

HDR Win Wire

FOR INTERNAL USE ONLY



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| Customer | Headquartered in Omaha, Nebraska, HDR Inc. is an employee-owned design firm specializing in engineering, architecture, environmental and construction services, ranked No. 6 among the world's design firms and #1 employee-owned AE&C firm. | | |
| Industry | Design, Engineering & Construction | | |
| Use Case | Migration of HDR's complex EBS environment including Financials, Projects, Procurement & HCM/Payroll, along with OBI, Hyperion, and accompanying applications to OCI. | | |
| Cloud Services | ORACLE Cloud Infrastructure | | |
| ERP | ORACLE BUSINESS INTELLIGENCE | ORACLE E-BUSINESS SUITE | ORACLE HYPERION |
| Buyer Title | CTO – VP ERP Strategy – Overall Team of 20 Individuals at HDR | | |
| Deal Size | \$ 1.9M ARR | | |
| Win Quarter | FY'24 Q2 | | |
| Team | <ul style="list-style-type: none"> Oracle PM: Joy Stuart Oracle GVP: Scott McCormick Oracle RM: Evan Jackson Oracle CPR: Sarah Jankowski Syntax AE: Steve Wallace Syntax PM: Violeta Albrecht Syntax Solution Architect: Mike Miller Syntax VP: Rich Bradley | | |
| Key Partner Takeaways | <ul style="list-style-type: none"> Fostered relationships within HDR in early spring, multiple meetings at Ascend conference in the summer, along with onsite workshops creating early development of Joint Execution Plan (JEP) ahead of RFP release in late July. Down selected against formidable competition including incumbent. Syntax was chosen as a result of 1) specialist resources across the abundance of applications HDR required for their business, 2) comprehensive set of services to address current management and security requirements as well as growth and technology expansion for HDR 3) trusted relationship for HDR's "Work With" model 4) Multitude of reference calls giving HDR additional confidence in Syntax. HDR signed a 60 month contract. Syntax will be providing migration, ongoing platform and application (EBS, OBI, Hyperion, Non-ERP) managed services as well as security services with functional, DBA & Development opportunities on the horizon in early 2024. | | |