Estuate's IBM Optim Service Offerings for the General Business Market

Decrease your IT cost while improving your application performance

Enterprise applications and databases do not just help in running the business – they are your business. And every year, they grow in size and complexity, making them harder to manage. Uncontrolled data growth threatens application performance and service level agreements, increases maintenance costs, and exposes enterprises to legal liability for data privacy and security. Enterprise data Management (EDM) focuses on the creation of accurate, consistent and transparent data content and is concerned with how the content is integrated into business applications.

IBM® Optim™ Solutions are enterprise data management products that address the critical issues of data growth management, data privacy compliance, test data management, e-discovery, and application upgrades, migrations, and retirements.

Estuate is IBM's go-to partner for IBM Optim Solutions implementation across the entire product family, and we work loosely with IBM account teams to meet our mutual clients EDM needs. We have successfully implemented IBM Optim Solutions for over fiftyclients. We specialize in IBM Optim for Oracle E-Business Suite, PeopleSoft, Siebel and JD Edwards, as well as for custom-developed applications.

Fixed price service offerings for IBM Optim Solutions

To serve the General Business market, we are announcing a fixed price bundle of services help our clients achieve value quickly with predictable cost. The following fixed price offerings are based on a set of assumptions described below, which can be confirmed during the sales cycle and adjusted as needed:

Optim Implementation Services	Price	Time
Data Growth	$30,000	8 weeks elapsed time
Test Data Management	$30,000	8 weeks
Test Data Management / Data Privacy	$35,000	9 weeks
Application Decommissioning	$20,000	4 weeks

Notes: These prices are good for North America and Europe, but may need to be adjusted for Asia and Middle East.
Travel costs are excluded; knowledge transfer is included, and requires project involvement by client DBAs and subject matter experts (about one-quarter time).

Key Assumptions

Our fixed price service offerings are based on several key assumptions. These services are available for companies wishing to accelerate their time-to-value and can be undertaken at the client site or at Estuate.

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Each project requires a separate instance of the production database server be available for implementation tasks and testing, prior to production use. We provide a pre-requisite checklist of infrastructure requirements, database access permissions, and related requirements prior to coming onsite, to ensure that we are productive from the moment we start the project.

Application Components	Packaged Applications	Custom Applications
Applications	Packaged applications with available Access Definitions (AD) from IBM	Custom applications (any application without out-of-the-box ADs)
Modules	Up to 3 modules	Up to 200 tables
Database Size	Up to 1 TB in production database size	Up to 1 TB in production database size
Business Objects	Not applicable	Up to 3 major business objects
Report Development	1 week of report development using the client's ODBC-compliant report writer	1 week of report development using the client's ODBC-compliant report writer
Execution	Ability to execute remotely with our offshore team	Ability to execute remotely with our offshore team

To the extent that a specific client environment differs from the assumptions described above, we work with the client to adjust the fixed price offering to meet specific requirements.

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 Services 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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