Rimini One

Rimini Street has continued to add products and services to its portfolio while expanding its leadership position in independent third-party IT support. Rimini One is its expanded service offering that builds on the foundation of its third-party application support expertise.

— Rimini Support and Rimini Manage provide mission-critical enterprise application support and managed services for Oracle, SAP, proprietary and open-source databases, and supporting technologies.

— Rimini Consult provides professional services for software customization, implementation, integration, migration, and other projects.

— Rimini Protect provides holistic managed security for applications and databases.

— Rimini Connect provides interoperability solutions for enterprise software applications, browsers, operating systems, and e-mail.

— Rimini Watch provides proactive performance monitoring and health checks.

The Rimini One offering is available as an integrated fixed-fee program.

FROM THE SUMMIT

The Rimini One "all-in-one" program provides integrated services to support, manage, protect, and optimize Oracle and SAP enterprise resource planning (ERP), databases, and related technologies from a single provider. It builds on Rimini Street's third-party application support experience and its team of skilled support engineers.

DEEP DIVE

Moving to productize more of its expertise is a natural step for Rimini Street. Its engineers already have in-depth knowledge of clients' technology footprints (including customizations and integrations), making them ideally suited to provide expertise in related areas. One also reduces the friction of multi-vendor handoffs.

LONG VIEW

Rimini Street's initial appeal for many clients is reducing the cost of supporting enterprise applications; however, Rimini Street also helps clients optimize applications and support digital transformation. Its third-party support foundation, pricing structure, and delivery model differentiate it from other managed service providers.

MONEY: Valoir has found Rimini Street enables clients to reduce the cost of supporting mission-critical enterprise applications by more than 50%. One's fixed-fee model offers predictable pricing and extends the potential value Rimini can deliver.

MARKET: One enables Rimini Street to expand its total addressable market and capture more of existing client demand while insulating it from a shrinking third-party support opportunity as companies retire legacy applications.

PEOPLE: Another key differentiator for Rimini Street over others is its staff tenure and retention and skill levels, providing named primary support engineers with an average of more than 20 years of application support experience.

TECH: As the skilled talent pool to support aging enterprise applications shrinks, companies that still rely on those applications can leverage Rimini's technology and engineers to reduce risk and ensure stability while extending application value.