



REDWOOD®

USING AN ON-PREMISES VERSION OF ORACLE LOGISTICS SOFTWARE? IT'S TIME TO MOVE TO THE CLOUD.

Oracle will soon be phasing out premium support for its OTM and GTM On-Premises software. But that's just one of many reasons why migrating to Oracle Cloud should be a priority today.

ORACLE LOGISTICS SOLUTIONS HOLD ENORMOUS PROMISE. DON'T RESTRICT THEIR POTENTIAL.

When you implemented your On-Premises versions of Oracle Transportation Management (OTM) and Global Trade Management (GTM), the logistics landscape was a lot simpler and more predictable. But today you're facing the pressures of omni-channel commerce, increasing competition, shorter delivery windows, rising operating costs, labor shortages, growing sustainability concerns, and international expansion. And let's not forget disruptions like extreme weather, port closures, bridge collapses, labor strikes, and geopolitical events.

New releases of Oracle Cloud Transportation Management (OTM Cloud) and Oracle Cloud Global Trade Management (GTM Cloud) have easily kept up with this high level of volatility and disruption. Innovative functionality and features are delivered seamlessly and continuously via the cloud, with no interruption or downtime. Users of Oracle Cloud are benefiting from advanced artificial intelligence (AI), machine learning (ML), predictive analytics, data science, and other next-gen capabilities that enable fact-based decision making and rapid replanning. They're also benefiting from automatic, seamless security updates that protect their sensitive data.

Consider this: Since Oracle released its last version of On-Premises OTM software (6.5.3), there have been over 1,800 functional updates that are available in its current version of OTM Cloud. If you're still running static On-Premises OTM and GTM software, you're missing out on many new capabilities that have been purpose-built to address modern transportation management and global trade management challenges.

THE TIME TO ACT IS NOW, BEFORE YOU LOSE MORE COMPETITIVE GROUND.

The move to Oracle Cloud is not just about staying up-to-date with Oracle's product roadmap. It's about gaining a competitive edge by modernizing infrastructure, reducing operational costs, and leveraging new technologies that can drive growth. By migrating now, you can ensure you're ready for the future while avoiding the challenges of outdated On-Premises solutions.

Oracle is phasing out premium On-Premises support for a very good reason: The performance and results of Oracle Cloud are so superior that it's time for every customer to migrate. If you haven't transitioned to Oracle Cloud yet, it's time to make your move. This special report looks at the benefits—and the best way to get there.





STILL NEED CONVINCING?

6 REASONS YOU SHOULD MIGRATE TO ORACLE CLOUD.

When comparing Oracle Cloud to On-Premises hardware and On-Premises versions of OTM and GTM software, it's clear that Oracle Cloud offers many advantages. Here's a look at the six big benefits of moving your On-Premises Oracle software to Oracle Cloud.

1. INCREASED SOFTWARE SPEED AND PERFORMANCE.

As they optimize transportation management and global trade management, today's advanced Oracle decision engines are crunching a lot of data and performing a lot of analysis in near real-time. The 1,800 functional updates since the last release of OTM On-Premises software include AI and ML, logistics network monitoring (LNM), sustainability tracking, digital freight broker integration, digital assistants, modern mobile apps, and more. To capitalize on these advanced features and functionality, leading logistics teams are moving to Oracle Cloud.

Why can't you access these advanced features with On-Premises software? Because internal clusters simply aren't up to the demands of supporting AI and ML enabled logistics analysis and optimization. The performance and outputs of your Oracle software are closely linked to the computing speed, power, and bandwidth of the underlying technology infrastructure. Processing and solve times are significantly faster on Oracle Cloud. And you'll always leverage the newest OTM and GTM features and functionality, as Oracle Cloud upgrades happen automatically, invisibly, and seamlessly.



Redwood helped an industrial manufacturer improve the performance of Oracle Global Trade Management (GTM) by **35%** by migrating to Oracle Cloud.

2. SUBSTANTIAL COST SAVINGS.

Hardware and processors are always improving. While that's great news, it means On-Premises computing clusters are becoming outdated even as they're being installed. Not only does Oracle Cloud ensure that logistics teams are always using the newest software, but Oracle guarantees they're also benefiting from the newest hardware infrastructure at a substantial cost savings over building it. In addition to the upfront capital investment, an On-Premises cluster also means significant IT staffing and maintenance costs over the long term. And On-Premises clusters have static capacity and bandwidth. They must be built for the highest-possible usage case, while cloud licenses are flexible and elastic. Just how big are the savings?

A recent report from Nucleus Research found that the total cost of ownership (TCO) of cloud deployment **is 2.3 times lower than On-Premises hosting**. And the return on investment is **2.2 times faster with the cloud**. A recent study estimates that **organizations will save 10-20% of their annual IT budget by transitioning to the cloud**—but notes that the TCO gap is even greater, with **the cloud being 30-40% lower in overall ownership costs**.



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3. MINIMAL RISK, MAXIMUM SECURITY & SUPPORT

While a cloud-computing approach makes sense, it's critical to recognize that all clouds are not created equal. Oracle Cloud makes it easy to migrate your OTM and GTM solutions to the cloud, because the same applications are involved.

Migrating to Oracle Cloud ensures that you'll never need another upgrade. Oracle takes care of automatic, seamless updates to software, hardware, and security protocols—delivering unmatched reliability and support without any business disruption or downtime.

You'll enjoy high performance, as well as limitless scalability and extensibility as your business grows and evolves. With an end-to-end tech stack managed and secured by Oracle—as well as data encrypted at rest and in flight—you'll minimize risk exposure for both your business and your trading partners. Oracle Cloud has been proven across many customers, spanning multiple industries, business models, and geographies.



4. REAL-TIME, END-TO-END VISIBILITY.

Oracle Cloud gives your logistics team the power to collect and ingest data from across the end-to-end supply chain—as well as trading partners and external sources like news and weather—in near real time, 24-7.

This near real-time awareness is critical in enabling logistics teams to identify current challenges, opportunities, risks, and threats—then drive an immediate response.

Oracle Cloud also facilitates real-time tracking of all orders and shipments, dynamic re-planning and re-scheduling of assets, and the analysis of complex problems in micro-seconds. Static clusters and On-Premises software simply aren't up to the challenge of today's logistics complexity and the resulting data volumes.



5. IMPROVED COLLABORATION AND COMMUNICATION.

Anywhere along the end-to-end supply chain, at any minute, something can go wrong. That event has repercussions for every other part of the supply chain, and all trading partners. To learn of the disruption and respond collaboratively, in an orchestrated manner, all stakeholders need to share the same awareness and work from a single version of the truth.

Cloud-based OTM allows seamless collaboration between logistics teams, internal stakeholders, customers, suppliers, and carriers. With no additional hardware or maintenance requirements to disrupt workflows, your entire supply chain can stay connected in real-time. This streamlined approach ensures that all parties are working from a unified source of truth, enhancing decision-making and responsiveness across the board.

Again, slow-moving, constrained On-Premises software and hardware resources just can't deliver this level of speed and performance. They can't support real-time connectivity and data-sharing across multiple enterprises like Oracle Cloud can.



6. INCREASED SUSTAINABILITY.

Multiple reports and statistics demonstrate that a shared computing cloud is much greener in terms of energy usage than operating hundreds or thousands of On-Premises clusters. Cloud providers like Oracle use the most advanced and energy-efficient computing technologies. But the environmental benefits don't stop there.

A recent report by McKinsey found that logistics teams can leverage cloud computing, combined with AI and other advanced technology, to support **50 decarbonization initiatives** in transportation alone. Examples cited by McKinsey include **route and load optimization, inventory reductions, improved demand responsiveness, and tracking and minimization of Scope 3 emissions**. Because of the cloud's power to manage large data sets, McKinsey estimates that **cloud computing could enable an actionable Scope 3 decarbonization strategy in just one week—compared to six to eight weeks without the use of the cloud.**

Extensive new features for tracking and reducing carbon emissions have been added to OTM Cloud, aligning what's good for ROI along with what's good for the environment.



THE JOURNEY TO ORACLE CLOUD IS EASIER WHEN YOU PICK THE RIGHT TRAVELING COMPANION.

When they learn of the many benefits of Oracle Cloud, most logistics teams want to move quickly. However, it's best to carefully choose an implementation partner that can accomplish the transition rapidly, safely, and cost-effectively. Here are some essential capabilities and characteristics to look for when identifying an Oracle Cloud migration partner:

- **A proven track record of success.** Transferring your critical logistics data, software, and processes to a new hosting model isn't for the faint of heart or the inexperienced. Find a partner that's been there and done that, with hands-on experience over dozens of successful Oracle Cloud migrations. Don't be shy. Ask candidates about the timeline, results, and return on investment for similar projects. Ask for customer references and contact them. This move is too important to entrust to a rookie.
- **A close partnership with Oracle.** Your Oracle Cloud migration support should be provided by a team that routinely works with Oracle. For example, Redwood is a longtime member of Oracle PartnerNetwork (OPN), which ensures a deep level of technical expertise and familiarity with Oracle software. This partnership ensures customers a smooth migration that delivers significant software performance improvements, in addition to general operational enhancements.
- **Hands-on experience with Oracle Cloud solutions.** Ideally, your partner should be using Oracle Cloud logistics software in their own managed transportation, managed distribution, and global logistics operations. By using Oracle Cloud solutions every day, the partner will have firsthand expertise that will benefit your own team.

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- **Systems integration expertise.** You'll be bringing together a range of systems and solutions, likely both old and new, with Oracle Cloud. The right partner will know exactly how to successfully integrate them, so that all systems can communicate and share data in real time.
- **Change management and employee training.** Moving to Oracle Cloud makes good business sense. But even positive change can be hard for employees. Work with a partner that knows how to address cultural resistance, as well as provide hands-on technical training on Oracle Cloud.
- **Data security leadership.** The logistics function has access to a wealth of sensitive financial, product, and customer information. While Oracle Cloud is designed with strict security protocols, make sure you pick an implementation partner that understands and addresses any cybersecurity risks associated with systems integration and data transfer, both during the transition and over the longer term.
- **Compliance and regulatory knowledge.** Your team may be faced with new data governance standards or regulatory issues that are specific to your industry. Make sure your migration partner brings an expert perspective to these concerns.

Your partner should create full confidence in their ability to manage your Oracle Cloud migration with minimal disruption and downtime. If you don't feel confident and don't see enough proof points, keep looking.

WITH REDWOOD, THE SKY'S THE LIMIT WHEN IT COMES TO ORACLE CLOUD MIGRATION RESULTS.

Backed by dozens of successful implementations, Redwood knows how to combine speed, security, and cost-effectiveness on your journey to Oracle Cloud. We've developed a proven set of best practices, templates, and "accelerators" that complete your Oracle Cloud migration quickly. We also manage cultural transformation, create buy-in, and train employees for 100% user adoption.

How does Redwood accomplish this? We combine hands-on logistics experience with deep technical expertise—a powerful value proposition that's hard to find. Don't trust a general consulting firm or a cloud specialist that doesn't understand day-to-day logistics processes and the practical needs of your team. Instead, let Redwood put its more than 20 years of logistics optimization to work for you.

We know exactly how to leverage advanced technology to achieve your real-world service, cost, sustainability, and other goals. We also know how to integrate multiple systems and platforms seamlessly, including the use of our proprietary RedwoodConnect™ integration solution.

REDWOOD TAKES EVERY CUSTOMER ON A 5-STEP JOURNEY TO ORACLE CLOUD SUCCESS:

- 1. Define your migration goals and strategy.** What are you trying to achieve with your Oracle Cloud migration? What new features and functionality should you be leveraging? How will you get there? And how will you measure success and return on investment (ROI)? What's a reasonable timeline for the rollout and full ROI?
- 2. Create a leadership team.** Who will champion the Oracle Cloud migration from an executive perspective? Who will manage the day-to-day, on-the-ground implementation? What other stakeholders need to be involved and informed, both internal and external?
- 3. Define metrics for success.** What are the key performance indicators (KPIs) you need to track? Do you have the right dashboards and reports in place to share visibility and build confidence?
- 4. Envision the new tech architecture.** What will the future tech stack look like? Which systems will be integrated and connected in real time? Where does data reside and how is it governed? How will daily work get done during and after the Oracle Cloud migration?
- 5. Get employees on board.** This is a critical component that many cloud implementation teams overlook. Although computing, in theory, takes place invisibly behind the scenes, there will still be process tweaks and changes. Oracle Cloud sets the stage for other improvements, like a broader adoption of AI. Communicate the practical reasons for any changes—and make sure employees have the training and other resources they need to succeed in the new cloud-enabled environment.



This might seem like a long and intimidating list, but you can count on Redwood to expertly guide your organization through this process. Because we've helped dozens of customers, we bring best practices and lessons learned from those engagements to accelerate your own move to Oracle Cloud.

READY TO GET STARTED ON YOUR JOURNEY TO ORACLE CLOUD?

CONTACT THE REDWOOD TEAM TODAY.

When it comes to increasing your Oracle software performance, reducing your TCO, and driving optimal supply chain results through a cloud migration, the sky's the limit when you partner with Redwood.