



CUSTOMER SUCCESS STORY



## Private Oracle Cloud and Licensing Expertise dramatically reduces costs for Crossmatch

The story of Crossmatch's move to Private Oracle Cloud with Tier1, now part of Inoapps, demonstrates how clients can dramatically save on licensing fees, and find peace of mind in trusting their infrastructure to the experts.

### Moving to Private Oracle Cloud

#### SIMPLIFIES

When Crossmatch moved to the Tier1 Private Oracle Cloud in 2014 to manage their hardware and software hosting, the goal was to simplify and streamline their IT outsourcing. At the time, like many businesses, Crossmatch relied on multiple providers to meet their IT needs. Portioning the outsourcing of IT functions to different vendors meant that Crossmatch served as the coordinator between them, allocating resources to manage the IT tasks that were constantly on the "to do" list.

With our Private Oracle Cloud, Crossmatch saw an opportunity to consolidate all services with a single vendor. Confident in our expertise, Crossmatch chose us to meet their IT service and hosting needs and moved to Private Oracle Cloud.

**"On the Private Cloud, built on Oracle Technology, our system down time was much less, significantly fewer crashes, outages... we have more time to focus on our customers than on managing our system."**

**Evan Rosa**  
Oracle ERP Analyst, Crossmatch

We handled all facets of the Crossmatch migration including setting up test and production environments, protecting their proprietary data, and transitioning their environment to Private Oracle Cloud in less than 45 business days. With a seamless transfer that caused no disruption to Crossmatch's day-to-day operations, Crossmatch achieved their goal: simplified IT maintenance, reliable support, reduced IT costs, and increased time to focus on the functional areas of their business. "We noticed that on the Tier1 Private Oracle Cloud, our system down time was much less, significantly fewer crashes, outages...we have more time to focus on our customers than on managing our system," remarked Evan Rosa, ERP Analyst, Crossmatch.

#### SAVES

When Crossmatch migrated to the cloud, we explained the Oracle licensing benefit of "Trusted Partitions" in the cloud architecture. At that time, those savings were a secondary priority for Crossmatch. The savings, however, came into focus two years later during a routine Oracle audit and true-up.

The architecture of our Private Oracle Cloud relies on Oracle's Private Cloud Appliance (PCA) technology – the only virtual environment certified to use Oracle Trusted Partitions. Our in-depth understanding of Oracle licensing, PCA technology, and Oracle Trusted Partitions allowed Crossmatch to structure a simplified and cost effective hosting environment for Oracle applications and databases. Our Private Oracle Cloud uses the PCA and Oracle Trusted Partitions to provide the flexibility to license Oracle software on a virtual CPU basis, not physical CPU cores, which is Oracle's usual licensing practice for non-Oracle engineered systems.

Comparing the PCA-built infrastructure on our cloud versus deployment on physical or non-PCA virtualized machines, Crossmatch would have needed 18 processor licenses, with a retail cost of just over one million dollars. The PCA-deployed approach resulted in true-up with savings of close to 90%.

**"Tier1's private cloud architecture and their expertise in how Oracle licensing works saved us nearly a million dollars. That's genuine savings"**

**Evan Rosa**  
Oracle ERP Analyst, Crossmatch

## Technology expertise and customer service

We provided the support, service, and expertise to help Crossmatch realize the remarkable savings. We managed the entire process for Crossmatch. As with the migration to Private Oracle Cloud, we facilitated a process that protected day-to-day operations for Crossmatch, allowing them to continue to focus on their day-to-day business with confidence in their IT partnership.. "You want to talk about Private Oracle Cloud, but our relationship with Tier1 goes further. I reach out to them all the time...They go above and beyond," says Rosa of his relationship with the experts at Tier1.

Other companies might be able to other cloud hosting, but only our Private Oracle Cloud and its unique hosting structure provide simplification and savings backed by committed customer service. It's a cloud experience unlike any other.

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**Evan Rosa**  
Oracle ERP Analyst, Crossmatch

### INOAPPS TECHNOLOGY OPTIMIZATION

With unrivalled Oracle technology platform expertise, Inoapps can cut through the complexity to ensure you are maximizing spend, performance, resilience and security of the Oracle technology and infrastructure you run and rely on.

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