

# REFERENCE STORY: TRANSPLACE



## HIGHLIGHTS

When their IT infrastructure needed upgrading, Vince Biddlecombe and his team knew they were faced with a challenging task. Their priorities included the following:

- Maximize return on IT investments
- Migrate critical databases running on Oracle
- Minimize the number of Oracle licenses
- Maintain superior service

### PARAGON'S ROLE

Transplace initially chose Paragon because of their clean installation process, easy implementation, accountability and responsiveness. In addition, Vince and his team were quick to recognize the key role they played throughout the entire task: "They were fully engaged and determined to move the migration process forward by working through any obstacle. We were delighted by their commitment and the level of partnership we received from the entire Paragon organization."

### BACKGROUND

As freight volumes within the Transplace network continue to grow it is critical to have faster and more streamlined processes in place to support growing customer needs. The Sales team at Paragon worked closely with Vince to develop clear business objectives that made the decision to move to an IBM solution an easy one.

### THE CHALLENGES

Update servers to run on Oracle:

- Reduce license costs while maximizing processing power
- Zero to minimal interruption of service

### THE PROJECT

It took two months to implement the new hardware and to migrate the Oracle databases. Paragon's involvement started with finding the best solution for Transplace's needs. Due to its processing power IBM's POWER6 processor-based System p™ 570 was chosen for the data warehouse, test and development systems.

By choosing IBM, Transplace saw a major decrease in Oracle license costs. Oracle is licensed by the number of processors and IBM's POWER6 processor cut this number significantly resulting in a savings up to \$300,000 in out of pocket costs.

### PARAGON PARTNERSHIP

It is clear that Transplace has a strong partnership with Paragon Solutions Group. When asked to summarize his relationship and experience with Paragon Vince stated, "We are delighted by the way they have stayed engaged with us. We continue to view them as a true and solid partner, demonstrating total commitment from the top-down."



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- Vince Biddlecombe  
Senior Vice President of IT  
Transplace

**TRANSPLACE**

*Raising the Bar for  
Transportation Services  
with More Efficient Systems*