

## POWER ENGINEERS

### Situation

POWER Engineers, Inc. operates as a consulting engineering company. It leads, designs, and delivers projects for the power delivery, including transmission and distribution, and substations; power generation; food and beverage; health care; and communications industries. The company provides architectural, civil, structural, mechanical, electrical, instrumentation and controls, geographic information systems, and environmental services. As an employee-owned company since 1976, it is critical for POWER Engineers to minimize costs across all areas of the organization.

### Challenges

POWER Engineers, Inc. faced high costs of Oracle licensing from their acquisition growth. The customer needed information around possible licensing alternatives. They had to make a purchase on a tight timeframe and needed to reduce the cost of their Oracle expenses in order to keep within their fiscal year budget.

### Results

Idhasoft offered unbiased advice and presented alternative license options based on POWER Engineers, Inc.'s business and technical needs. Idhasoft negotiated the pricing and terms with Oracle. Idhasoft's licensing expertise helped the customer lower the cost of licenses by \$300K which allowed POWER Engineers, Inc. to move forward with Oracle technology platform for their environment.

**“We were faced with having to quickly purchase additional Oracle software licenses that were both unplanned and unbudgeted. Idhasoft quickly engaged Oracle on our behalf to help us obtain only the necessary licenses at the lowest possible cost.”**

**Loren Dugan,  
IT Program Director  
POWER Engineers**