ORACLE × IT-RANKS - OCI TRANSFORMATION PORTFOLIO

A Complete Suite Across the OCI Journey

STRATEGY · ARCHITECTURE · SECURITY · MIGRATION
MODERNIZATION · DATA · AI · RESILIENCE
MULTICLOUD · OPERATIONS · OPTIMIZATION

IT-RANKS TECHNOLOGY

ORACLE | Partner

Journey

The Complete OCI Journey

OCI transformation Portfolio

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01

OCI Architect & Transition

Build the right OCI foundation. Transition workloads in controlled waves. Scale with confidence.

01 SERVICE DEFINITION

An end-to-end cloud architecture and transition service that helps organizations assess, design, establish and migrate to Oracle Cloud Infrastructure using a secure, scalable and governed foundation.

IT-RANKS combines discovery and assessment, OCI landing-zone architecture, connectivity and security design, migration strategy, workload transition, cutover governance and post-go-live stabilization into a structured cloud-adoption journey. The service supports infrastructure, databases, middleware, enterprise applications and virtualized workloads while providing the architecture and governance required for subsequent modernization and expansion.



02 VALUE PROPOSITION

- Establish an enterprise-ready OCI foundation before workloads arrive, covering identity, networking, security, governance, observability and operations.
- Reduce migration risk through structured discovery, dependency assessment, workload classification and migration waves.
- Provide a repeatable transition model across infrastructure, databases, middleware, enterprise applications and virtualized environments.
- Select the appropriate migration path per workload rather than forcing a single approach—rehost, replatform, modernize, consolidate or retire.
- Design resilience, connectivity, security and operational readiness into the target architecture from the beginning.
- Move smoothly from migration project into stable cloud operations and continuous optimization.

05 TYPICAL DELIVERY SCOPE

1. **Discover & Assess**
2. **Landing Zone & Governance**
3. **Transition Architecture**
4. **Pilot**
5. **Migration Waves**
6. **Stabilize & Optimize**

- Business, infrastructure, application and database discovery.
- Dependency mapping and workload classification.
- OCI architecture and target-state definition.
- Landing-zone, network, identity and governance design.
- Connectivity and security implementation.
- Migration strategy and wave planning.
- Pilot workload migration and validation.
- Production migration with cutover and rollback runbooks.
- Go-live stabilization and operational handover.
- Optimization and subsequent modernization roadmap.

06 COMMERCIAL PROFILE — INDICATIVE

OFFERING	TYPICAL DURATION	INDICATIVE IT-RANKS PS INVESTMENT
OCI Readiness & Architecture Assessment	3–5 weeks	**Contact IT-RANKS for opportunity sizing and commercial pricing**
OCI Landing Zone Design & Implementation	4–8 weeks	**Contact IT-RANKS for opportunity sizing and commercial pricing**
Enterprise Transition / Migration Factory	3–9+ months	**Contact IT-RANKS for opportunity sizing and commercial pricing**
Post-Go-Live OCI Operations / Transition Service	Recurring	**Contact IT-RANKS for opportunity sizing and commercial pricing**

02
OCI Security

Secure the OCI foundation. Protect every workload. Continuously assure the environment.

01 SERVICE DEFINITION

Design, implement and operate an enterprise OCI security architecture that protects identities, networks, workloads, applications and data through a defense-in-depth model.
The service combines security assessment and architecture, OCI-native security controls, access governance, encryption, posture and threat management, compliance assurance and integration with enterprise SOC/SIEM capabilities. Where required, IT-RANKS extends OCI-native capabilities with complementary cybersecurity platforms and operates the environment through SecureGuard Managed Security Services.
Oracle defines security in OCI as a shared responsibility: Oracle secures the underlying cloud, while the customer remains responsible for areas such as IAM, VCN configuration, application security and data security.



02 VALUE PROPOSITION

- Embed security into the OCI architecture before production workloads are migrated.
- Protect identity, network, compute, database, storage and application layers through defense-in-depth controls.
- Continuously identify misconfiguration, risky activity and vulnerabilities instead of relying on periodic reviews.
- Enforce cloud security standards through policy, segmentation and secure-by-design deployment patterns.
- Strengthen data protection through encryption, secrets/key management and database-security capabilities.
- Integrate OCI security events with enterprise SOC/SIEM and transition from implementation to 24×7 managed security and continuous compliance.

05 TYPICAL DELIVERY SCOPE

1. **Assess & Classify**
2. **Security Architecture**
3. **Harden Foundation**
4. **Protect Workloads & Data**
5. **Detect & Integrate**
6. **Operate & Assure**

- OCI security posture and maturity assessment.
- Asset, data and workload classification.
- Shared-responsibility and security-control matrix.
- IAM, RBAC, federation and privileged-access architecture.
- Network segmentation, firewall and WAF controls.
- Vault, encryption, key and secrets management.
- Cloud Guard and Security Zones configuration.
- Vulnerability, threat and posture monitoring.
- Database and data-security controls.
- Logging, SOC/SIEM and incident-response integration.
- Compliance evidence, remediation backlog and governance.
- Managed-security transition and continuous assurance.

06 COMMERCIAL PROFILE — INDICATIVE

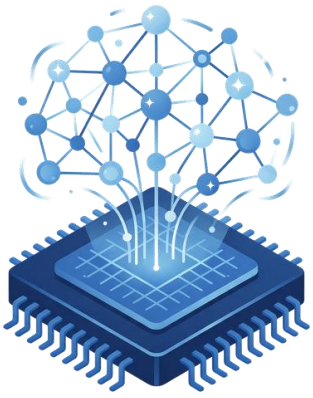
OFFERING	TYPICAL DURATION	INDICATIVE IT-RANKS PS INVESTMENT
OCI Security Assessment & Hardening	3–5 weeks	**Contact IT-RANKS for opportunity sizing and commercial pricing**
Secure OCI Foundation / Native Security Controls	4–8 weeks	**Contact IT-RANKS for opportunity sizing and commercial pricing**
Enterprise OCI Security Transformation	3–6+ months	**Contact IT-RANKS for opportunity sizing and commercial pricing**
SecureGuard – Managed OCI Security	Recurring	**Contact IT-RANKS for opportunity sizing and commercial pricing**

03
AI Factory

From isolated AI proofs of concept to one governed enterprise AI platform.

01 SERVICE DEFINITION

Design and deploy a secure, governed enterprise AI Factory on OCI that combines AI infrastructure, enterprise models, knowledge/RAG, agent development, production controls and AI operations. The objective is to move customers from isolated AI proofs of concept to a reusable enterprise AI platform.



02 VALUE PROPOSITION

- Accelerate AI use cases from idea and PoC into governed production.
- Create one reusable enterprise AI foundation instead of fragmented point solutions.
- Securely connect AI with enterprise data, applications and business processes.
- Enable both Generative AI and Agentic AI with enterprise controls and observability.
- Optimize AI infrastructure and GPU consumption while allowing scale by use case.
- Create a repeatable platform for continuous business use-case expansion.

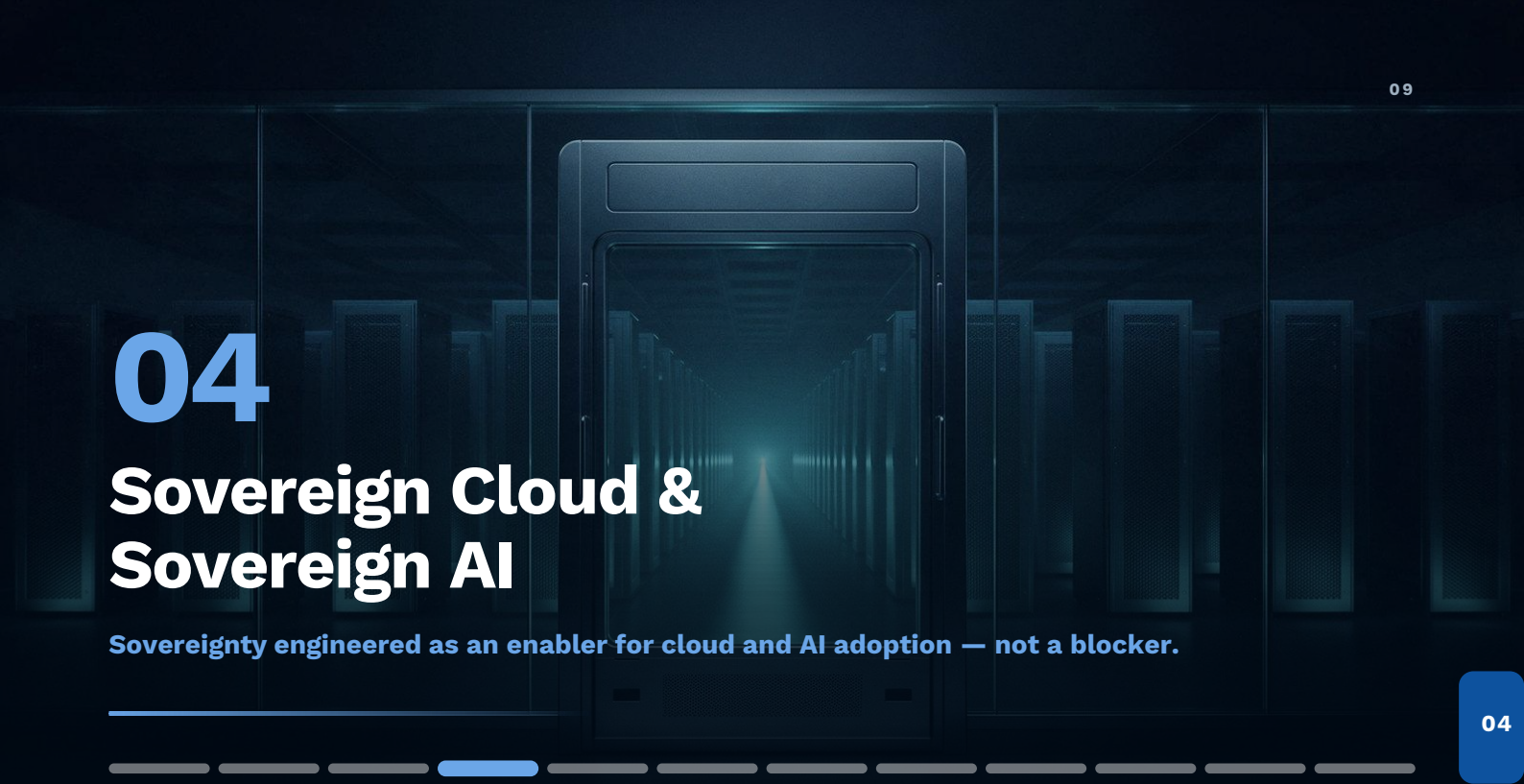
05 TYPICAL DELIVERY SCOPE

1. **Discover & Prioritize**
2. **AI Architecture**
3. **OCI Foundation**
4. **Data / RAG**
5. **GenAI & Agents**
6. **Govern & Operate**

- AI use-case discovery, prioritization and value scoring.
- AI Factory target architecture and landing-zone design.
- GPU / model environment and runtime configuration.
- Enterprise data ingestion, vectorization and RAG integration.
- Agent framework, tools, APIs and first production agent/use case.
- IAM, secrets, guardrails, observability and audit controls.
- AI lifecycle, DevOps/MLOps patterns and release governance.
- Knowledge transfer, operating model and scale roadmap.

06 COMMERCIAL PROFILE — INDICATIVE

OFFERING	TYPICAL DURATION	INDICATIVE IT-RANKS PS INVESTMENT
AI Factory Discovery & Blueprint Up to 10 candidate use cases; up to 3 business units; advisory only, no build	2 weeks	**Contact IT-RANKS for opportunity sizing and commercial pricing**
AI Factory Foundation + 1 GenAI Use Case 1 landing zone; 1 use case; up to 3 data sources; RAG corpus up to 50K documents	2 weeks	**Contact IT-RANKS for opportunity sizing and commercial pricing**
Enterprise AI Factory + Agentic AI 2-5 use cases; 2-3 production agents; 5-10 data sources; guardrails and observability	4-8 weeks	**Contact IT-RANKS for opportunity sizing and commercial pricing**
AI Factory Managed Services / AI Ops Business-hours support; model and agent monitoring; prompt and guardrail upkeep. Tier range: 1-2 to 5 production AI use cases or agents.	Recurring	**Contact IT-RANKS for opportunity sizing and commercial pricing**



04

Sovereign Cloud & Sovereign AI

Sovereignty engineered as an enabler for cloud and AI adoption — not a blocker.

01 SERVICE DEFINITION

A strategy, architecture and implementation service for customers that require stronger control over data location, cloud operations, security boundaries and AI workloads. IT-RANKS helps select and implement the appropriate Oracle distributed-cloud model and establish a sovereign AI platform aligned with residency, isolation and governance requirements.



02 VALUE PROPOSITION

- Meet data residency, localization and operational-control requirements with fit-for-purpose deployment models.
- Retain OCI architecture and cloud-service consistency while bringing cloud capabilities closer to regulated workloads.
- Enable sovereign AI where enterprise data, models and AI infrastructure require controlled hosting and access.
- Reduce fragmentation between private cloud, cloud-at-customer, AI infrastructure and enterprise database services.
- Establish a clear sovereignty control model covering data, identity, operations, encryption and supply chain.
- Provide a phased path from regulated workloads to broader cloud and AI adoption.

05 TYPICAL DELIVERY SCOPE

1 **Sovereignty Assessment**
2 **Control Model**
3 **Deployment Selection**
4 **Architecture & Sizing**
5 **Implement**
6 **Onboard & Govern**

- Regulatory, residency, data-classification and sovereignty requirement assessment.
- Sovereignty control matrix covering data, identity, operations, encryption and administration.
- Deployment-model selection and business-case development.
- Target architecture, capacity, connectivity and security design.
- Oracle platform implementation / onboarding governance with Oracle and customer teams.
- Database, AI and shared-service onboarding patterns.
- Operating model, privileged-access model, auditability and service governance.
- Phased workload migration and sovereign AI adoption roadmap.

06 COMMERCIAL PROFILE — INDICATIVE

OFFERING	TYPICAL DURATION	INDICATIVE IT-RANKS PS INVESTMENT
Sovereignty & Regulatory Assessment 1 legal entity; up to 3 regulatory frameworks; up to 5 workload groups	4–6 weeks	**Contact IT-RANKS for opportunity sizing and commercial pricing**
Sovereign Cloud / AI Architecture & Business Case 1 target deployment model; up to 10 workload groups; 5-year TCO and business case	8 weeks	**Contact IT-RANKS for opportunity sizing and commercial pricing**
Implementation, Integration & Workload Onboarding 1 dedicated / sovereign footprint; 10-30 workloads onboarded in phases	4–9+ months	**Contact IT-RANKS for opportunity sizing and commercial pricing**
Sovereign Cloud Governance / Managed Services	Recurring	**Contact IT-RANKS for opportunity sizing and commercial pricing**

Scales with footprint size, onboarded services and governance reporting depth. Tier range: 5 to 20+ onboarded services.

05

Data Center Exit & VMware Modernization

Exit the data center first; modernize each workload at the right pace.

01 SERVICE DEFINITION

A migration and modernization factory that helps customers exit or reduce data-center dependency by moving VMware workloads to Oracle Cloud VMware Solution (OCVS) where operational continuity is required, while replatforming suitable workloads to OCI Compute, OKE and managed OCI services to progressively reduce virtualization dependency.



02 VALUE PROPOSITION

- Accelerate data-center exit without forcing every workload into immediate re-architecture.
- Provide two migration paths: preserve VMware operations on OCVS or replatform to native OCI.
- Reduce infrastructure refresh, facility and legacy virtualization dependency over time.
- Use migration waves to control downtime, risk and business impact.
- Improve resilience, automation, security and operational visibility after migration.
- Create a modernization path from lift-and-shift to cloud-native services.

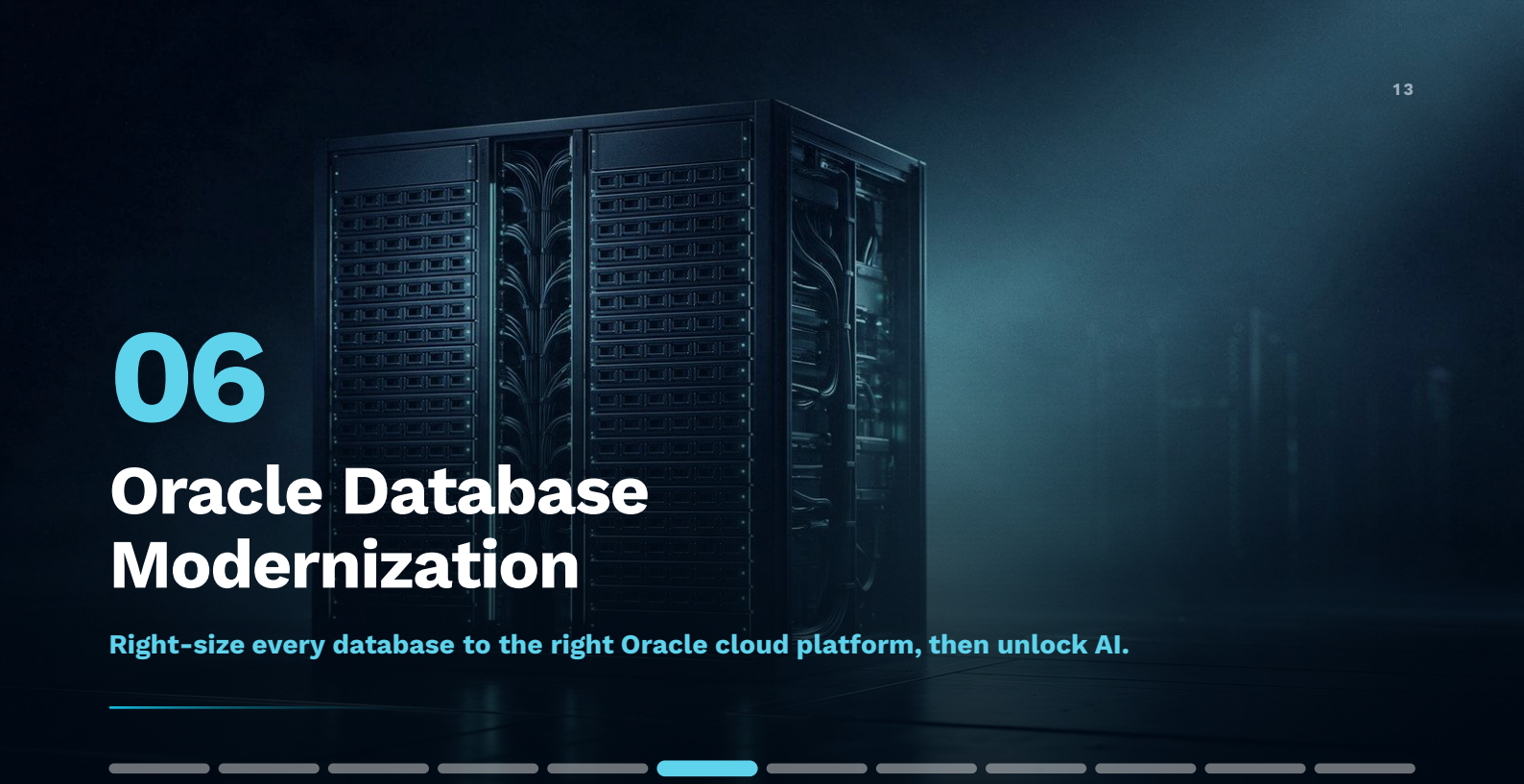
05 TYPICAL DELIVERY SCOPE

1. **Discover Estate**
2. **Classify Workloads**
3. **Target Architecture**
4. **Pilot**
5. **Migration Waves**
6. **Optimize / Replatform**

- Infrastructure, VM, application and dependency discovery.
- Workload segmentation: OCVS, native OCI, containerize, retain or retire.
- TCO, landing zone, connectivity and migration-wave design.
- Pilot migration and operational validation.
- Migration factory execution with cutover / rollback runbooks.
- Database and storage migration coordination where in scope.
- Security, backup, DR and monitoring integration.
- Post-migration rightsizing and replatform roadmap.

06 COMMERCIAL PROFILE — INDICATIVE

OFFERING	TYPICAL DURATION	INDICATIVE IT-RANKS PS INVESTMENT
DC Exit / VMware Assessment Up to 200 VMs; up to 3 clusters; 1 data center; tool-based dependency discovery	4–6 weeks	**Contact IT-RANKS for opportunity sizing and commercial pricing**
Pilot Migration / First Wave 10-25 VMs; 1-3 applications; 1 OCVS SDDC; 1 cutover rehearsal	4–8 weeks	**Contact IT-RANKS for opportunity sizing and commercial pricing**
Enterprise Migration Factory 200-1,000+ VMs; waves of 25-50 VMs; up to 3 data centers; cutover and rollback runbooks	3–9+ months	**Contact IT-RANKS for opportunity sizing and commercial pricing**
OCI Infrastructure Managed Services Banded by estate size; monitoring, patching, backup and incident management. Tier range: 100 to 500 VMs under management.	Recurring	**Contact IT-RANKS for opportunity sizing and commercial pricing**



06
Oracle Database Modernization

Right-size every database to the right Oracle cloud platform, then unlock AI.

01 SERVICE DEFINITION

Modernize Oracle database estates through version modernization, consolidation and migration to the right Oracle cloud database platform—Base Database Service, Exadata Database Service, Autonomous AI Database, Cloud@Customer or multicloud—while improving resilience, performance, automation and license economics.



02 VALUE PROPOSITION

- Modernize aging database platforms and remove infrastructure refresh constraints.
- Match each workload to the right Oracle database cloud deployment model instead of one-size-fits-all migration.
- Improve performance, scalability, availability and lifecycle automation.
- Enable AI-ready data capabilities with Oracle AI Database 26ai and AI Vector Search.
- Optimize licensing through appropriate BYOL or license-included choices.
- Create a foundation for database consolidation, DR, multicloud and AI initiatives.

05 TYPICAL DELIVERY SCOPE

1. **Estate Assessment**
2. **Workload Segmentation**
3. **Target Platform**
4. **Migration Design**
5. **Migrate & Validate**
6. **Optimize & Operate**

- Database inventory, versions, options, dependencies and performance baseline.
- Workload criticality, HA/DR and data-residency classification.
- Platform selection across Base DB, Exadata, Autonomous, Cloud@Customer and multicloud.
- BYOL / license-included scenario and migration-wave planning.
- Migration method selection including ZDM, Data Guard, GoldenGate or native tools.
- Performance, security and HA/DR validation after migration.
- Cutover, rollback and business acceptance.
- Database operations, capacity and modernization roadmap.

06 COMMERCIAL PROFILE — INDICATIVE

OFFERING	TYPICAL DURATION	INDICATIVE IT-RANKS PS INVESTMENT
Database Estate Assessment & Modernization Blueprint Up to 50 databases; up to 20 TB total; inventory, options and performance baseline	3–5 weeks	**Contact IT-RANKS for opportunity sizing and commercial pricing**
Single Critical Workload Migration / Modernization Up to 4 production databases plus non-prod; up to 10 TB; HA/DR configuration included	6–10 weeks	**Contact IT-RANKS for opportunity sizing and commercial pricing**
Enterprise Database Modernization Program 20-100 databases; up to 100 TB; phased migration waves	3–9+ months	**Contact IT-RANKS for opportunity sizing and commercial pricing**
Managed Database Services Banded by database count; backup, patching, performance and availability. Tier range: 10 to 50 databases under management.	Recurring	**Contact IT-RANKS for opportunity sizing and commercial pricing**

07

Data Platform & AI Data Foundation

Trusted, governed data as the factory input for analytics, GenAI and agents.

01 SERVICE DEFINITION

Build a governed enterprise data foundation on OCI that connects operational and analytical data, supports batch and real-time ingestion, provides lakehouse and semantic capabilities, and prepares trusted enterprise data for analytics, RAG, Generative AI and agentic workloads.



02 VALUE PROPOSITION

- Break down data silos and create a reusable enterprise data foundation.
- Provide trusted, governed and near-real-time data for analytics and AI.
- Reduce integration complexity with managed ingestion, replication and transformation services.
- Enable lakehouse patterns that combine cost-efficient object storage with autonomous analytical services.
- Prepare enterprise data for vector search, RAG and AI agents.
- Create a common data layer that supports business intelligence, machine learning and future AI use cases.

05 TYPICAL DELIVERY SCOPE

1. **Use Cases & Data Domains**
2. **Architecture**
3. **Ingest / CDC**
4. **Lakehouse**
5. **Govern & Semanticize**
6. **AI / Analytics**

- Business use-case prioritization and source-system inventory.
- Data domains, ownership, quality and consumption requirements.
- OCI data landing zone and storage / lakehouse architecture.
- Batch, CDC, streaming and data-transformation pipelines.
- Data modeling, semantic layer, governance and access-control patterns.
- AI Vector Search / RAG-ready data preparation.
- Analytics and AI consumption layer integration.
- DataOps, monitoring, cost and operational handover.

06 COMMERCIAL PROFILE — INDICATIVE

OFFERING	TYPICAL DURATION	INDICATIVE IT-RANKS PS INVESTMENT
Data & AI Readiness Assessment Up to 10 source systems; up to 3 data domains; readiness and gap analysis	2-4 weeks	**Contact IT-RANKS for opportunity sizing and commercial pricing**
Data Platform Foundation / MVP 2-5 sources; batch plus 1 CDC stream; landing zone and lakehouse base	4-6 weeks	**Contact IT-RANKS for opportunity sizing and commercial pricing**
Enterprise Data Platform / Lakehouse Program 10-25 sources; 3-5 domains; lakehouse, semantic layer and governance	4–9+ months	**Contact IT-RANKS for opportunity sizing and commercial pricing**
Managed Data Platform / DataOps Banded by pipeline count; DataOps, monitoring, cost and quality management. Tier range: 10 to 40 production pipelines.	Recurring	**Contact IT-RANKS for opportunity sizing and commercial pricing**

08 Application Modernization

Modernize applications in waves while OCI adoption compounds.

01 SERVICE DEFINITION

Assess and modernize legacy enterprise applications onto OCI using the right combination of rehost, replatform, containerization, refactoring and re-architecture. The service establishes modern application platforms, APIs, integration and DevSecOps practices while preserving business continuity during transformation.



02 VALUE PROPOSITION

- Reduce technical debt and dependence on aging application infrastructure.
- Increase release velocity through containers, automation and DevSecOps.
- Improve application resilience, scalability, security and observability.
- Modernize incrementally—replatform where practical and refactor where business value justifies it.
- Create API-first and integration-ready architectures that connect existing Oracle and non-Oracle systems.
- Prepare applications to embed Generative AI and agentic capabilities.

05 TYPICAL DELIVERY SCOPE

1. **Application Portfolio Assess**
2. **6R Segmentation**
3. **Target Architecture**
4. **Platform & DevSecOps**
5. **Modernize**
6. **Cutover & Operate**

- Application inventory, dependency mapping and modernization scoring.
- 6R / disposition strategy and modernization wave plan.
- Target cloud-native, integration and data architecture.
- OKE / compute platform, CI/CD and DevSecOps foundation.
- Containerization, replatforming or refactoring of selected application(s).
- API, identity, integration and database modernization where required.
- Performance, security, resilience and operational testing.
- Cutover, rollback, knowledge transfer and application platform operations.

06 COMMERCIAL PROFILE — INDICATIVE

OFFERING	TYPICAL DURATION	INDICATIVE IT-RANKS PS INVESTMENT
Application Portfolio Assessment Up to 20 applications inventoried, dependency-mapped and 6R-scored	4-6 weeks	**Contact IT-RANKS for opportunity sizing and commercial pricing**
Modernization Pilot / First Application 1 application; up to 10 services; CI/CD and DevSecOps baseline	4-6 weeks	**Contact IT-RANKS for opportunity sizing and commercial pricing**
Medium Application Modernization 1 application of 10-30 services, or 2-3 smaller applications	6-8 weeks	**Contact IT-RANKS for opportunity sizing and commercial pricing**
Application Modernization Factory 5-10 applications delivered in modernization waves	4–12+ months	**Contact IT-RANKS for opportunity sizing and commercial pricing**
Managed Application Platform 1 OKE platform; banded by application count; CI/CD and platform operations. Tier range: 5 to 10 applications on the platform.	Recurring	**Contact IT-RANKS for opportunity sizing and commercial pricing**

09

Business Continuity, Disaster Recovery & Cyber Resilience

DR as the low-risk entry to OCI — and a direct path to production adoption.

01 SERVICE DEFINITION

Design, implement and operate end-to-end resilience for critical applications and data using OCI as a recovery, orchestration and cyber-resilience platform. The service aligns business RPO/RTO requirements to database, infrastructure and application recovery patterns and replaces manual recovery with tested, repeatable runbooks.



02 VALUE PROPOSITION

- Translate business criticality into measurable RPO/RTO and recovery architecture.
- Automate multi-tier application recovery and reduce dependency on manual DR runbooks.
- Improve recovery confidence through recurring testing, evidence and operational governance.
- Support hybrid and multicloud recovery patterns without forcing immediate production migration.
- Strengthen backup, replication, identity and recovery controls against cyber incidents.
- Create a natural landing point for future production OCI workloads.

05 TYPICAL DELIVERY SCOPE

1. **BIA / RPO-RTO**
2. **Resilience Assessment**
3. **Target Architecture**
4. **Replicate & Protect**
5. **Orchestrate**
6. **Test & Operate**

- Business impact analysis and application criticality mapping.
- Current DR, backup, dependency and recovery-readiness assessment.
- Target recovery architecture and capacity model.
- Replication, backup, connectivity and security implementation.
- Full-stack recovery runbooks and orchestration.
- Failover / failback testing and business validation.
- Cyber-recovery controls, privileged access and evidence capture.
- Recurring DR drills, reporting and managed resilience operations.

06 COMMERCIAL PROFILE — INDICATIVE

OFFERING	TYPICAL DURATION	INDICATIVE IT-RANKS PS INVESTMENT
DR / Cyber Resilience Assessment Up to 20 applications; up to 50 VMs and 10 databases; BIA and RPO/RTO mapping	3–5 weeks	**Contact IT-RANKS for opportunity sizing and commercial pricing**
Single Critical Workload DR Implementation 1 application stack; up to 15 VMs and 3 databases; 1 documented failover test	6–16 weeks	**Contact IT-RANKS for opportunity sizing and commercial pricing**
Enterprise DR / Resilience Program 10-30 applications across tiered RPO/RTO; full-stack orchestration and drills	4–9+ months	**Contact IT-RANKS for opportunity sizing and commercial pricing**
Managed DR & Resilience Service 2 DR drills per year; runbook upkeep, reporting and evidence pack. Tier range: 5 to 10 applications protected.	Recurring	**Contact IT-RANKS for opportunity sizing and commercial pricing**

10 Multicloud

Keep the application cloud of choice; bring Oracle AI Database to it.

01 SERVICE DEFINITION

Design and implement multicloud architectures that keep applications in the hyperscaler selected by the customer while bringing Oracle AI Database and Exadata cloud services closer to those applications. IT-RANKS covers workload selection, network and security design, database migration, integration, HA/DR and multicloud operations.



02 VALUE PROPOSITION

- Preserve the customer's hyperscaler strategy while modernizing mission-critical Oracle databases.
- Reduce latency and data-movement complexity by placing Oracle database services close to cloud applications.
- Enable developers to combine Oracle data capabilities with native AWS, Azure or Google Cloud services.
- Create a practical path away from self-managed Oracle databases running on generic cloud VMs.
- Support multicloud resilience, data integration and workload portability.
- Simplify database modernization without forcing simultaneous application migration.

05 TYPICAL DELIVERY SCOPE

1. **Multicloud Strategy**
2. **Workload Select**
3. **Target Provider / Pattern**
4. **Connect & Secure**
5. **Migrate DB**
6. **Operate & Optimize**

- Application / database placement and latency assessment.
- Provider and deployment-pattern selection per workload.
- Network, DNS, identity, encryption and security design.
- Oracle AI Database service provisioning and migration design.
- Database migration, synchronization and cutover.
- Application integration and performance validation.
- HA/DR, backup and operational model.
- Cost, BYOL, Support Rewards and ongoing multicloud optimization.

06 COMMERCIAL PROFILE — INDICATIVE

OFFERING	TYPICAL DURATION	INDICATIVE IT-RANKS PS INVESTMENT
Multicloud Database Assessment Up to 10 databases; 1-2 hyperscalers; placement and latency analysis	3–5 weeks	**Contact IT-RANKS for opportunity sizing and commercial pricing**
Single Database@Cloud Deployment / Migration 3 database up to 5 TB; 1 interconnect; application integration validation	6–10 weeks	**Contact IT-RANKS for opportunity sizing and commercial pricing**
Multi-Workload Multicloud Program 10-30 databases; up to 2 hyperscalers; HA/DR and multicloud operating model	3–6+ months	**Contact IT-RANKS for opportunity sizing and commercial pricing**
Managed Multicloud Database Service Banded by database count and number of providers; cross-cloud operations. Tier range: 5 to 10 databases under management.	Recurring	**Contact IT-RANKS for opportunity sizing and commercial pricing**

11

Cloud Economics & License Optimization

Optimize every OCI riyal, then reinvest the savings into the next wave.

01 SERVICE DEFINITION

A FinOps and cloud-economics service that improves the financial performance of OCI by combining consumption analytics, architecture rightsizing, commitment management, allocation and forecasting with Oracle licensing economics such as BYOL and Support Rewards. The goal is to increase realized value from cloud spend while supporting sustainable OCI growth.



02 VALUE PROPOSITION

- Reduce waste and improve utilization without slowing business adoption.
- Increase predictability of OCI spend through forecasting, budgets, anomaly controls and ownership.
- Improve commitment realization and reduce the risk of unused Universal Credits.
- Evaluate BYOL versus license-included database economics by workload.
- Maximize eligible Oracle Support Rewards and link OCI growth to support-cost reduction.
- Create transparent unit economics and showback / chargeback for business services.

05 TYPICAL DELIVERY SCOPE

1. **Baseline Spend**
2. **Allocate & Tag**
3. **Rightsize**
4. **License / Reward Model**
5. **Forecast & Commit**
6. **Govern Monthly**

- OCI subscription, usage, resource and cost baseline.
- Tagging, ownership, showback / chargeback and business mapping.
- Resource rightsizing and architectural optimization recommendations.
- BYOL versus license-included scenario analysis where applicable.
- Support Rewards and Universal Credit utilization analysis.
- Forecasting, budgets and cost-anomaly controls.
- FinOps KPI dashboard and governance cadence.
- Optimization backlog with savings, reinvestment and business-impact tracking.

06 COMMERCIAL PROFILE — INDICATIVE

OFFERING	TYPICAL DURATION	INDICATIVE IT-RANKS PS INVESTMENT
Cloud Economics / FinOps Assessment 1 tenancy; 3 months billing history	3–4 weeks	**Contact IT-RANKS for opportunity sizing and commercial pricing**
OCI Cost & License Optimization Sprint Up to 3 tenancies; rightsizing backlog and BYOL vs license-included scenarios	4–8 weeks	**Contact IT-RANKS for opportunity sizing and commercial pricing**
Cloud Business Case / Commitment Planning 1 program; 2-3 scenarios; 5-year TCO and commitment model	3–6 weeks	**Contact IT-RANKS for opportunity sizing and commercial pricing**
Managed FinOps Service Monthly optimization cadence, KPI dashboard and anomaly review.	Recurring	**Contact IT-RANKS for opportunity sizing and commercial pricing**

12 License Optimization

Licensing clarity removes friction from renewal, modernization and cloud.

01 SERVICE DEFINITION

An independent advisory service to establish a clear view of Oracle software entitlements, deployments, usage and contractual position, then identify optimization scenarios across renewals, support, ULA/enterprise agreements, platform changes and cloud migration. The service is designed to reduce uncertainty and remove licensing blockers from technology transformation.



02 VALUE PROPOSITION

- Create a defensible baseline of what the customer owns, deploys and uses.
- Identify over-licensing, under-utilized entitlements and areas requiring remediation or clarification.
- Prepare fact-based renewal, ULA and support scenarios before commercial deadlines.
- Improve readiness for Oracle Assurance / LMS discussions through accurate internal data.
- Map existing entitlements to BYOL and cloud migration scenarios where permitted.
- Reduce licensing uncertainty during virtualization, hardware refresh, M&A and data-center exit programs.

05 TYPICAL DELIVERY SCOPE

1. **Collect Contracts**
2. **Normalize Entitlements**
3. **Discover Deployments**
4. **Reconcile**
5. **Model Scenarios**
6. **Roadmap & Govern**

- Contract, ordering document, support and entitlement inventory.
- Entitlement normalization and product / metric mapping.
- Deployment and usage discovery with customer-approved tooling / evidence.
- Entitlement-versus-deployment reconciliation.
- Risk, gap and optimization scenario analysis.
- Renewal, ULA, support, BYOL and transformation scenarios.
- Management-ready licensing position and prioritized action plan.
- Ongoing governance process and change-control checkpoints.

06 COMMERCIAL PROFILE — INDICATIVE

OFFERING	TYPICAL DURATION	INDICATIVE IT-RANKS PS INVESTMENT
Oracle License Baseline Assessment Up to 40 servers/hosts; database and options; 1 contract set	3–5 weeks	**Contact IT-RANKS for opportunity sizing and commercial pricing**
Enterprise License Optimization Up to 100 servers/hosts; multi-product estate; reconciliation and optimization plan	4–6 weeks	**Contact IT-RANKS for opportunity sizing and commercial pricing**
ULA / Strategic Licensing Advisory 1 ULA; up to 8 products; and renewal scenario modeling	4–6 weeks	**Contact IT-RANKS for opportunity sizing and commercial pricing**
Annual License Governance Advisory Quarterly review cycle, change-control checkpoints and renewal readiness. Tier range: 5 to 10+ products under governance.	Recurring	**Contact IT-RANKS for opportunity sizing and commercial pricing**

Thank You

Architect. Secure. Transform. Innovate. Optimize.

