Win Wire

Customer	Headquartered in Portland, Oregon, Cascade Corporation (division of Toyota) is a global leader in the design, manufacture and marketing of Fork Lift materials handling equipment and related technologies.
Industry	Manufacturing
Use Case	Upgrading JDE World in Europe, XE in North America, re-platform from iSeries, reconcile processes between both and migrate from on-premise to OCI.
Cloud Services	Oracle Cloud Infrastructure and Oracle Database Cloud Service (DBCS)
Buyer Title	Global Vice President, Information Technology
Deal Size	$ 207.5K ARR
Win Quarter	FY'23 Q4
Team	Syntax: Mike Adams ……………..……….. Account Executive Violeta Albrecht ………..………….. OCI Partner Director
Key Partner Takeaways	• After only 2 months, Syntax was able to provide as assessment and design for Cascade's JD Edwards environment that the incumbent partner could not get completed in 12 months. • Cascade requested a comparison of OCI , Azure and AWS. Syntax' deep understanding of public cloud provided a comprehensive view on why OCI was the best fit for Cascade and was able to articulate the differences between databases leading the path to DBCS and incorporating significant savings over other public clouds. • The comprehensive assessment created a short term plan to right size their JD Edwards environment, including reconciling processes for the manufacturing plants, as well as a long term plan to further leverage Syntax and OCI to downsize their data centers.