

Setting a course for your IT investment journey



Oracle's **Enterprise Investment Program** offers a collaborative approach to design your technology investment strategy for both today and the years to come.

ORACLE
Financing



You're faced with the demands of maintaining your current IT infrastructure while also designing an IT roadmap that factors in advancements and opportunities with platforms, deployment models, and cloud technology. Setting a course in the right direction is essential to your business, as is choosing the right IT partner to help guide and support you along the way.

A high-touch collaborative process

The **Enterprise Investment Program** offers a step by step process to help you navigate the complexities of IT investments, make optimal decisions, and choose the best path of action by:



Providing a framework to determine multi year IT needs and the most effective acquisition options



Formalizing IT roadmaps, including the role of important technologies like cloud, social, AI, big data, and mobile



Factoring in growth projections and the Oracle hardware, software, services, and subscriptions that support the business objectives



Presenting license, purchase, and consumption options to optimize investments and ensure high value over time



Walking through detailed scenarios that demonstrate the best amortization / depreciation approaches



Demonstrating the risk and reward equation with different plans of action to help make the right decisions



A four-step pathway to IT investment optimization

To accommodate and design around your unique business requirements, the **Enterprise Investment Program** is comprised of four key steps.

STEP 1. DISCOVER — Develop a two- to four-year roadmap

With in-depth planning and design to align your technical and financial roadmaps while detailing how Oracle hardware, software, and cloud technology can support your business objectives and outcomes.

STEP 2. DEFINE — Outline growth projections

Oracle advisors work closely with your key stakeholders to assess organizational growth potential and define the business case. This analysis plays a critical role in determining the timing and acquisition strategies behind future IT investments. Key considerations include organic and merger/ acquisition growth and changes in headcount and how these developments correlate to your IT requirements.

STEP 3. DESIGN — Evaluate acquisition models

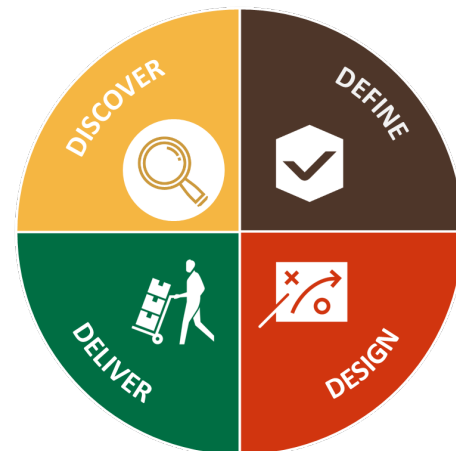
Organizations have a range of options for acquiring Oracle technology. Choices include a Transactional Purchasing Model, which consists of multiple tactical transactions, and a Consolidated Purchasing Model, consisting of a single, larger transaction to acquire IT assets for both current and projected future needs. Program methodology uses outputs from Steps 1 and 2 to determine the best approach. Plans are aligned to budget, business case, and strategic objectives – for example, optimizing ROI of cloud investments; shortening the time to value in a data center technology refresh; or protecting cash flow while acquiring new licenses.

STEP 4. DELIVER — Assess the accounting impact over time

By factoring in key corporate financial metrics, such as cash flow, expenses and overall accounting practices, as well as amortization and depreciation best practices, the program shows decision makers how various investment options may impact corporate financial objectives.

THE FINAL RESULT — A TCO-based economic evaluation

With detailed insights into near-and long-term technology needs, corporate growth goals, IT acquisition models and financial considerations, Oracle works with your key stakeholders to develop a custom **Enterprise Investment Plan** that optimizes your investments within a five-year TCO framework.



Principles of Engagement

To help you optimize your economic relationship with Oracle, the **Enterprise Investment Program** adheres to these principles of engagement:

INFORM & RECOMMEND



Oracle advisors work closely with you to customize strategic investment plans and address your unique business needs.

NO AGENDA



The goal of the program is to determine and deliver the optimal approach to maximize business and financial value.

A STRONGER PARTNERSHIP



As technologies and business dynamics evolve, your IT needs can be met with greater speed and higher quality through a long term strategic partnership with Oracle.

GET STARTED TODAY

To learn how the Enterprise Investment Program can help you make informed IT investment choices, **contact your Oracle representative** or: OracleFinancing_wv_grp@oracle.com

LEARN MORE

www.oracle.com/financing

