

## Capital Source

### Situation

CapitalSource is a commercial lending organization focused on small to medium sized businesses. The organization has approximately \$13.8 billion in assets including through their CapitalSource Bank subsidiary which has over \$5 billion deposits and operates 22 retail banking branches. In November of 2008

CapitalSource found itself in a unique position in the financial industry which required growth of its Oracle systems. However funds for the project were limited due to the same economic challenges that were currently bankrupting its competitors.

### Challenges

CapitalSource was faced with excessive Oracle costs and a short time window in which to take advantage of the business opportunity the credit crunch presented. The price of the Oracle solution needed to be decreased significantly within a short timeline to ensure success in this venture.

### Results

Idhasoft was engaged to help CapitalSource look at multiple licensing options based on various hardware configurations and provide unbiased advice based on our experience. When the optimal environment was established Idhasoft negotiated pricing and terms with Oracle saving CapitalSource over \$100,000 in initial licensing and support and reduced their ongoing yearly support maintenance fee by 40%. This allowed CapitalSource to move forward with the project within the planned timeframe and on budget.

**“Working with Oracle licensing can be quite complicated. Idhasoft has done a terrific job presenting our options, including cost models, to help streamline the decision making process. Our rep is very responsive and has represented us well regarding price points with Oracle as our business has increased.”**

**John Protzman,  
Director of Network Operations  
Capital Source Finance LLC**