

The Five Characteristics of a Good Oracle Exadata Implementation Partner

Introduction: Why Oracle Exadata?

To implement powerful software, companies also need powerful hardware. That's a rule that will probably never change. Companies have come to accept it.

What they're still wrestling with is the connection between the server and the hard disk. Companies such as 3Com, Cisco, and Brocade have traditionally filled this niche by providing a bus that connects these components. Unfortunately, this means that companies implementing new software often must deal with three different vendors.

Oracle addressed this problem with its 2008 release of Oracle Exadata, which offers customers the hard drive, software, and bus in one box, delivering the peace of mind that comes from using a single solution delivered by a single vendor, with components that are guaranteed to work in harmony.

Oracle Exadata is a remarkably heterogeneous black-box application for interfacing with virtually any business platform—not just Oracle E-Business Suite. If you have enormous volumes of stored data and need to query it quickly, Exadata can be a game-changer. As many customers are finding out, Exadata delivers a steady long-term return on your initial investment. In fact, Teradata's largest Asian customer, 11st, recently replaced 36 Teradata racks with three Exadata racks. They're achieving eight times faster querying performance while consuming just one-tenth the energy.

How does 10 times faster performance at one-tenth the cost sound? These are benefits any corporation can achieve with Oracle Exadata. There is one caveat: if you choose Oracle Exadata, you may be in for a complex migration process. Projects like these require the assistance of a trustworthy partner.

Finding your Implementation Partner

What should you be looking for in an Oracle Exadata implementation partner? Here are five characteristics.

1. First-hand knowledge of the Oracle architecture.

Many IT consulting firms can truthfully claim that they're knowledgeable about—and even certified in—Oracle technology. But few firms were launched by former Oracle executives who were instrumental in the planning, design, and building of Oracle's technology. When you work with a firm that can offer you the services of such experts, you won't just end up with an Oracle Exadata implementation that works—you'll be able to exploit all the "hidden" features and characteristics of Oracle technology in ways that enhance your business processes.

2. Willingness to help you walk through your purchase decision carefully.

If you're still not completely sold on Oracle Exadata, you need to hear from experienced Oracle experts who can explain the pros and cons of all your options—whether Oracle products or not. Even if you've already decided on Oracle Exadata, you may be wondering which configuration you should purchase, and how to get the most benefit for your budget. This is another reason why it's best to work with consultants who know Oracle from the inside out.

3. Ability to create and execute a compelling proof of concept.

When it comes to tapping into your databases, speed is the most important consideration. That's why at some point in your evaluation process, you'll need more than lists of benefits and best practices—you'll need to try out Oracle Exadata in your environment. Look for a consulting partner who can create a realistic proof of concept (POC). Ideally, you'll use this POC to test performance on your most difficult queries—the ones that are taking hours to complete on your current system. That's the true test of what Oracle Exadata can do for you.

4. Awareness that your migration will not be a push-button process.

If you're already using Oracle E-Business Suite or another Oracle software platform, migrating your applications to the new environment should be easy. To migrate your database, you'll need to do much more than simply copy files. You'll need to export the data in a long, elaborate process. Be sure to select a partner that understands the complexity involved.

5. Ability to perform all of your migration activities—not just the actual implementation.

Once you've decided on Oracle Exadata, you'll need to migrate numerous applications to the new platform— each with its own idiosyncrasies. If you're moving from a .NET or Java environment, you'll have even more challenges ahead of you. Work with a consulting firm that can provide this full breadth of services. By doing so, you'll get the most out of each application and you'll avoid the hassle of having to coordinate the efforts of several niche consulting firms.

Why Estuate?

Estuate is a global technology services company, headquartered in Sunnyvale, California, with additional offices in Canada, India and the UK. Estuate's key service offerings include Oracle and IBM technology implementation, custom application and product engineering, as well as business intelligence, Big Data and software management. Estuate's dedicated teams help clients throughout the technology lifecycle by aiding during the planning phase as well as the post-deployment phase.

Estuate focuses on building deep relationships with enterprise software companies through product engineering, and providing implementation and custom application development services to customers. We help our clients strategize to get the most from their technology reduce total cost of ownership and streamline daily software management tasks so that their internal teams can focus on critical business objectives. This innovative strategy creates win-win relationships with software partners and clients across a wide range of industries.

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