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# Oakware Corporation

## MIGRATIONS TO ORACLE

There are better ways to gain market share than lowering the price of your software...

Being Oracle the leading relational database vendor, and if you are an end user, a value added reseller, an independent software vendor, or a system integrator, and your software doesn't run on Oracle, you are missing out on a large part of the market... We can help.

Our Migrations Consulting Team's mission is to get our customers to market fast on Oracle Technology and build long term, strategic, technical relationships.

Our goal is to help you implement your system/solution on an Oracle platform, if you have determined this to be a business need, in the most effective way.

We use Oracle Migration Workbench as our premier migrating software solution to the Oracle platform; it makes our job easy, fast, accurate, and affordable.

If your software runs on SYBASE, INGRES, INFORMIX, PROGRESS, Microsoft SQL Server, Oracle RDB, DB2, Access, FoxPro, etc., we can move your database and data to Oracle quickly, in most cases in just days. We also offer technical expertise to help you migrate your applications.

Our migration team members have several years of experience performing migrations throughout the Latin America region. Among the migrations that we have participated, we can mention:

- EASE, Venezuela. Informix to Oracle
- AISOFT, Chile. DataFlex to Oracle
- Grupo TEA, Mexico. Sybase to Oracle
- MACOSA, Ecuador. Sybase to Oracle
- SYGNUS, Peru. Sybase to Oracle
- TROPIDATOS, Ecuador. Informix to Oracle
- Banco Santander, Brazil. Sybase to Oracle
- CACTUS DATA, Peru. SQL Server to Oracle

# Migrating to Oracle?

*It is a great time to migrate to Oracle*

## Market drivers

- Other RDBMS products have troubled times
- Everybody needs to consolidate its legacy systems
- Oracle's openness (Java, Corba, IIOP)

## Benefits to Oracle

Oaksware Corporation and its partners help Oracle to increase its market share by facilitating migrations, support their 'Kill' campaigns, and leverage in competitive sales situations.

## Opportunity

Oaksware provides complete migration services from planning through hands-on database, and code conversion, testing, and performance tuning.

Our professionals apply deep industry expertise and unparalleled experience in Oracle solutions to your migration. We use Oracle migration tools and methodology to manage the process involved.

Oaksware has a very experienced technical team to support the migration of business critical systems from competitor platforms to the Oracle platform. Our services include database, and application migrations and/or integrations; and applications re-engineering, and development.

## Migration Process

1. Questionnaire We send a questionnaire to the customer, where we ask about the application and database objects to migrate. This information will be used to evaluate the migration efforts.
2. Proposal We prepare a migration proposal based on the information received within the questionnaire, defining:
  - Project Scope
  - Architecture
  - Phases and estimation
  - Responsibilities (customer and Oaksware)
  - Project requirements
  - Rates

3. Agreement Once the customer accepts the proposal, we sign it as an agreement.
4. Oaksware resources Depending on the platform to be migrated, we will assign the more experienced Oaksware consultants to perform the migration.
5. Working Plan The first step of the project will be the definition of a working plan that has to be approved by the customer. We have to define tasks, allocate resources, define an initial date, the time needed for each task, and an ending date.
6. Customer Satisfaction Once the migration is completed, we send a "Customer Satisfaction" form to the customer. The information we receive back helps us to know if we are giving a good service, or we need any improvement.

## Project Planning and Monitoring

Oaksware provides assistance to his customers who are planning to migrate their software products to Oracle. Our customers find our experience valuable in planning, and estimating their migration projects, monitoring their progress against plan, and in resolving technical problems that arise.

## Managing an Oracle-based environment

Oaksware provides on-site assistance to install and properly configure Oracle products. We can also provide guidance on proper system administration procedures for managing an Oracle-based software development environment.

## Supplemental Training

Oaksware brings up-to-date Oracle technical skills to its customers and partners through education, support and consulting services.

## Data Marts

To complete the circle, after a migration, Oaksware can help its customers to develop Data Marts to empower their applications. A Data Mart allows data to be transformed into competitive tools to target markets more sharply and gain new insights into customers.

Our consultants have a lot of experience with Oracle Data Mart Suite, Oracle Warehouse Builder, Oracle Discoverer, and Oracle Reports.