

Case Study

Rocela Brings Fresh Thinking to Airwave

Airwave - a provider of mission critical communications to the emergency services - used the software asset management expertise of independent Oracle specialist, Rocela, to help it establish a robust system for ongoing and long-term procurement and management of its Oracle licenses.

Established in 2000, Airwave delivers mission critical communications to the emergency services and public safety organisations currently serving 300 organisations in the UK.

Following a corporate restructure which saw Airwave divested from O2, Airwave needed to review and renegotiate its license terms with Oracle and conduct a due diligence exercise aimed at establishing the best methodology regarding current and future licensing.

Simon Muir, Head of Procurement and Strategic Supply Management at Airwave, said: "I was given the responsibility for overseeing the review of our Oracle licensing. It was soon clear that there was a need to undertake a thorough review our current licensing requirements in light of the divestment from O2 and Airwave's planned future growth.

"While some 'general knowledge' existed regarding Oracle licensing, it was nowhere near enough to conduct the exercise thoroughly."

"At this point we called in Rocela, as their considerable experience and deep understanding of Oracle license structure were skills which we simply didn't possess in-house."

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Rocela investigated the licensing and usage of Oracle technology within Airwave using its Strategic License Asset Management (SLAM) service to discover:

- If the licenses covered all the environments in which Oracle was required to be used
- If Airwave was within Oracle's license policies

Following the review, Rocela determined the level of licensing required by Airwave and then handled the negotiations with Oracle regarding the license structure.

Simon Muir says: "Rocela played a big role in the negotiations with Oracle and helped us achieve what I believe is an optimum commercial arrangement – including significant discounts and savings. We also secured a highly favourable support package."

Rocela delivered a robust licence model and provided Airwave Solutions with a deeper understanding of the Oracle licensing framework.

Simon Muir says: "We now have peace of mind going forward that we are paying the right price for our licenses and that we are fully compliant. We are also managing our license costs more effectively and, with ongoing support from Rocela, we are confident that our new, stronger relationship with Oracle will pay real dividends both now and in the future."

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About Rocela

Rocela is the UK's fastest growing independent Oracle consultancy. Set up in 2002 by former Oracle managers, they help private and public sector customers with complex Oracle environments get the best value out of their Oracle investment.

Rocela's deep knowledge of Oracle Software Asset Management allows them to deliver the best possible value out of Oracle licensing and support & maintenance costs to enterprise customers with complex Oracle environments.

Its professional services team helps public sector and commercial clients achieve maximum business benefit from their Oracle solution, specifically on the support and implementation of Oracle's E-Business Suite and core technologies.

Rocela is also a Buying Solutions framework vendor to the public sector.

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