

Don't Let Oracle Scare Tactics Keep You From Switching to **Third-Party Support**

When you make the decision to switch to third-party support for Oracle, you can expect to face some barriers from Oracle—some real, some perceived. Here are the top 5 roadblocks you may encounter and why you shouldn't let them deter you from making the switch.

1 Pushy Sales Tactics

Don't let Oracle's cloud incentives push you into a migration you're not ready for. You, not Oracle, are best suited to determine your organization's readiness, fit, and roadmap strategy.



2 Audit Threats

Periodic Oracle audits are normal, but according to Gartner research, canceling support is ranked 9th out of 15 common audit triggers.

3 Security Scare Tactics

Oracle wants you to think they're the only ones who can secure their systems. In reality, third-party support offers a proactive, full-stack security solution that hardens your system.



4 Fear of a Broken Relationship

Oracle doesn't want you to leave, but they will always welcome you back when you're ready for an upgrade or migration. You may even have more leverage for price negotiations at that point.

5 Legal Challenges

Don't let Oracle's legal battle with Rimini Street deter you from considering third-party support. Oracle has publicly acknowledged that third-party support, when done in compliance with their IP rights, is legally viable.



Read **What IT Leaders Need to Know About Third-Party Support** to learn more about how to make the switch to third-party support.

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