

Terida

Situation

Terida is a privately-owned consulting and software company with a unique set of products for the Healthcare and Legal Industries. Terida was working with a Caribbean government, on a World Bank contract, to design and install a complex Disease and Epidemic Management system. The solution was designed by Terida to help the country's public health division monitor and prevent the spread of HIV/AIDS through a combination of improved processes, healthcare technology that enabled realtime exchange of health information, and advanced business intelligence for population bio-surveillance and insight. As part of this project, Terida needed to acquire Oracle licensing on behalf of the Government to act as a repository for the sensitive health data generated by the various system applications.

Challenges

Terida's government client had a very limited budget, infrastructure constraints, and lengthy procurement processes. As a consequence, success was contingent on cost effectiveness and flexibility of licensing options. Terida needed a reliable partner that could handle the complexity of international software licensing and in particular, help identify a win-win wherein the licenses were the property of the government and that the licenses' contract terms did not violate their strict requirements.

Results

Terida had received information from other vendors that led them to believe this solution would be quite costly. Idhasoft worked with Terida to understand the full scope of the project's database needs and was able to suggest an option that would provide all the functionality their solution required at a much lower cost. Idhasoft's deep understanding of Oracle international contracts also allowed them to negotiate terms and conditions that met with the government's strict requirements. The project was completed successfully on budget and Idhasoft was pleased to have been able to play a small role in this important project that could save thousands of lives.

"We're delighted to have had a partner with skill, patience, and knowledge of the complex licensing issues surrounding implementations like ours. Terida looks forward to continued success in our verticals and to working with Idhasoft on future engagements."

Mark Dunnagan,
Chief Technology Officer.