



CASE STUDY

Legal ISV's Cloud Platform 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 Cloud Platform Assessment uncovered significant performance improvements and a possible 30% savings over five years by switching from AWS to OCI.



Assessing Potential Savings with a Cloud Platform Assessment

As an independent third party with more than 400 cloud migrations to date, Data Intensity performed an expert Cloud Platform Assessment for the client.

Using Matilda Cloud’s industry-leading toolset, Matilda Discover, we analyzed their entire cloud landscape and evaluated the relationships between their assets in order to map application dependencies. This provided a comprehensive view of their current state.

Based on our findings, we calculated current and projected costs on the four major cloud platforms: AWS, Azure, Google Cloud Platform (GCP), and Oracle Cloud Infrastructure (OCI), to determine whether an in-place optimization or a cloud migration was their best path forward. Our experts then provided the client with a comprehensive report that contained:

- 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 Cloud Platform Assessment Results

In this client’s case, we determined that migrating from AWS to the Oracle Cloud Infrastructure (OCI), was the best move. In addition to **reducing costs by 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. Best of all, they would sacrifice zero functionality while saving \$14M USD and significantly improving performance



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

	Year One	Year Two	Year Three	Year Four	Year Five
Monthly OCI Cloud Spend	\$245,000	\$305,000	\$380,000	\$475,000	\$595,000
Migration Fee from AWS to OCI	415,000	–	–	–	–
Annual OCI Cloud Spend *	\$3,355,000	\$3,660,000	\$4,560,000	\$5,700,000	\$7,140,000
Monthly AWS Cloud Spend	390,000	487,500	615,000	768,750	960,000
Annual AWS Cloud Spend *	\$4,680,000	\$5,850,000	\$7,380,000	\$9,225,000	\$11,520,000
Annual Cost Savings	\$1,325,000	\$2,190,000	\$2,820,000	\$3,525,000	\$4,380,000
Cumulative Cost Savings	\$1,325,000	\$3,515,000	\$6,335,000	\$9,860,000	\$14,240,000

* Assumes 25% YoY Growth



"From start to finish, Data Intensity was very professional; everything, from the assessment phase to project delivery, ran smoothly and efficiently. Their understanding of our business and 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 \$14M 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, Data Intensity is recognized for our global expertise in OCI migrations and ongoing managed services.

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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