

Think it's impossible to negotiate with a giant?

How Dark Horse helped a US bank save 90% on a multimillion dollar Oracle contract – in less than 30 days

Caught in a confusing Oracle maze

A US bank negotiating an Oracle contract for their operations in Asia was stuck in what can only be described as a labyrinth: it involved Oracle US, Oracle Asia, a reseller based in China, a contract with unnecessary extras, compliance concerns, hard-to-understand nuances...and a staggering \$10M price tag.

After 6 months of negotiating and 30 days to the contract deadline, the bank brought in Dark Horse to help them find a way out.

Knowledge is power

At Dark Horse, we know Oracle tactics and policies. They use their size in the market to take advantage during contract negotiations (and have a reputation for doing what's good for them rather than their clients). We quickly realized that Oracle was going against their own pricing policy in this case. So we drew our client's attention to all the extras they couldn't use, optimized their contract configuration, and helped them understand the nuances of an Asian Oracle implementation for a US-based firm.

Final offer dropped from \$10M to \$1M

It took five discussions, but ultimately, by asking Oracle to price according to their own policy, we achieved a jaw-dropping discount of 90%, which saved our client \$9M.

We also negotiated for a significant reduction in Oracle audit exposure, saving even more in the long term.

Vendor: **ORACLE**

- CLIENT**
 - ✓ 6 months of client negotiations with vendor
 - ✓ 30 days till deadline
- DARK HORSE**
 - ✓ 5 discussions
 - ✓ 3 solution re-configurations
 - ✓ 1 reference to Oracle's internal pricing policies
 - ✓ 90% / \$9M saved

We negotiate tech contracts every day

With long careers in high-tech sales, Dark Horse pros know the ins and outs of licensing negotiation – and of getting resolutions that leave everyone satisfied with the result. If you'd like us to review a "best and final" offer, give us a call. The review is always free: you only engage us if we think we can help you do better.

Make your next move with Dark Horse

BOOK A CALL TODAY

**DARK
HORSE**
INTELLIGENCE INC.