

Because evolving is NECESSARY!

“Far beyond a mere infrastructure update, it is a paradigm shift built upon a technically solid and robust foundation, convincing decades of history to now tread the paths of OCI (Oracle Cloud Infrastructure) clouds. This is our new trajectory, a flawless migration to the cloud without incidents, executed transparently for the end user, providing greater security and robustness for a critical operation.”

Ronivon Cruz, IT Manager at Jorlan Group

Jorlan Group continuous evolution at the forefront of the IT trend, vision, and partnership for the operation with 3DB.cloud.

The Jorlan Group has a strong integration with Oracle, as its applications and ERP were running and continue to run on the Oracle database. After decades with its operation supported by on-premise infrastructure, the client saw in the 3DB.cloud proposal the modernization it needed, with the rationalization and reduction of investments in IT infrastructure, since the instant creation of resources generated performance gains and added complementary value to the business and its operation.

The project made even more sense because it dealt with an old structure, operating on the second floor of a parts store, in an old building. The expensive and unreliable cooling system also supported the project's proposal. As outlined, the project also provided reasons to discard the on-premise proposal, which, besides being less suitable, also had a negative impact due to its higher cost and additional concerns about support, power, generators, equipment maintenance, protection, access, cooling, among many other issues that arise between IT delivery and actual business performance.

The project proceeded according to the schedule, with full support from the client's technical team, as well as their board, which facilitated a rollout without impact on operations.

Go-to-market

A relationship of over 20 years of service and support provided by 3DB.cloud has led to unprecedented access, increased engagement from the multidisciplinary teams of Oracle and 3DB.cloud, and complete synergy with the IT team under the management of Mr. Ronivon Cruz.

Such familiarity with the client's environment allowed for a closer approach to their needs, and together we were able to build the business case, ensuring the highest satisfaction. This was achieved in collaboration with the sales and solution architects teams from both 3DB.cloud and Oracle. We collaboratively constructed an optimized model that met the business needs with the lowest possible cost, making this project more relevant for the client's business in today's landscape. It provided a visibility of technological advancement that wasn't achievable before, offering the necessary agility for a performance-oriented delivery aligned with the business's needs and expectations. The IT Management at Jorlan Group was actively involved and committed throughout all phases, working together with the sales, architecture, and project execution teams. This demonstrated to everyone, both theoretically and practically, that transitioning to OCI (Oracle Cloud Infrastructure) was a more worthwhile choice than remaining on-premise.

Result

The Jorlan Group case is truly interesting. It started with the deployment of a DR environment that demonstrated the security of having a backup environment outside the client's structure. Due to the success of this implementation, and several simulations where various possibilities were presented for better management of the business and gaining competitive advantages with several of the resources offered by OCI, at a price that made sense for the operation, as a way to break the paradigm of decades of proprietary structure, it will further strengthen the relationship with 3DB.cloud for ongoing support. This series of expansions demonstrates the growing presence of our collaboration and highlights the positive results achieved through our partnership.

Solution Packing

Certainly, here are the steps used for the success of this business:

- Proximity to the client
- Understanding their actual needs
- Unconditional involvement of Oracle and its team in all phases
- Business visibility, where Oracle and 3DB.cloud jointly enhance credibility through events, establishing a solid and coherent project.
- Support from the CEO of the Jorlan Group, Mr. Orlando Carlos, and the IT Manager, Mr. Ronivon Cruz
- Involvement and engagement of Oracle, 3DB.cloud, and client teams in solution design, proposition, execution, monitoring, and project go-live.

As described, there were several factors contributing to the success of this project, but as a summary, it can be stated that 3DB.cloud cares about its client's success and found in Oracle and its team the appropriate ecosystem for their actions, propositions, and achieving the desired results our client aspires to and expects.

Solution Value and ROI

Extensive analyses and comparisons were conducted, considering three scenarios. The first scenario involved continuing with the in-house environment, as had been the practice for decades. The second scenario involved moving the environment to an on-premises data center infrastructure, while maintaining the hybrid environment (both Cloud and on-premises). This option was swiftly rejected as it didn't provide the required flexibility of access to the environment and the database that the Jorlan Group needed. The third scenario was a full move to the Oracle Cloud Infrastructure (OCI). We collaborated with the client and Oracle consultants to construct a Total Cost of Ownership (TCO) analysis. Our cloud-based solution (OCI), utilizing Oracle Support Rewards, proved to be approximately 15% more cost-effective than the on-premises environment. This was in addition to the benefits of improved availability, physical security, flexibility, the shift from CAPEX to OPEX, and other advantages offered by cloud solutions. Combining all of these advantages with the agility provided by the cloud, the project was completed in under 30 days, and the client was able to run their workloads on OCI.

Partners - Jorlan Group and 3DB.cloud

“The partnership with 3DB.cloud has now surpassed two decades, boasting a skilled team capable of supporting us in all the aspects demanded by technology. A partner that can be trusted is essential for a secure and professional operation.”

Ronivon Cruz, IT Manager at Jorlan Group