



CASE STUDY

'True Migration Intelligence'

Legal ISV's TCO Assessment Reveals Big Savings by Migrating from AWS to OCI

Introduction

As a cutting-edge legal work platform, this U.S.-based ISV/SaaS provider offers cloud-based case management and collaboration software designed for law firms and legal professionals that deal with complex and sensitive cases.

The company's software helps users manage their case files, documents, emails, and more in a central location, making it easier to collaborate with colleagues and clients, simplify workflows, and monitor deadlines. Facilitating more than 3,000 customers and hosting more than 500 million pages, the client's solution required a robust cloud hosting platform.

Client Challenges

Tightening capital markets and shrinking funding opportunities mean that many Independent Software Vendors such as our client need to:

- Drive scale and expand their services
- Build their cash reserves/decrease costs
- Mitigate rising cloud consumption costs

In addition to the above, the client was looking for funds to hire app developers and other critical business roles. They decided to evaluate every component of their business to identify opportunities where they could reduce spend and maximize value.

The client determined their current cloud hosting solution, Amazon Web Services (AWS), was meeting their existing needs but they questioned whether continuing on that platform was best for their business long-term, both in terms of cost and future needs. They needed an expert analysis of their costs and usage of AWS compared to other cloud options.

Enter Data Intensity.



Data Intensity's Total Cost of Ownership Transformation Assessment uncovered a possible 40% savings over five years by switching from AWS to OCI.



Assessing the Total Cost of Ownership & Transformation

As an independent third party with more than 400 cloud migrations to date, Data Intensity performed an expert Total Cost of Ownership & Transformation Assessment for the client.

The Assessment is thorough discovery of a clients' current cloud consumption, contracts, and spend, as well as discussions of planned business growth and industry changes.

Following discovery and data gathering, Data Intensity experts compile a comprehensive report that contains:

- 1:1 mapping to alternative cloud service options
- Multi-year view of costs for each option
- Recommended solution based on client needs, cost savings, and ease of migration



The TCO & Transformation Assessment Results

In the case of this particular client's assessment by Data Intensity, we determined that migrating from AWS to the Oracle Cloud Infrastructure (OCI), would be in their best interest. In addition to **reducing costs by up to 40%**, the client would gain these advantages by moving to OCI:

- Eliminate vendor lock-in and incorporate open-source technologies for increased flexibility
- Gain an advocate with the product team at OCI, given Data Intensity is a member of the OCI advisory council
- Be able to apply the savings from the migration to hire the human assets for other areas of the business

The Assessment provided the client with accurate data to analyze: a true 'apples-to-apples' comparison of their current and projected cloud spend on AWS against the projected costs and performance characteristics available from OCI, revealing they could save **more than \$15 million over a five-year period**, simply by migrating to OCI. Best of all, they would sacrifice zero functionality while significantly improving price and performance.

Oracle Cloud Infrastructure (OCI) Costs & Savings Over Five Years

	Year One	Year Two	Year Three	Year Four	Year Five
Monthly OCI Cloud Spend	\$243,000	\$340,000	\$476,000	\$667,000	\$933,000
Monthly Tenancy Mgmt Fees	12,000	17,000	24,000	33,000	47,000
Monthly SQL Ops Mgmt Fees	26,000	33,000	43,000	55,000	70,000
Annual OCI Cloud Spend *	\$3,372,000	\$4,680,000	\$6,516,000	\$9,060,000	\$12,600,000
Monthly AWS Cloud Spend	391,000	548,000	767,000	1,075,000	1,500,000
Annual AWS Cloud Spend *	\$4,692,000	\$6,576,000	\$9,204,000	\$12,900,000	\$18,000,000
Annual Cost Savings	\$1,320,000	\$1,896,000	\$2,688,000	\$3,840,000	\$5,400,000
Cumulative Cost Savings	\$1,320,000	\$3,216,000	\$5,904,000	\$9,744,000	\$15,144,000

* Assumes 40% YoY Growth. Does not include one-time migration costs in Year One



“From start to finish, Data Intensity was highly professional; everything from the assessment phase to project delivery ran smoothly and efficiently. Their deep knowledge of both Oracle and OCI enabled the project to be successful.”

Data Intensity's Legal ISV Client

Looking Ahead

For this particular client, a migration to OCI from AWS was clearly the best choice. Not only would they save \$15M over five years, they gained a partner in Data Intensity who would manage their cloud platform and advocate for their needs. As an Oracle Strategic Cloud Managed Service Provider (SMSP), Data Intensity is recognized for our global expertise in OCI migrations and ongoing managed services.

If you're interested in migrating cloud platforms or simply looking for a partner to assist you in determining the best cloud environment for your business, contact Data Intensity today.

About Data Intensity

Data Intensity is an Oracle Strategic MSP partner delivering managed services for the complex lifecycle of Oracle-powered workloads. Offering a complete portfolio under one roof, we provide full-stack, technical, and functional application managed services on any cloud.

Additionally, we maximize and future-proof our clients' Oracle investments through effective license position assessments and cloud-independent migration services. Learn more at www.dataintensity.com.
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