



Galliford Try

A CUSTOMER

CASE STUDY ▶

ORACLE
Managed Service Provider (MSP)

ACCREDITED

GallifordTry

SIGNIFICANT SAVINGS WITH INOAPPS' MANAGED SERVICE FOR ORACLE CLOUD PLATFORM

The Challenge

Galliford Try's existing hosted infrastructure agreement for its Oracle E-Business Suite (EBS) HR & Payroll solution was under performing. The system suffered from frequent performance issues and outages, which meant users were often unable to make the most of new features within the application. As a result, the business felt it wasn't getting value for money from its incumbent provider and had lost confidence in them. The customer engaged Inoapps as we already had a successful relationship providing them with functional support. We commenced a review of their future requirements and, given a move to SAAS was not on the horizon, we investigated whether moving to the Oracle Cloud Platform would be a suitable alternative

The Solution

Inoapps' technical architects worked closely with the business and Oracle pre-sales to understand the customer's workloads, database versions, Operating Systems and connections and support the client in sizing its requirement for a move to Cloud. We used this information to calculate the potential cost savings the customer would see by moving its on-premises infrastructure to the Oracle Cloud Platform. Inoapps was able to show the customer how it could reduce costs by around 51%, including the migration costs in our calculations, and increase the performance of the application.

Following a free of charge Proof of Concept, lasting 6 weeks, Galliford Try was convinced of the performance improvements it could achieve by moving to the Cloud. Inoapps provided the solution under its Managed Service Provider ("MSP") scheme whereby Inoapps wrap its migration services with a managed service for the Oracle application and Cloud Platform. Under the 5-year deal, Inoapps first moved Galliford Try's non-production environments and then production environments to the Oracle Cloud Platform. The project lasted 8 months, with Inoapps providing ongoing managed service thereafter to guarantee performance levels.

The customer need no longer worry about its infrastructure becoming obsolete and it now benefits from the simplicity of having one partner to manage all its infrastructure technology and support. This is the first EBS on Oracle Cloud Platform solution to be delivered in the UK and one of only a handful globally - a major achievement for all concerned.

Customer Profile

Galliford Try is a FTSE 250 business and one of the UK's leading housebuilding, regeneration and construction groups with revenues of £2.7 billion.

▶ PRODUCTS & SERVICES INCLUDE:

- + Oracle Cloud Platform
- + Inoapps' Managed Service for Oracle Cloud Platform
- + MSP Solution worth £2.1m over 5 years

▶ BENEFITS

- + Predicted savings of 51% on the cost of running an on-premises Oracle infrastructure, with the cost of migrating to the Cloud included
- + A future-proofed solution. The customer no longer needs to worry about its infrastructure becoming obsolete
- + Increases agility and scalability with resource available when the customer needs it
- + The business can focus its efforts on innovation, which will support the achievement of future objectives
- + Economies of scale from having only one partner to manage for all their technology and application requirements
- + Predictable quarterly fee

Why Inoapps?

Galliford Try selected Inoapps because of the great relationship the two businesses had built up during the performance of the existing functional application support contract. Inoapps' status as one of a handful of Oracle partners accredited to Oracle's global Managed Service Provider program also played a large part in the decision.

"Since the original implementation of E-Business Suite, Galliford Try and Inoapps have built a strong partnership. The shift to IAAS, well-managed by Inoapps, has already provided us with commercial benefit as well as application performance and stability improvements. With an extension to the partnership to include hosting services, we are looking forward to witnessing further incremental benefits over the coming months."

Mark Cotton, CIO, Galliford Try