

Win Wire

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Customer	Headquartered in Liberty Lake, Washington, Itron is a technology services organization enabling utilities and cities to safely, securely, and reliably deliver critical infrastructure solutions to communities in more than 100 countries. Their portfolio of smart networks, software, services, meters, and sensors helps customers better manage electricity, gas, and water resources.		
Industry	Technology Services & Manufacturing		
Use Case	Migration and upgrade of Itron's production and non-production Oracle E-Business Suite solution and 3 rd party applications from private cloud to Oracle Cloud Infrastructure, providing Day 2 services including cloud and EBS technical and application management.		
Cloud Services	Oracle Cloud Infrastructure		
Buyer Title	Director of IT, Enterprise Architecture		
Deal Size	\$440K OCI ARR		
Win Quarter	FY'24 Q2		
Team	Oracle PM: Joy Stuart Oracle GVP: Rob Guido Oracle RM: Kristen Daly	Syntax AE: Mike Adams Syntax PM: Violeta Albrecht	
Key Partner Takeaways	<ul style="list-style-type: none"> In 2022, Syntax had successfully migrated Itron's non-production EBS workload into OCI yielding outstanding performance results. With Itron's private cloud contract renewal approaching, Syntax and Oracle collaborated to position a move of their EBS production environment to OCI. Aligning with corporate guidelines, Itron released an RFP to multiple public and private cloud solution providers. Following a lengthy process of negotiations, in the final days of Oracle Q2 2024, Syntax successfully met Itron's stringent requirements, signing a new 60-month contract with Itron. 		

"Working with Syntax, we were able to renew and expand their OCI contract for an ARR of \$440K. Since Syntax is a trusted partner of Itron's, we were able to create a true 3-way partnership between Itron, Syntax, and Oracle which will pay dividends well into the future."

- Rob Guido, Oracle RVP