

Oracle Customer Snapshot

Nextance
Redwood City, CA
www.nextance.com

Industry:

High Technology

Annual Revenue:

2 to 100 Million

Employees:

Fewer than 500

Oracle Products & Services:

Oracle Database 10g Release 2
Oracle XML DB/XQuery

“The Nextance implementation with Oracle XML DB/XQuery promotes a marriage of fixed data in a relational database with variable, complex data in an XML database – which allows companies to fully manage their business risk and performance. Our customers are able to rapidly leverage the new Oracle capabilities, providing them with the power and ownership experience of an industry standard such as Oracle.”

— Kyle Bowker, President and CEO

Nextance Support of Oracle XML DB/XQuery Gives Visibility into Key Unstructured and Structured Data Found in Contractual Agreements

Nextance delivers Contract Performance Management (CPM) solutions that enable companies to improve the standardization, visibility, and control of their contracts and contractual relationships, delivering lower procurement costs, increased revenue, better compliance, and improved employee productivity.

Challenges

- Unstructured contract data is difficult to model in a relational database.
- Clients use one contract as a template and need a way to change the schema quickly with minimal impact.
- Since contracts contain both structured business terms and unstructured content, clients need access to both from the same data store.
- Native XML providers were unable to also access the structured data.

Solution

- Nextance assists multi-size companies; many in the Global 1000, in over 40 countries optimize their Contract Lifecycles. Over 80,000 users optimize over 200,000 contracts worldwide with Nextance.
- Unlike native XML products, Oracle XML DB supports access to both structured and unstructured data inherent in contracts.
- Utilizing the industry leading Oracle Database and XML DB solution, rather than niche providers, enabled Nextance to sell their solution rather than justifying the underlying technology.
- Oracle’s native XML architecture supports the highly variable contracts found in every Fortune 1000 company without programming or custom code.
- Oracle XML DB’s extensibility and adaptability enable quick implementations to meet evolving business requirements without programming, custom code, and data model extensions.
- Realizing Oracle as the first major database vendor to release a full-featured and high performance database-native XQuery implementation, Nextance made extensive use of Oracle’s database-native XQuery to provide performant query optimization and scale.
- The intuitive data model of Oracle XML DB and XQuery allow administrators to understand and perform comprehensive, fast searches without the costs of many tables and join relationships.