



# Scholastic Win Wire

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Customer	Scholastic is the world's largest publisher and distributor of children's books, connecting educators and families through accessibility, engagement, and expertise.	
Industry	Publishing & Distribution	
Use Case	Migration and upgrade of E-Business Suite from private cloud to Oracle Cloud Infrastructure, providing Day 2 services including cloud and EBS technical and application management along with continued expansion of the SCM data warehouse and analytics environments.	
Cloud Services	 Cloud Infrastructure	
ERP	 E-BUSINESS SUITE	
Buyer Title	Chief Information Officer	
Deal Size	\$450K OCI ARR	
Win Quarter	FY'23 Q4	
Team	<ul style="list-style-type: none"> <li>• Oracle PM: Joy Stuart</li> <li>• Oracle GVP: Rob Guido</li> <li>• Oracle RM: Matthew Biery</li> <li>• Oracle CPR: Susan Tierney</li> <li>• Syntax AE: Mike Tsontakis</li> <li>• Syntax Partner Director: Violeta Albrecht</li> </ul>	
Key Partner Takeaways	<ul style="list-style-type: none"> <li>• With Scholastic's private cloud contract renewal approaching, Syntax and Oracle collaborated to position a move to OCI.</li> <li>• While Scholastic had landscapes on OCI, considerable threat existed as they were entrenched with AWS as well.</li> <li>• Over the course of 8 months, challenged with Scholastic's ever-changing requirements, the team stayed focused on creating trust and harmony across all 3 organizations and ultimately delivered a solution perfectly tailored for Scholastic's requirements, setting the stage for considerable future expansion.</li> </ul> <p><b><i>"Working with Syntax at Scholastic, we were able to renew and expand their OCI contract for an ARR of \$2.75M. This is truly a 3-way partnership between Scholastic, Syntax, and Oracle."</i></b></p> <p>- Rob Guido Oracle RVP</p>	