



cenbion

ORACLE

Case Study

MEDICA<sup>®</sup>

# Case Study

## MEDICA®

Over five years the calculated savings to Medica exceeded 1.3 million dollars.

Saving money is critical to every IT department, so you can invest in new initiatives. We can help you grow your department through expense cuts without downgrading performance. In fact, many of our customers see an improvement in their environment as a result of our Oracle assessments.

Cenbion saved Medica nearly \$270,000 annually in Oracle support costs through our unique audit process. We know Oracle inside and out. After more than 10 years of providing support, consulting, and assessment services, Cenbion knows how to save our clients money.

Let's take Medica as an example:

Medica provides health coverage to about 1.7 million members in Iowa, Minnesota, Nebraska, North Dakota, and South Dakota. In 2014, Medica generated \$3.5 billion in revenue with 1,250 employees. Nearly 84.4% of fully insured premium revenue was used to pay healthcare expenses.

Medica was under an Oracle audit and approached Cenbion to analyze Oracle's findings and assess their Oracle infrastructure including support and licensing. We identified three areas of opportunity to reduce cost:

- Software discounts for Processor-based licensing and Named User Plus-based licensing.
- Deeper discounting via non-standard request to Oracle
- Reduction in annual migrated support fees

Cenbion's team executed our comprehensive assessment using our proprietary reporting solution to provide a detailed and accurate analysis of Medica's infrastructure and expenses. The resulting recommendations and actions included a DC move, which included a complete HW refresh, storage refresh, and license analysis. The entire process took 12 months from assessment to production.

(888) 316-9867  
solutions@cenbion.com

cenbion.com

**ORACLE** Gold Partner