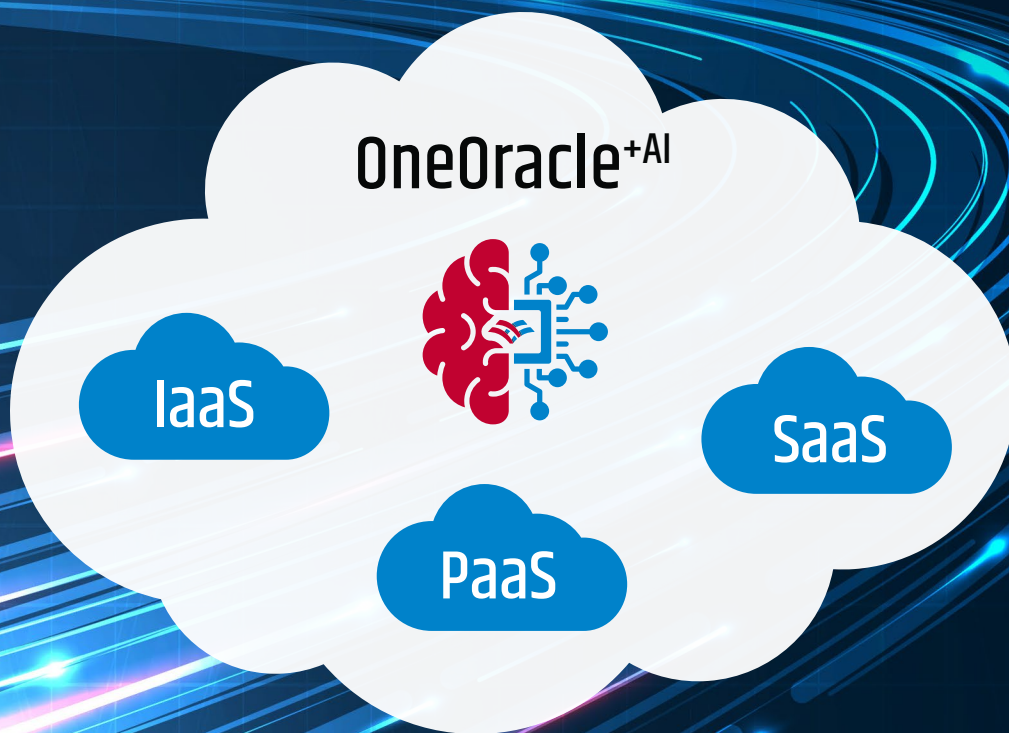


OneOracle^{+AI}: Guiding Organizations to Accelerate the Cloud Journey



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Wherever you are on your Cloud journey, pulling the right combination of expense levers can unlock greater efficiency for any successful and scalable business. However, a Cloud journey is rarely just about cutting costs – you also need to prepare for future growth through digital transformation in impactful areas of your business.

With the Oracle platform at the center of a data strategy, organizations now have immense choice on how to adopt infrastructure and applications while utilizing cutting-edge technologies such as AI (generative, predictive and agentic), self-service analytics and a robust integration engine. There is no single starting point for a journey like this. Oracle's flexible approach, combined with the cost savings of moving to the cloud, creates a foundation that will support and sustain your business transformation for years to come.

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1

Develop a Strategic Roadmap and Determine What Workloads to Move to the Cloud

Oracle provides the most complete cloud stack across infrastructure, data platform and applications providing customers immense flexibility. When determining how best to optimize your operations and strategically plan for the future, it often starts with developing a roadmap of what workloads need to be moved to the cloud and what capacity your team will need.

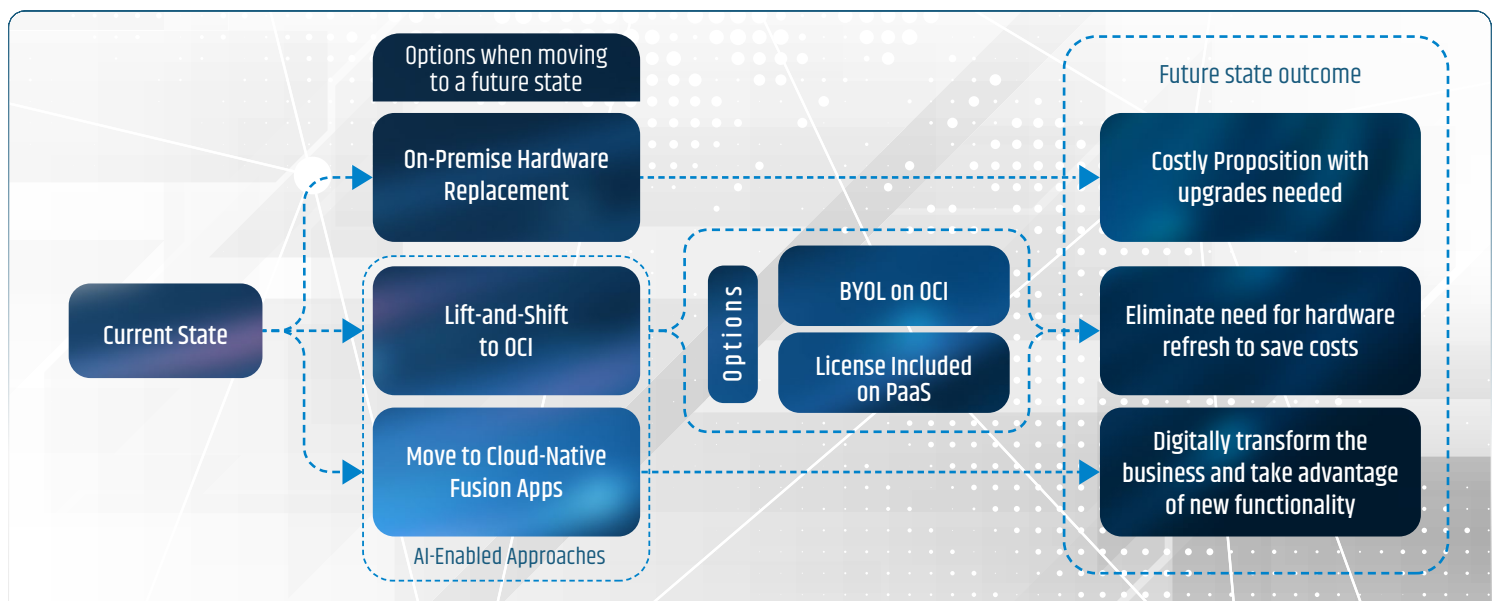
Here are three different ways you can invest in cloud: IaaS, PaaS, and SaaS.

IaaS (Infrastructure-as-a-Service) is cloud-based services such as storage, computing, networking, and virtualization. These Oracle Cloud Infrastructure (OCI) services give users the flexibility to implement new services and scale existing services in record time.

PaaS (Platform-as-a-Service) can simply be described as hardware and software tools available over the internet. PaaS includes middleware, database management systems, development tools and business intelligence services.

SaaS (Software-as-a-Service) helps companies run their business using cloud-based applications services over the internet such as Oracle Cloud [ERP](#), [EPM](#), [SCM](#) and [HCM](#).

When planning the combination of services your organization will need, remember the goal is to only pay for what is required. Today, cloud providers like Oracle offer a combination of on-premise and cloud resources in a coexistence model called a “[hybrid cloud](#),” for those looking to ease in. Both replacement and coexistence options provide greater flexibility and the benefits to expand cloud environments to match company growth. However, ultimately it comes down to what is going to be most effective for your organization based on your needs.



CUSTOMER SPOTLIGHTS

Pharmaceuticals Company Migrates and Upgrades Oracle E-Business Suite from On-Premise to OCI Exadata

A leading US Pharmaceuticals and Clinical services provider, with revenues over \$600M+ and over 1,200 employees worldwide, needed to maximize their existing Enterprise Resource Planning (ERP) workloads and infrastructure. Partnering with Apps Associates, they turned to Oracle Cloud Infrastructure (OCI) to upgrade and migrate their Oracle EBS environment platform(s) along with dependent, 3rd party applications. They implemented Infrastructure-as-a-Service (IaaS) services to host their ERP environment, alongside new industry solutions and Oracle's high-performance, advanced Exadata Infrastructure solution. The results were improved disaster recovery and monitoring tools, and improved capabilities overall.

Additional benefits included:

- Improved support and maintenance abilities across all technical disciplines
- Increased scalability and high-availability options
- Still 100% certified by Oracle Support services
- Decreased operating overhead and business costs
- 25% Support Rewards

[READ FULL CASE STUDY →](#)



Major Construction & Engineering Firm – Migration of Oracle E-Business Suite from On-Premise to OCI

In order to modernize their current hosted Oracle E-Business Suite for their growing business needs, this construction and engineering firm turned to Apps Associates to help them migrate to Database-as-a-Service (DBaaS) and Infrastructure-as-a-Service (IaaS) cloud solutions with Oracle Cloud Infrastructure (OCI). A solution was presented to migrate their existing EBS environments, both database and application services, along with a series of best-practice solutions to improve application and data security. By partnering with Apps Associates, they were able to exit their existing data center without extending hosting contracts, seamlessly interface and integrate their new cloud presence and their existing on-premise footprint, and drastically reduce their operating costs going forward.

Additional benefits included:

- Significant Oracle E-Business Suite performance improvements
- Automated, zero-downtime and DBaaS patching
- Improved support and maintenance abilities across all technical disciplines
- Application file sharing across multiple locations and services

[READ FULL CASE STUDY →](#)



2

Gain Savings by Moving Workloads to the Cloud

For workloads in which the decision has been made to move to OCI, there are savings available through [Oracle Support Rewards](#). When you choose to move workloads to OCI, you will earn [\\$0.25-\\$0.33](#) for every dollar spent on OCI, which can be applied to lower your technology support bill on Oracle products. Once the workloads have been chosen for migration to OCI, moving those workloads has tremendous benefits such as those noted in the diagram below. Additionally, recent analyst studies* have shown a 48% reduction in the five-year cost of operations while making IT teams 45% more efficient.

For those with [Oracle Java](#) needs, OCI provides the added benefit of Oracle Java licensing at no extra cost while all other hyperscalers require a bring-your-own-license approach for Oracle Java. These are further savings that can be recognized with the Oracle platform.

Collaborating with an enterprise partner can help you to determine the savings that can be experienced through these programs as well as discuss volume discounts and other benefits of moving Oracle workloads to OCI.



Additional Benefits of Moving Oracle Workloads to Oracle Cloud Infrastructure



Lower Total Cost of Ownership (TCO)



Ability to Scale Up, or Out



Documented Security & Compliance



Flexibility & Agility



Increased Efficiency

* Source - IDC White Paper: The Business Value of Oracle Cloud Infrastructure

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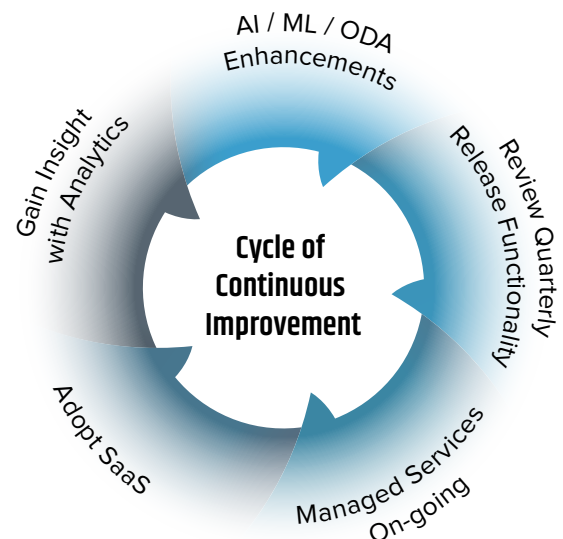
Future-Proof Your Business with Oracle Fusion

Whether you take the savings from an OCI migration and support rewards to fund a digital transformation, or you are simply looking for a next-generation platform on which to build and grow your business, Oracle Fusion is typically the right answer. Oracle delivers the most complete suite of SaaS applications providing a single source of truth to respond to ever-changing environments and business conditions in rapid fashion. Making better and faster decisions will allow you an opportunity to leapfrog or stay ahead of your competition.

[Advisory Consultants](#) can assist you in finding the best combination of applications to deliver on a true digital transformation.

Oracle Fusion can help you build resiliency into your business, and with opt-in quarterly releases, you can get increased functionality and adopt the Cloud at your own pace.

And through a [Managed Services](#) offering, an Oracle partner can assess each quarterly release, recommend any changes to your platform, and put you on a journey of continuous innovation. Security updates can be delivered, the latest AI technologies applied, compliance requirements can be met, and the agility of your supply chain can be enhanced just to name a few of the benefits of a long-term partnership.



Savings from each phase can be utilized towards progressing along the Cloud Journey

CUSTOMER SPOTLIGHT

Oracle Fusion Cloud Migration Transforms Agenus' Operations

Our customer, a leader in cancer immunotherapies, faced growing pains as it prepared for commercialization. Years of relying on a legacy Oracle ERP system, combined with disconnected platforms from acquisitions, created inefficiencies in financial reporting, supply chain management, and overall operations. To address these challenges, Agenus partnered with Apps Associates to implement Oracle Fusion Cloud, streamlining processes and building a scalable foundation for growth.

Additional Benefits Included:

- ▶ 50% faster quarter-end and year-end financial reporting
- ▶ Modernized, compliant GxP supply chain platform
- ▶ Enhanced efficiency with barcode scanning and mobile access
- ▶ Automated expense integration and bank reconciliation
- ▶ Scalable, agile platform to support future innovation

The project was completed on time and under budget, allowing Agenus to reinvest in managed services for continued success.

[READ FULL CASE STUDY →](#)



4

AppsAI by Apps Associates: Accelerate Oracle Cloud Success with AI-Enhanced Delivery

Regardless of where your organization starts in the OneOracle Cloud journey, it is imperative that your AI strategy is incorporated into that future state. Oracle has been on the forefront of integrating AI across infrastructure and Fusion applications creating a powerful model where AI is built into the tools and not just around the core of your enterprise.

Using a combination of LLMs and corporate data, generative, predictive and agentic AI can provide contextual results that deliver true value. Through Generative AI and the AI Agent Studio, Oracle has committed to embedding the functionality into the current systems at no extra cost. If those features need to be extended, a custom AI option is now available for a slight upcharge making the possibilities endless.

AppsAI by Apps Associates

What We Deliver

AI-Powered Implementation

AI-assisted configuration and validation

Automated data migration, cleansing, and mapping

Intelligent testing and defect tracking

Embedded change impact analysis and training insights

Client-Facing Innovation

Embedded AI features within Oracle Fusion Cloud (e.g., IDR, AI Assistants, Forecasting)

Deployment of Oracle Agentic AI use cases to solve industry business problems

Strategic advisory on responsible AI adoption and use-case prioritization

Unstructured and multimodal data integration using Oracle's AI Services, enabling intelligence from voice, images, emails, and scanned documents

AI-Driven Managed Services

Proactive system monitoring with AI-generated alerts

Predictive issue identification and ticket prevention

Intelligent license optimization and utilization analysis

Chat-based support through GenAI assistants

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Extending Your SaaS Environment with the PaaS Data Platform

While Oracle Fusion delivers the most complete set of cloud applications, there are other benefits of adding in components of Oracle's Data Platform, including:

Connect those SaaS applications with other on-premise applications and other third-party systems or data stored in other environments

Use Autonomous Database for self-patching, self-tuning, and self-securing to reduce overhead

Unify data management across structured, semi-structured and unstructured data to ensure consistent security and data governance

Provide end-to-end security and encryption allowing for compliance to regulations such as GDPR and HIPAA

Rapidly innovate with low-code tools to meet specific business needs

Combine transactional, streaming, and batch data that support real-time dashboards and analytics across data from various platforms

Access to these additional services within the PaaS Data Platform allows a broader range of customers to adopt SaaS even when unique needs are not fully met with SaaS functionality today. Combining PaaS with SaaS allows customers to accelerate innovation in a fully connected Cloud environment, speeding up the overall time to value.

Oracle Applications		
Integrations	Extensions	Analytics / BI
AI / ML	APEX	Database / ADW
Security, Compliance and Governance		

6

Bringing Your Data Together Can Provide Valuable Insights

Regardless of when and how you get your data into OCI or Oracle SaaS, organizations should consider how to extract true value and insights from the data across the platforms. Companies have seen an explosion of data over the last decade and those that have utilized that data to drive key insights through analytics are moving their businesses forward at a more rapid pace by making better and faster decisions.

Organizations have turned to analytics to help grow revenue, create a more cost-effective supply chain, and improve employee retention rates amongst many other outcomes. All parts of the organization across Finance, Operations, HR, Sales, and Marketing can benefit from more informed decision making using Oracle Analytics, in order to drive the most value out of your data.

CUSTOMER SPOTLIGHT

Fusion Data Intelligence Significantly Improves Data & Analytics Processes for Leading Media Production Company

Over the course of six months, this world-class media production and distribution company worked with Apps Associates to implement and deploy Oracle Fusion ERP, EPM & SCM and to bring visibility to the data with Fusion Data Intelligence. By implementing this solution, the company was able to eliminate their outdated manual processes and create an integrated dashboard with a KPI-driven design, transforming their analytics and reporting processes into a scalable, automated end-to-end platform.

Additional benefits included:

- ▶ Increased flexibility and ability to scale
- ▶ Automated data extraction processes from Oracle Cloud Applications
- ▶ Savings of more than \$300K in cloud application licensing costs

[READ FULL CASE STUDY →](#)



Oracle Database ODB@Multicloud

For customers that need the power of the Oracle Autonomous Database and Exadata but have already made significant investments in other hyperscalers such as AWS, Azure or Google, Oracle has now released ODB@AWS, ODB@Azure and ODB@Google. Providing the same capabilities across multiple hyperscalers now gives customer the ultimate advantage-choice! Native integration makes the power of Oracle Database and Exadata available everywhere with other AWS and Azure services.

The following benefits can still be gained with ODB@Multicloud:



For a more detailed look at deploying Oracle E-Business Suite on Oracle Database@Azure, see details [here](#).

CUSTOMER SPOTLIGHT

Gaming Publisher Modernizes Infrastructure and Analytics with ODB@Azure

A \$4.9B global gaming publisher partnered with Apps Associates to migrate from aging Oracle Exadata systems to Oracle Database@Azure (ODB@Azure), reducing operational risks and modernizing their analytics capabilities. This phased migration addressed end-of-life hardware risks, improved resilience, and unified data and applications within Azure. The solution also modernized analytics by re-platforming tools like OBIEE to Azure-native services, creating a scalable foundation for future growth and ERP consolidation.

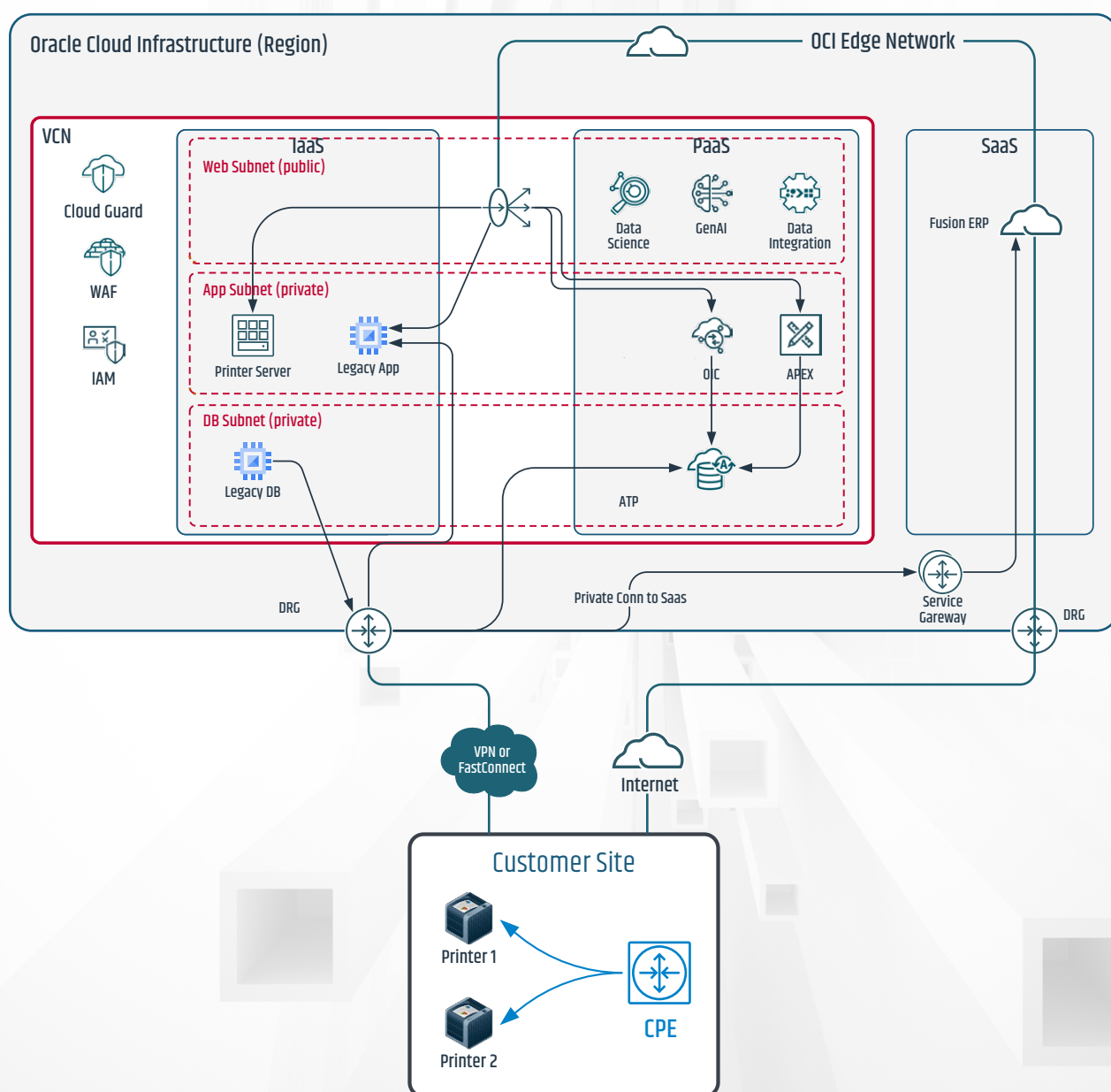
Additional benefits included:

- ▶ Enhanced data replication and application maintenance with Azure NetApp Files
- ▶ Improved scalability and resiliency for mission-critical workloads
- ▶ Minimized downtime during migration to protect live operations and revenue
- ▶ Accelerated analytics modernization with Azure Synapse and Power BI

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Sample Reference Architecture

For those that are looking to adopt the OneOracle approach, here is a sample reference architecture showing the interoperability of Oracle OCI (IaaS and PaaS) with Oracle Fusion. A data strategy that focuses on getting all, or the majority, of your data inside an Oracle region can have significant benefits such as low latency and no egress charges amongst others.



Picking the Right Oracle Cloud+AI Partner

Developing a solid Cloud strategy that incorporates infrastructure, applications and surrounding technologies such as AI can help businesses grow, optimize current goals, and anticipate future needs. Consequentially, the demand for digital transformation solutions is increasing at a rapid pace—which can leave stretched IT teams struggling to keep up. The result is cloud sprawl: too many cloud solutions improperly utilized, creating confusion and overspending. No organization should have to sacrifice the benefits of Oracle Cloud solutions, yet it can be daunting to know where to start.

Finding the right partner is a way to alleviate the stress and real challenges that come along with cloud decisions. Seasoned partners who know what issues to look for can remove friction from the process. A well-established partner can pull from their experience with other companies to help navigate common concerns, such as security and licensing challenges, and assist with everything from roadmap strategy to planning and execution — that is where a strategic partner like Apps Associates can help.

Apps Associates is the partner that can help customers along the entire Cloud transformation journey by providing assistance and guidance along the entire business value chain. Apps will look for savings at each step in your Cloud journey, helping you fund future phases and get the most out of your investment. Furthermore, Apps can be your one-stop partner for everything related to OneOracle^{+AI} from Advisory Services, Digital Transformation, Change Management, Managed Services, and AI.

As an Oracle Partner since 2002, Apps Associates has developed deep technical knowledge, processes, and tools to help customers plan, execute, and transition to Cloud. Apps Associates can then be with you every step of the journey to help drive an environment of continuous innovation and become more agile for the future.

Learn more about how Apps Associates can support and guide your Oracle Cloud journey.

