

FarHeap Solutions Inc.

Situation

Farheap Solutions is a technology focused incubator company with operations in software development, manufacturing, printing and graphic design. Farheap started business in 1997 as a software company-developing customer solutions for various industries. Farheap recognized a tremendous need for a better solution to manage documents and information within state and county courts. They developed an easy to use court case management software package that allows court clerks to keep up with proceedings in real time. Their next major business success was the development of a website for the printing industry that is extremely fast in its order, print and delivery systems. Farheap Solutions continues to launch business units in other industries where they find that their software and technology provide similar opportunities.

Challenges

As an emerging SME with a strong technology focus, FarHeap wanted to build solutions on a completely scalable platform. The company wanted to develop an IT infrastructure that was reliable and would accommodate future growth. Their preference was to go with an entirely Oracle based solutions. However the cost of Oracle was a barrier to their objectives.

Results

Juan Gonzalez had worked with Idhasoft at a prior company. Idhasoft had delivered the right licensing alternative and helped reduce costs. He reached out to Jennifer Lopez, Idhasoft's VP of Licensing to help FarHeap assess all possible licensing options and find a solution that would meet the company's objectives and allow them to stay within budget. Idhasoft was able to help FarHeap achieve significant savings through an alternative license type which allowed them to move forward with an Oracle solution.

" I have worked with Idhasoft for years. They have consistently helped me reduce the complexity involved in Oracle licensing and to get the right license for the right price. As an emerging company we are focused on minimizing costs in every possible way while also wanting to make investments in good technology"

Juan Gonzalez,
FarHeap Solutions

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Oracle Information Memorandum