

At a Glance

- 79% saved on E1 licenses
- 50% saved on RDBMS licenses
- Savings around **£1m**

Client Challenge

Land Securities is the largest commercial property company in the UK and the leading British property development and investment company headquartered in Central London. It owns and manages commercial property, from London offices and high street shops to major shopping centres and out-of-town retail parks.

The company needed to duplicate their entire Oracle technology stack, including the E1 and RDBMS licences. This was triggered by a company de-merger and had to be achieved at the lowest possible cost and under strict timescales.

Solution

Turnstone experts took on the face to face negotiations with Oracle. The team's familiarity with Oracle's organisation and licensing models helped to overcome initial stumbling blocks, set up good communication channels and proceed more rapidly.

The client was continually briefed and involved at key escalation points. As central point of contact, Turnstone liaised with the client's technical, procurement and legal staff, to agree the negotiation strategy.

A specific set of tactics were deployed to first unlock, then proceed with and successfully complete negotiations.

"In our commercial re-negotiations Turnstone were able to reduce our budgeted expenditure on procurement to the extent that we were able to easily recover their fees."

Nick Foster
CIO
Land Securities

Outcomes

Cost savings

- 79% saved on E1 licenses
- 50% saved on RDBMS licences
- Highest savings off list price ever achieved by the client

Commercial benefits

Trading relationship with Oracle enhanced for future vendor management