

Calvary Distribution

Situation

Calvary Distribution, the online order distribution destination for Calvary Churches, and its affiliate Calvary Chapels across the world is among the world's largest churches and one of the ten largest Protestant churches in the United States. Calvary Distribution's mission is to make doctrinally sound materials available to the Calvary Chapel fellowships, equipping the saints for the work of the ministry. They are committed to making the highest quality books, Bibles, and music available to Calvary Chapels across the world. As a non-profit, Calvary was looking for the most cost-effective solution that best fits their distribution needs.

Challenges

Calvary Distribution, faced high costs of Oracle licensing when they decided to upgrade their automated warehouse management software system, therefore they needed information around possible licensing alternatives based on their growth needs. They were looking to make a purchase within 1 month, before the end of their fiscal year with a go-live date 3 months away. Idhasoft came in and was able to not only significantly reduce the cost of their Oracle licenses, but were also able to offer the customer flexible terms to help the customer procure within their fiscal year budget. As an Oracle Certified Partner, Idhasoft was also able to work closely with Calvary's 3 party application vendor and Idhasoft' SUN partner to ensure delivery and configurations were met.

Results

Idhasoft offered unbiased advice and presented alternative license options based on Calvary Distribution's business and technical needs. Idhasoft negotiated the pricing and terms with Oracle. Idhasoft's licensing expertise helped the customer lower the cost of their Oracle licenses to move forward with growing their Oracle technology platform.

“As a non-profit, it is often challenging and cost-prohibitive to work with Oracle directly, therefore when I found out that Idhasoft offers a one-stop-shop approach for my Oracle needs including support, licensing software, licensing HW, and remote DBA services, I found it quicker and easier to work with Idhasoft. Idhasoft quickly engaged Oracle on our behalf to help us obtain the necessary licenses at the lowest possible cost. Idhasoft provided objective advice and presented options that helped us achieve cost savings”

David Cornwell,
Calvary Distribution