

## Case Study: Stephen F. Austin State University

# Oracle Support Consolidation Eliminates Annual Spending Increases and Reduces Processing Time

### Opportunity

Stephen F. Austin State University (SFA) procurement and IT departments were having to address the renewal of over 10 Oracle hardware and software support contracts on a yearly basis. These contracts all had different beginning and ending dates and incurred increased cost annually. To accommodate this structure, SFA was faced with having to issue a PO for each individual contract, as well as payout quarterly on each contract which equaled processing over 40 invoices yearly for their Oracle support. SFA wanted a better way to budget for, and manage their Oracle software and hardware support while also minimizing costs.



### Solution

To address SFA's challenges, RFD & Associates, Inc. (RFD) proposed combining all of the separate contracts and terming them out for 5 years. This solution would accomplish several goals, including allowing SFA to:

- Issue a single PO
- Enjoy cost savings for 5 years due to the elimination of the annual increase
- Gain insight for future budget planning
- See a decrease in the amount of invoices associated with their Oracle support contracts

In order to move forward with this plan, RFD worked with Oracle to combine SFA's contracts into a single contracts (one for software and one for hardware), quoting the term out for 5 years. As part of this solution, RFD outlined a plan to charge a onetime annual increase in year 1, while keeping the cost flat for years 2 through 5. RFD also broke the fees down to a daily fee so that SFA could see how much they were spending for their support within their own budget cycles.

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### Results

SFA was able to issue a single PO for 5 years of Oracle support, saving the University considerable time and money, by:

- Increasing visibility with the ability to see down to the exact dollar for their Oracle support expenditures within their (not Oracle's) quarterly budgets
- Reducing processing time, requiring the accounts payable department to contend with only 4 yearly invoices opposed to 40
- Simplifying operations by allowing SFA's procurement and IT teams to table the Oracle support issues for another 5 years

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