What Would You Do with an Extra $5 Billion in ERP Software Maintenance Savings?

Save on ERP Maintenance Costs, Create Capacity, and Fund Transformation with Third-Party Support

Rimini Street®
Introduction

New capabilities? Greater efficiency? Better insights? Global expansion? The choice is yours. Developing a long-term strategic plan for the organization requires determining the resource allocation that can drive the greatest growth. There’s rarely enough anything—time, money, or staff—to do it all, so creating capacity and funding transformational initiatives often require shifting resources around internally.

While doing so can serve the greater good, it’s not optimal. What if you could create newly available funding from the current budget without taking resources away from anything or requesting a budget increase? Now that would be optimal.

Rimini Street independent, third-party support can help. With Rimini Street integrated support services, organizations can maximize the value of current, stable, mature software investments without forced upgrades or migrations—or the expense or disruption that comes with them. And switching to Rimini Street from vendor support can save up to 90% on total ERP software maintenance costs, freeing up budget and the IT team for growth initiatives.

In total, Rimini Street clients have saved more than $5 billion in enterprise software support costs, making funds available for digital transformation. The following are examples of organizations that have reallocated ERP software maintenance funds to innovation with help from Rimini Street.
Enterprises today are leveraging digital disruption—using AI, IoT, analytics, robotics, cloud services, and other technologies—to improve decision-making, accelerate go-to-market strategies, engage more meaningfully with customers, and grow the business.

For Pulse Electronics, a global leader in electronic component design and manufacturing, digital disruption provided opportunity. To help enhance its analytical tools and enrich understanding across all operations, Pulse has strengthened the cognitive and intelligence capabilities of its ERP platform with supplemental AI technologies.

To help fund its business intelligence initiatives, Pulse switched from SAP support to independent, third-party support from Rimini Street. Since partnering with Rimini Street, Pulse has saved on ERP maintenance costs; optimized its operations budget to enable investment in strategic growth; created flexibility to decide if and when to migrate to SAP S/4HANA; and received expert, responsive support for SAP.
According to Gartner, 90% of a company’s IT budget goes toward ongoing IT operations and enhancements, while only 10% goes to business transformation initiatives. By reducing IT operating costs, companies can dedicate significantly more funds to new technologies, products, and processes that enable digital transformation.

Food manufacturer Welch’s discovered that its annual maintenance contract through its ERP vendor had grown to become 12% to 15% of the organization’s total IT budget, making it the single largest cost besides staff. After switching to Rimini Street, Welch’s reduced its annual support and maintenance costs by 50%. The ERP software maintenance savings accounted for a quarter of the company’s net income the year it made the switch.

Welch’s also saved an estimated $4 million with Rimini Street support, delaying a major ERP upgrade and keeping its ERP stable. Welch’s used the savings to execute new marketing initiatives and develop new products, driving new revenue and growth.
Learn how Rimini Street helped BrandSafway redirect its savings on annual ERP software maintenance and upgrades to projects that drive global business growth.

When BrandSafway, a global energy, industrial, and infrastructure services provider, considered upgrading its Oracle E-Business Suite (EBS) from 11i to 12, it determined that the upgrade would be expensive and disruptive while providing little benefit.

Instead, BrandSafway partnered with Rimini Street and refocused its resources on business intelligence and e-commerce customizations to its EBS 11i system, rolling out to nearly 20 countries across APAC, EMEA, and the Americas.

BrandSafway then expanded Rimini Street support to its EBS Payroll system, Oracle Database, and JD Edwards software, reducing ERP maintenance costs and operational costs while gaining exceptional service. BrandSafway is now exploring mobile opportunities with Rimini Street.
Innovation rarely comes wholesale. For many companies, successful innovation occurs incrementally at the edges. An organization can achieve a sizable return on investment by, for example, making small improvements to data quality, product delivery, and frontline staff work processes.

Steel manufacturer Tempel Steel used the ERP software maintenance savings and resource capacity it gained from Rimini Street support to reinvest in a number of best-in-class systems that supported its growth efforts including new CRM, HR, and payroll systems. Each of these systems is integrated into Oracle EBS, helping the enterprise become even more data-driven.

Tempel was also able to leverage opportunities in the growing global electric vehicle (EV) market by investing in new state-of-the-art, EV-focused manufacturing and production technology in China.

Innovating at the Edges

Hear Tempel Steel CIO Joe Cannella describe how Rimini Street helped the company fuel innovation while providing improved service and support.
Navigate a Business-Driven IT Roadmap

Rimini Street helps CIOs regain control and move from a vendor-dictated roadmap to a Business-Driven IT Roadmap aligned with business objectives, not software vendor objectives. A Business-Driven Roadmap empowers the CIO and the organization, frees up resources, and creates capacity for strategic growth initiatives.

References

About Rimini Street

Rimini Street, Inc. (Nasdaq: RMNI) is a global provider of enterprise software products and services, the leading third-party support provider for Oracle and SAP software products and a Salesforce® partner. The company offers premium, ultra-responsive and integrated application management and support services that enable enterprise software licensees to save significant costs, free up resources for innovation and achieve better business outcomes. Global Fortune 500, midmarket, public sector and other organizations from a broad range of industries rely on Rimini Street as their trusted enterprise software products and services provider.