

BACKGROUND

Mokum Solutions, Inc., partnered with Oil States International (OSI), the former parent firm of Sooner Pipe LLC, to stabilize Oracle VM and Oracle E-Business Suite systems, saving hundreds of thousands of dollars in downtime avoidance, and Oracle licensing costs. Mokum Solutions conducted an **Oracle VM Health Check** to help OSI quickly and efficiently identify and improve architectural design, stability, performance, and operational deficiencies. By integrating Oracle VM, Linux, and Enterprise Manager with OSI's infrastructure and operations, Mokum helped stabilize, and operationalize Oracle VM and Linux, and helped right size Oracle processor licensing using Oracle VM hard partitioning. In total, Mokum helped OSI and Sooner gain stability, extreme performance, and helped them scale while dramatically reducing hardware, infrastructure, operations and Oracle licensing costs.

CLIENT

- Sooner Pipe, LLC -- Natural Gas, Oil and Drilling
- \$1 Billion Revenue
- +200 Employees
- Henry Zarrow founded Sooner in Tulsa, Okla. in 1937, with a simple purpose: connect the people who create the world's energy with the supplies they needed. Now Sooner is one of the world's largest OCTG (Oil Country Tubular Goods) distributors and logistics service providers to the oil and gas industry.

CHALLENGE

- Beyond the production stability impacting events, OIS announced that it sold Sooner and its subsidiaries to Marubeni-Itochu Tubulars America. As part of the acquisition, Sooner Pipe's IT infrastructure had to be migrated from OIS to a Managed Colocation offering at Rackspace within a three month timeframe.
- At the time of the migration, Rackspace offered numerous supported hardware and operating system platforms, but not Oracle VM, or Oracle Linux.

SOLUTION

- ✓ Conducted an **Oracle VM Health Check** to quickly and efficiently identify and improve architectural design, stability, performance and operational deficiencies.
- ✓ Stabilized the Oracle VM, and Oracle E-Business Suite systems within a matter of weeks.
- ✓ Completed the Rackspace migration on schedule and on budget.
- ✓ Saved on hardware, Oracle licensing, and operational costs, by right sizing the hardware, storage, and the number of licensed CPU cores, and by standardizing on Enterprise Manager.
- ✓ Sooner standardized on **ROAD™ for Oracle® VM** at Rackspace to take advantage of Oracle VM Manager Availability Protection, Operations Automation, and Ready for Business Reporting.
- ✓ Ongoing: Mokum Solutions provides comprehensive remote support services for daily operations of Oracle VM, Enterprise Manager and Linux.

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mokum
Services for Oracle Clouds

RESULTS



Saved hundreds of thousands, if not more, in CAPEX, OPEX, and downtime avoidance costs



Up to 84% improvements in performance, availability and operations



Execution and Reliability: projects completed on schedule and within budget



“ I asked Mokum, ‘Can you stabilize this Oracle VM environment?’ Mokum replied, ‘Absolutely.’ ”

CTO, Oil States International

“ Mokum Solutions was the only vendor involved in the Rackspace migration that completed on schedule and on budget. ”

CTO, Oil States International

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WHY MOKUM When it comes to assuring success in applying Oracle VM, there is no substitute for experience. And there is no Oracle integrator in the world more experienced with Oracle VM than Mokum. Mokum has deployed hundreds of successful Oracle VM environments. Mokum can save you months, and years of trial and error, and deliver an enterprise-ready Oracle VM private cloud managed by Oracle Enterprise Manager 12c or OpenStack, without having to overprovision hardware or Oracle licenses. Minimize implementation risks, and accelerate the business benefits and cost savings of moving your Oracle software investment to an Oracle VM private cloud with Mokum.

ROAD™ for Oracle® VM is the number one availability protection, disaster recovery and operations automation solution for Oracle VM for x86. ROAD™ for Oracle® VM enables IT to comfortably meet service level agreements, RPOs and RTOs for business critical Oracle workloads running on Oracle VM. ROAD™ for Oracle® VM is unrivaled for ensuring the greatest possible productivity, availability, and disaster recovery protection for Oracle VM and its business critical Oracle workloads.

ABOUT MOKUM Headquartered in San Francisco, California, Mokum Solutions, Inc. is a leading provider of products and services for Oracle VM and Oracle VM-enabled Engineered Systems. All of Mokum's customers are Oracle VM success stories that have saved millions in Oracle licensing and hardware costs. Through our cloud computing and Oracle background, we've devised a best practices approach to develop, implement and support innovative, world-class Oracle private cloud solutions.

