



# Unlocking the potential of Oracle Cloud Infrastructure

Fast growing mergers & acquisitions (M&A) software company, Datasite, had to migrate its business-critical Oracle software suite to Oracle Cloud Infrastructure (OCI), and needed a third party to handle the migration and ongoing management. Datasite turned to its long-time strategic partner Fujitsu to build a robust, highly available, and scalable Oracle e-Business suite (EBS) platform, that would deliver predictable monthly fees and didn't require any additional internal resources.

## About the customer

Datasite is a leading SaaS technology provider for the M&A industry, empowering dealmakers around the world with the tools they need to succeed across the entire deal lifecycle. The company facilitates close to 10,000 deals annually. Dealmakers in more than 170 countries make their deals in Datasite, including 74 of the top 100 legal firms, all of the top 20 global financial advisory firms, and half of the top ten largest dealmakers in the US in 2020.



Industry: **Technology**



Location: **USA**



People: **750+**



Web: **[datasite.com](https://datasite.com)**



## Challenge

Datasite wanted to transition its Oracle EBS suite from an existing private-hosted cloud to OCI. It needed a trusted partner to perform the migration as well as manage the new platform.

## Solution

- Oracle Cloud Infrastructure (OCI)
- Fujitsu Hybrid IT Managed Services
- Database Managed Services

## Outcomes

- Predictable, affordable monthly costs
- High performance, scalable, and durable object storage for backup and recovery solution
- Complete visibility of operations
- Guaranteed support response within four hours
- Scales to meet changing demand

## Migrating to OCI

M&A software specialist, Datasite, had previously engaged Fujitsu's private hosted cloud (PHC) to manage its Oracle portfolio, however, Fujitsu retired its PHC capability to meet evolving customer needs. Working in consultation with the company, it became clear that Datasite needed Oracle Cloud Infrastructure (OCI) to host its Oracle EBS.

"We needed a partner that could handle the day-to-day management of our Oracle environment, including patching, backups, and day-to-day maintenance," explains David Gohl, VP Business Applications at Datasite. "We didn't want to worry about using internal resources either. Fujitsu's solution allowed us to focus on value added services."

As a long-time strategic partner, Fujitsu was chosen to lead the migration and manage the ongoing infrastructure. Datasite wanted to enjoy the same consistent managed services that Fujitsu had provided as a PHC on OCI. Additionally, Fujitsu's expertise as a trusted advisor would help to ensure a successful migration. However, with an aggressive deadline set by Datasite's leadership, the clock was ticking.

## Faster performance, increased availability, improved stability, lower costs

The new optimized environment has increased availability, while also improving stability with a guaranteed service level agreement (SLA) of 99.99%. The solution has also reduced costs by 30%. The new portal provides access to dashboards, total visibility of operations, and enables detailed infrastructure and database monitoring for Datasite applications. Meanwhile, if Datasite needs more capacity, new storage or compute power can be simply and quickly provisioned.

The backup solution using Oracle Object Storage provides extremely durable, secure, and cost-effective storage with near infinite capacity. Data is stored redundantly across multiple storage servers and across multiple availability domains.

## In safe hands

As the deadline approached, Fujitsu successfully migrated multiple Oracle modules, including financials, procurement, billing, and timekeeping, as well as migrating over three terabytes of data to the new cloud environment, supported by a 15-strong offshore team in India.

The new platform operates on a hybrid IT managed services model across three geographically distinct Oracle domains with automated disaster recovery based out of Phoenix, AZ. It is billed on a strictly pay-as-you-go model with predictable and affordable monthly costs. Fujitsu also provides service desk support with guaranteed response times of four hours for the most urgent tickets.

"These Oracle applications are a critical component to the performance of our company's systems, but to give an indication of the performance by Fujitsu, we haven't needed to engage with them outside of our regular quarterly reviews," Gohl adds. "They are providing excellent service."



“Fujitsu was a true partner and an integral part of our team, always keeping Datasite’s best interests in mind.”

David Goihl, VP Business Applications, Datasite

99.999%

guaranteed availability for OCI

### Smooth operations with total visibility

With Fujitsu, Datasite doesn't have to devote internal resources to managing crucial Oracle infrastructure, which is a significant advantage.

“Fujitsu can allocate a database administrator, cloud architect, Unix administrator, or system administrator as and when they are needed,” says Goihl. “If I had to hire all the requisite skillsets internally, it would be a huge and expensive team. With Fujitsu, however, we have access to a deep, and talented bench which provides peace of mind.”

Furthermore, Datasite has enhanced visibility of its environment, inventory, applications, and instances, courtesy of Oracle Management Cloud, a suite of integrated monitoring, management, and analytics cloud offerings. At the same time, OCI can scale seamlessly and effortlessly to meet changing demands while guaranteeing 99.999% availability.

“We’ve been impressed with Fujitsu’s service and commitment to Datasite,” says Goihl. “And given the success of this project, we are exploring other areas where we can collaborate.”

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