



## CASE STUDY

# Rexel Australia Migrates EBS to OCI and Implements Database Services, Enables Their Business to Grow

## The Client

Rexel Australia is part of a worldwide wholesale electrical supply group that uses its resources, expertise, and experience to change the energy industry for the better. With a national network of local businesses including Rexel, John R. Turk, Ideal Electrical, and Lear & Smith, they have more than 125 branches nationwide, providing a geographically convenient network for their customers.

By embracing and distributing new technologies, encouraging innovation, searching for new opportunities, and pursuing service-rich solutions, Rexel are redefining how they compete in the electrical and sustainable energy markets by helping their clients grow their businesses more efficiently and profitably.

**"Data Intensity have been with us every step of our journey, from ideation to working through the licensing complexities, technical architecture and design and addressing the security requirements of our parent company. We are confident we are on a secure and robust platform that will enable us to grow as a business."**

**— Nayyar Ghaznavi**  
Chief Information Officer  
Rexel Australia

## The Situation

A Data Intensity database and ERP management services client since 2017, Rexel had been running legacy systems for its core business processes for many years. However, due to a unique IT stack including multiple ERP applications and operating systems, as well as older database versions and on-premises Exadata hardware, they knew an overhaul of their systems was necessary—and time was of the essence.

"We were heading towards a roadblock we knew we couldn't easily overcome," said Nayyar Ghaznavi, Chief Information Officer, at Rexel. "Data Intensity had been our partner of choice for database management services, and were therefore our first point of call to help us find a solution."

After gaining a thorough understanding of what they wanted to achieve, Data Intensity's team of database architects, system engineers and cloud engineers got started.

## The TCO Transformation Assessment

Data Intensity began the engagement with a Total Cost of Transformation Assessment (TCOT). This proprietary tool analyzes a client's Oracle workloads, middleware environments, and needs, to provide an end-to-end perspective of the costs, licensing requirements, insights, architecture needs, and implementation length of a migration to identify the optimal cloud solution.

The four options discussed with Rexel were:

- Migration to Amazon Web Services (AWS)
- Conduct a hardware refresh on-premises
- OCI Database Platform-as-a-Service, with a Bring-Your-Own-Licensing model
- OCI Database Platform-as-a-Service, with Licensing included

As part of the TCOT, application interdependencies were thoroughly investigated and discussed. Rexel's ecosystem includes the Pronto ERP application, and while Rexel was hoping to upgrade their Pronto Oracle Database to 19c, Pronto had advised Rexel's version of Pronto was incompatible with 19c and their OS version, Linux 8. An application upgrade was out of scope as the system had very stringent performance requirements and the application is very network sensitive.

Here's how we did it.

**“Data Intensity’s technical team—from pre-sales and DBAs to architects and engineers—have been very good and provided confidence we were in the right hands.”**

**— Nayyar Ghaznavi**

## The Decision

Following this system review, as well as educating Rexel on the benefits and economic advantages of OCI, Data Intensity approached Rexel’s IT leadership with the findings from the TCOT, including costs associated with each option. The choice was up to Rexel, of course, but Data Intensity offered the following recommendations:

- Migrate their E-Business Suite instance to OCI as a lift-and-shift. Though Rexel was running on an old Exadata on-premises, our TCOT analysis determined that Exadata would not be required to run the system in the cloud.
- Migrate third-party applications relying on Oracle databases to OCI.
- Implement Oracle Database Platform services (PaaS).
- Upgrade Pronto Oracle Database to 19c following the migration, in order to reduce the number of changes occurring at the same time.
- Implement OCI Security – our team worked extensively with their security team in France to satisfy all requirements. The security and cloud architecture were discussed in detail with the Rexel team.
- Implement OCI Observability and Monitoring.

Rexel’s team decided to move forward, and we got to work.

## The Implementation

The first step was to thoroughly investigate the compatibility issue with Pronto, which has a tight EBS integration and very strict latency requirements. Data Intensity’s cloud team researched the requirements and determined the Pronto application was indeed compatible. Their current version could even be re-platformed to OCI IaaS and later upgraded to 19c.

The Pronto migration was actually one of the first migrations to take place, almost as a modified “proof of concept” to demonstrate that the systems would function as promised in Data Intensity’s design, which proved extremely successful.

“Given our experience with the proof-of-concept, we were quite confident that this implementation would be successful,” said Rexel’s Oracle Technical Lead Annette Lew. “We were quite excited—and relieved—to see our Pronto system working in the OCI environment, with the better than expected interactive and batch process performance. A large part of that was due to the detailed approach to the solution design by the DI team and a fairly flawless execution of that design. This gave us a lot of confidence to move forward into Production.”

At the same time, Data Intensity developed a detailed project plan to ensure the work required to fulfill Rexel’s OCI migration and transition into service was adequately represented, that activities were appropriately sequenced, and that activity durations were reasonable and realistic.

The project plan included clear work packages, task dependencies, and critical paths, with resource assignments, deliverables, and milestones with associated due dates. There was a lot to get done in the fourteen-week schedule.



# The Benefits

- **Annual OPEX Reduction.** Rexel was looking to reduce capital expenditures, so moving to OCI rather than purchasing new on-prem hardware was an easy decision.
- **Performance Boost.** Rexel is currently experiencing a 10% performance boost to key processes on OCI compared to their on-prem systems. Considering a move from Exadata to Base Database Services on OCI, the performance gain is huge in terms of ROI. "While we hoped for even more speed, our goal was to be as quick as on-prem, so even a 10% improvement still met our key criteria for success," said Ghaznavi.
- **Licensing & Software Asset Management.** Rexel was able to reduce its Oracle support costs and move to a license-included PaaS model for its EBS database.
- **Pronto database and application** were architected using OCI IaaS platform to have the configuration flexibility for performance and network.
- **Rexel's disaster recovery architecture** was significantly improved with Full Stack Disaster Recovery automation. The migration to OCI improved the RPO and RTO at a fraction of the on-premises cost.

# The Future

Rexel is currently undergoing a Pronto database upgrade, and all teams are happy with the progress Rexel has made to date.

"Data Intensity have been with us every step of our journey from ideation through to working through the licensing complexities, technical architecture and design and addressing the additional security requirements of our parent company," said Ghaznavi. "We're confident we are on a secure and robust platform that will enable us to grow as a business without having a major impact on our OpEx."

Lew praised the Data Intensity team responsible for each step along the way. "We were impressed by the professionalism and deep experience of Data Intensity's project team, especially the Cloud & Infrastructure Engineering Manager, who was very proficient in every aspect from design to execution and through the implementation stages. We felt Data Intensity allocated its 'A-team' from around the globe, from project and senior managers, architects, engineers, database administrators, to the best customer relationship manager. They all contributed to the success of this project."

Ghaznavi agrees. "Data Intensity's technical team—from pre-sales and DBAs to architects and engineers—have been very good and provided confidence we were in the right hands. Their C-Suite engagement was open and transparent as well, which is why we signed a long-term contract with them."

## 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 maximise and future-proof our clients' Oracle investments through effective license position assessments and cloud-independent migration services. Learn more at [www.dataintensity.com](http://www.dataintensity.com).

**ORACLE** | Service Partner

Expertise in  
CSPE: Oracle Cloud Platform -  
Oracle Database to Oracle Cloud  
in North America