



Robert Lachs is a 19-year veteran of the ERP software industry with a unique multidimensional perspective, having worked and consulted for companies implementing ERP solutions as well as having spent many years working directly for the ERP vendors.

For 15 years Mr. Lachs worked in a variety of customer service and sales management roles at PeopleSoft and Oracle. Prior to his departure from Oracle in 2008, Mr. Lachs spent several years as a manager in the PeopleSoft support sales organization responsible for securing annual maintenance revenue objectives and enforcing Oracle's pricing practices and policies.

Prior to joining Rimini Street Mr. Lachs worked at NET(net), a leading software investment optimization firm. While at NET(net), Mr. Lachs led a practice focused on optimizing ERP license and maintenance investments, with an emphasis on the Oracle, SAP and Lawson product families. In this capacity Mr. Lachs assessed financial arrangements, contracts, and license/maintenance portfolios; developed and executed strategies for investment optimization; and led direct negotiations with IT vendors. Through his work, Mr. Lachs has developed a deep appreciation of the compelling business drivers behind the move to third-party support.

Mr. Lachs holds a Bachelor of Arts in Speech and Business Communications from Butler University.

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**ABOUT RIMINI STREET, INC.**

Rimini Street is the leading independent provider of enterprise software support services. The company is redefining enterprise support services with an innovative, award-winning program that enables Oracle and SAP licensees to save up to 90 percent on total support costs over a decade, including saving 50 percent on their annual support fees. Clients can remain on their current software release without any required upgrades or migrations for at least 15 years after switching to Rimini Street. Hundreds of clients, including global, Fortune 500, midmarket, and public sector organizations from across a broad range of industries have selected Rimini Street as their trusted, independent support provider.

