



Restoration Hardware win wire

FOR INTERNAL USE ONLY



Customer	Headquartered in Corte Madera, California, Restoration Hardware is an upscale American home-furnishing company selling its merchandise through its retail stores, catalog, and online.		
Industry	Retail		
Use case	OCI Expansion via Oracle Analytics Cloud for E-Business Suite		
	 		
Cloud services	IaaS, OAC, Golden Gate, Autonomous Database		
Buyer title	Sr Manager and VP of IT		
Deal size	\$ 772K ARR		
Win quarter	FY'24 Q4		
Team	<ul style="list-style-type: none"> • Oracle PM: Angie Mills • Oracle GVP: Keith Garver • Oracle RM: Luke Day • Oracle CPR: Matthew Curtis • Syntax AE: Mike Adams • Syntax PM: Violeta Albrecht • Syntax Solution Architect: Charles Valade • Syntax VP: Rich Bradley 		
Key partner takeaways	<ul style="list-style-type: none"> • Syntax Customer running Oracle E-Business Suite in the Syntax private cloud. • The Retail Management organization within Restoration was challenged with integrating data sitting in EBS into OAC to leverage the significant benefits of OAC including data ingestion, data preparation and enrichment along with visualization and collaboration. • Syntax worked with RH to integrate EBS data into OAC and early on discovered security risks that Syntax immediately addressed which provided a more secure environment with tight governance processes. • The OCI team was instrumental in helping transition this tenancy to Syntax and worked very closely with the partner team to get this approved and close the deal in Q4 FY'24. • Equally Restoration Hardware loves the value the Syntax SMSP program brings to them include billing in areas. 		