-tier Oracle partners, we deliver AI-driven, cloud-enabled, and industry-specific strategies backed by world-class managed services. Our mission is to guide transformation with precision, helping businesses drive long-term success.

You might already know us as:



Mission

To be the most trusted Oracle partner in the world: a driving force that turns complexity into clarity, potential into progress, and technology into lasting business value.

Vision

To create a future where expertises worldwide are empowered to innovate confidently, operate resiliently, and thrive sustainably through Oracle technology.



Nucleus Research (global provider of ROI focused technology research) found the ROI of cloud deployments to on-premise has increased by more than 50%. Cloud deployments deliver 3.2 times the ROI of on-premise ones and have an average 2.3 times lower TCO compared with on-premise deployments.

On-Premises

9%

Software Licenses

Customisation & Implementation
Hardware
IT Personnel
Maintenance
Training

Ongoing Costs

- Apply Fixes, Patches, Upgrade
- Downtime
- Performance tuning
- Rewrite customizations
- Rewrite integrations
- Upgrade dependent applications
- Ongoing burden on IT
- Maintain/upgrade hardware
- Maintain/upgrade network
- Maintain/upgrade security
- Maintain/upgrade database

Cloud Computing

68%

Subscription Fee

Implementation,
Customisation &
Training

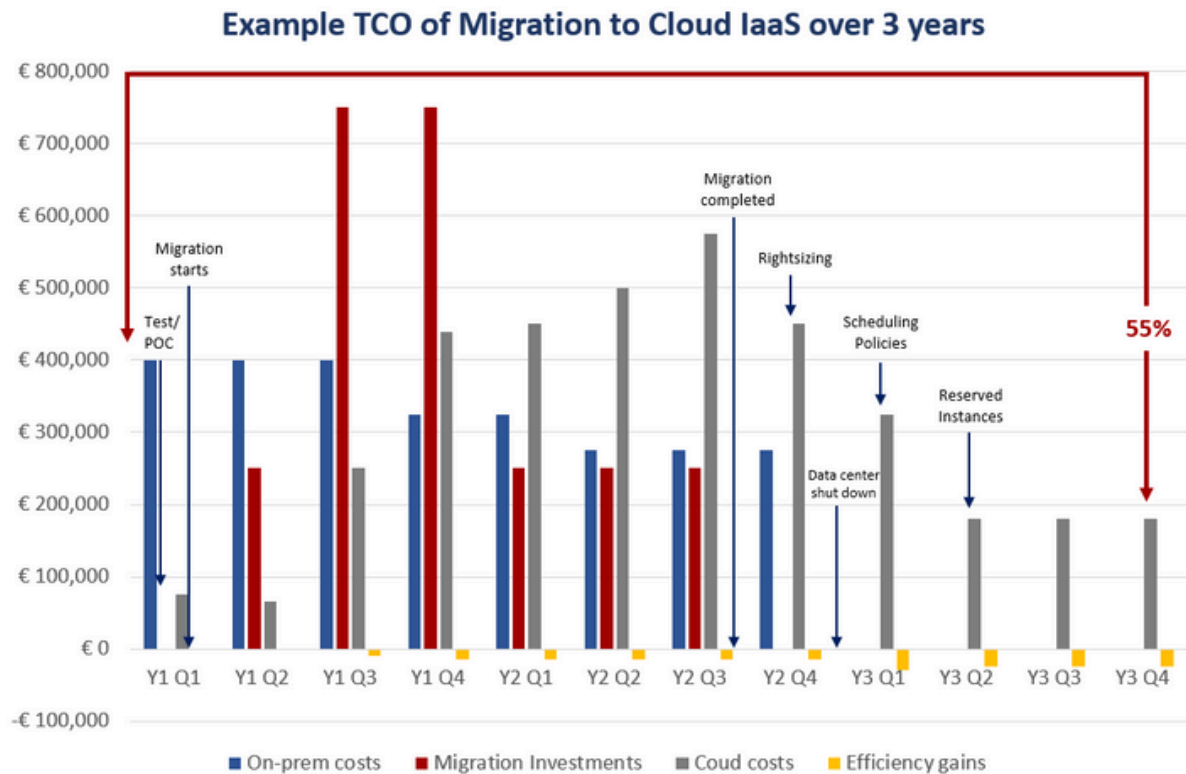
Ongoing Costs

- Subscription fee

Aware of the facts above, you might recognize the challenges below:

- You have tried to rewrite your business-critical applications from the ground up to run in the cloud in a PaaS model, but it only achieved some computational efficiency as well as integration with other cloud services, not to mention that it's a costly and time-consuming process.
- It's nearly impossible to retrofit your existing applications to run in the cloud, migration to cloud is a huge challenge.
- You have been waiting to make the cloud transition, but your current IT provider have insisted to keep the workloads on-premise due to performance and predictability concerns.
- You are tired of continuously updating customized on-premises infrastructure and operating with disconnected business applications.
- You need to eliminate CapEx and cut OpEx.

What type of paper will you use?



In the wake of Covid-19, 2021 will be the time to Lift & Shift

A deliberative movement to the cloud means a combination of new cloud-native PaaS applications and legacy applications migrated to IaaS. You don't have to choose between cloudnative apps and existing applications, you can run both types of workloads side by side in a firstclass cloud and you can shut off your data centers.



First-class cloud



Run both types
of workloads



Shut off your
data centers



Eliminate
unnecessary costs

The difference between Lift & Shift and Move & Improve:

“Lift and Shift” means simply migrating an existing application stack (including database, middleware, web servers, etc.) as is from your on-premises data center to the Oracle Cloud Infrastructure (OCI). For example, you “lift” your E-Business Suite Financials to servers and VMs into the IaaS Cloud, this allows you to move away from managing your hardware, you get some most administration services taken care of, but you don’t have to change to a completely new application (like you do in SaaS).

“Move and Improve” means you can upgrade while you migrate, you can mix and match IaaS and PaaS components to make the most of your IT spending.

Why Cloud?

The benefits:



Save resources, time and money

There is no large upfront investment when setting up duplicated data centers. No CapEx, 50% faster deployment and build only what you need.



Lower Recovery Point Objective (RPO) and Recovery Time Objective (RTO)

Automate the in-cloud recovery process with orchestration tools. Cut RPO of your mission-critical data up to 75%.



Create an agile critical environment

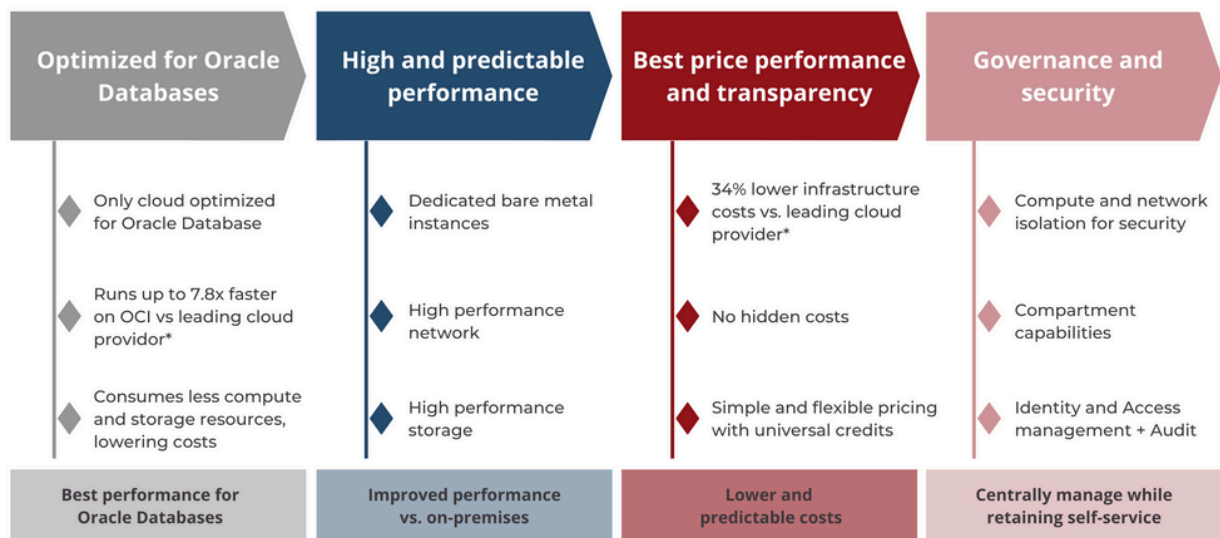
Add or remove your mission-critical data in an instance.

Why Oracle Cloud Infrastructure (OCI)?

...instead of Azure, AWS, etc.? This is a question we get a lot. Our answer is simple:

OCI is originally architected and optimized for hosting Oracle’s own applications, in general Oracle apps run best on Oracle technology given decades of experience provisioning and running these Oracle products. Oracle hardware and software choices, staff expertise, and long-honed IT processes are the perfect match for managing Oracle workloads. Minimal changes are required to move Oracle on-premises applications to OCI, reducing the cost and length of migration to the cloud. (You’ll find more justifications further below) Most important: Oracle Cloud platform is tailored uniquely for enterprise workloads, enabling you to be prepared for the future, therefore it’s suitable for any enterprise’s workloads. 2 of the most used apps in 2020, Zoom and TikTok, have chosen for Oracle Cloud for this exact reason.

OCI for Enterprise Applications



Lift & Shift and Move & Improve

5 steps:

1. Schedule your consult with Quistor regarding your lift & shift or move & improve wishes.
2. Quistor will perform a Technical Audit of your IT environment so we are able to identify the potential lift & shift or move & improve workloads, potential infrastructure requirements, network connectivity needs etc. And to verify the operating system, platform support, runtime frameworks, third-party library support, etc.
3. Quistor will create the scoping & design plan and present this to you. We will define the project plan, project team, testing, documentation, communication, reporting etc. And most important, we will identify what challenges, roadblocks or showstoppers need to be addressed.
4. This is the detailed step. Provisioning, Retrofit, Migration, Configuration, Testing and Go-Live phases will be identified. Rackware, Quistor and Oracle will enable the identified environment to go live on OCI.
5. Quistor will pro-actively monitor your new cloud environment 24/7 and will support this with industry leading Managed Services.

5 Long Term Benefits



1. Cost

Move to predictable OPEX instead of large, irregular CAPEX expenditures, pay as you go based on usage and bring your own Oracle licenses to OCI to leverage your existing investments.



2. Performance & Security

The highest performing IaaS offering among public clouds provides the best foundation for mission-critical enterprise applications, backed up by robust SLA, open platform without proprietary lock-in or software requirements. Take advantage of Oracle Cloud Infrastructure's security expertise.



3. Agility

Bring your favorite tools, orchestrations, platforms and applications. Easily expand, or shrink, your applications' footprint and quickly deploy new application upgrades when available.



4. Availability

Only Oracle provides Real Application Clusters (RAC) and Oracle Exadata in the public cloud to ensure your databases and the Oracle applications are always available.



5. Focus on Core Objectives

As your business grows, so will your IT needs. Having a Managed Services Partner enables you to focus on your core objectives. It allows your IT team to focus on the jobs they were hired to do and enables you to fill in gaps as needed.

Customer Successes



IAC

- Leading media and internet company with over 150 brands and products such as Video and Angie's list.
- Needed more efficient finance tool to conduct business with over 20 third-party companies daily.
- Saw EBS performance increase by 35% on Oracle Cloud Infrastructure.
- Essbase calculations resulted in 50% faster performance.



[View IAC testimonial on YouTube](#)



CARE.org

- Provides community programs to help 63 million people in 93 countries recover from disasters.
- Upgraded critical PSFT financials and supply chain management apps.
- Moving PeopleSoft to Oracle Cloud Infrastructure reduced costs 35%.
- Audit Fees are now 65% lower.
- Process time were 24 hours: now 30 minutes.
- 1-click to spin up new environments.



[View CARE.org testimonial on YouTube](#)



Trugreen

- Leader in home lawn care with over 200 branches throughout the U.S.
- Migrated JD Edwards to Oracle Cloud Infrastructure for greater reliability and support.
- Increased performance to 0.07 second average response time.
- 25% cost savings compared to cloud providers.



[View Trugreen testimonial on YouTube](#)

Who Are We?

QUISTOR

Quistor is Europe's Largest Oracle Platinum partner from Dutch origin with 10 offices in 7 countries. Together with 260 Quistorians with 20 different nationalities, Quistor provides our 360 degrees IT services, from consulting to 24/7 Managed Services, to serve our 250 global customers in a variety of industries. With our expertise in Oracle technology: JD Edwards, Oracle BI, Oracle Engineered Systems and OCI, we've been a trusted partner for our customers for the past 15 years (AEB, Boortmalt, Varo Energy etc.).

Rackware

RackWare provides an intelligent Cloud Management Platform that extends across physical and virtual environments. RackWare's RMM software platform delivers a suite of intuitive and automated services that provide IT resiliency and simplified migration to the cloud, while reducing capital and operating expenses. RMM decouples the application stack from the underlying platform allowing it to be ported to any new platform. RMM includes discovery, analysis and automation features allowing all processes to be fast, easy and error-free for our customers (CGI, FedEx, Whirlpool etc.).

ORACLE

OCI provides Infrastructure as a Service (IaaS), this enables you to manage solutions and applications, not infrastructure. Leverage the public cloud without changing processes and tooling or retaining staff. OCI is the best-of-breed cloud platform tailored uniquely for enterprise workloads, designed around the core tenets of versatility, performance, governance and predictable pricing to address enterprise requirements. OCI delivers value by enabling the seamless management of applications, databases and services in a scalable hosted environment for our customers (Infosys, TikTok, Zoom etc.).

QUISTOR

Is now  **broadpin**



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