

Company saves nearly \$6.7 million by using Toad for Oracle solutions

Solutions also deliver an astounding 509% ROI over five years, according to Forrester Research.



INTRODUCTION

IT departments are more conscientious than ever about making sure their technology investments are delivering solid value, including a quick return on investment (ROI). Senior IT managers analyzing current and future software purchases must consider whether an investment helps achieve a key set of goals, including whether it enables them to control IT costs, reduce risks, efficiently leverage labor, increase quality of work, improve service levels and gain a competitive advantage through innovation and the implementation of emerging technology.

To support these goals, database professionals need a way to become more agile than ever before. They are under constant pressure to implement application and database changes efficiently, resolve problems proactively and prevent downtime. Toad™ for Oracle helps millions of IT managers and database professionals around the world achieve these critical goals. But is Toad worth the investment?

EVALUATING TOAD FOR ORACLE'S TOTAL ECONOMIC IMPACT

When evaluating Quest's award-winning database solution, Toad for Oracle, a commissioned study conducted by Forrester Consulting on behalf of Quest analyzed four fundamental elements of total economic impact: costs, benefits to the organization, strategic flexibility options and risk.

For the study, Forrester conducted in-depth interviews with a Toad customer at one of the largest health benefits companies in the U.S. The company serves more than 30 million members in its affiliated health plans and more than 60 million individuals through its subsidiaries. Forrester sought to determine the ways in which Toad can save organizations money and the extent to which Toad delivers ROI. According to the Forrester Consulting study, Toad for Oracle solutions have delivered nearly \$6.7 million in value to date for the large health-benefits company. The solutions have resulted in a 509 percent risk-adjusted ROI over the past five years, and the payback period on the company's investment was realized in fewer than three months.

Savings	2009	2010	2011	2012	2013	Total	Present value (PV)
Estimated cost savings from standardizing on Toad for Oracle	\$90,000	\$90,000	\$90,000	\$90,000	\$90,000	\$450,000	\$341,171
Cost avoidance of not evaluating database tools for every new project	\$14,539	\$15,144	\$15,751	\$16,356	\$16,961	\$78,750	\$59,269
Developer collaboration and productivity savings using Toad for Oracle	\$1,350,000	\$1,417,500	\$1,485,000	\$1,552,500	\$1,620,000	\$7,425,000	\$5,580,734
DBA collaboration and productivity savings using Toad for Oracle	\$18,900	\$244,688	\$253,125	\$209,250	\$216,000	\$941,963	\$686,619
Total risk-based savings	\$1,473,439	\$1,767,332	\$1,843,876	\$1,868,106	\$1,942,961	\$8,895,713	\$6,667,793

Source: Forrester Research, Inc.

Total savings (risk-adjusted by 10 percent) achieved by a large health-benefits company from using Toad for Oracle solutions.

Higher developer efficiency generates more than \$7 million in savings.

Key finding: Standardizing on Toad for Oracle has reduced costs by \$450,000

By purchasing and standardizing on Toad for Oracle, the health-benefits company estimates it saved \$90,000 a year over five years, or a total of \$450,000 in Toad for Oracle licensing and maintenance costs.

Key finding: Avoiding evaluation of multiple database tools has saved \$78,750

By the project teams saving the four labor hours required to evaluate database tools, for an estimated 300 projects over five years, the health benefits company saved \$78,750 in expenses.

Key finding: Higher developer efficiency generates more than \$7 million in savings

Using Toad for Oracle as their standard solution, collaboration increased among developers for an estimated productivity boost of 10 percent during 30 percent of the workday. This increase in efficiency amounted to a savings of about \$7.43 million.

Key finding: Greater DBA productivity resulted in savings of nearly \$1 million

Using Toad for Oracle as their standard solution, collaboration also rose among database administrators for an estimated productivity boost of 5 percent during 50 percent of the workday. This increase in efficiency produced an estimated \$941,963 in savings.

Additional qualitative benefits

In addition to the quantifiable benefits, Forrester also found that Toad helps organizations in other ways that are hard to quantify, but that are also important to the organization's success:

- Standardizing on a common tool results in common processes, which gives the organization greater flexibility in moving developers and DBAs around or backfilling them on projects.
- Toad for Oracle is a positive factor in employee retention; giving employees a standard tool increases morale and reduces attrition rates.
- Using Toad for Oracle, the more experienced DBAs in the organization are developing and extending standardized scripts, processes and tasks so that the more junior DBAs can function at the same level as their more senior colleagues.

- The Toad World community gives Toad users quick access to documentation, training, tips, tricks and more to help ensure their code meets high quality standards and best practices.

Would your organization benefit from Toad?

Other organizations that are likely to achieve benefits similar to those outlined in this study have the following characteristics:

- Large enterprises with thousands of Oracle databases
- Enterprises that have high maintenance costs associated with their Oracle environments
- Organizations that want to standardize on a single database toolset

“Since 2009 we’ve doubled the number of database professionals using Toad for Oracle, compared to all the other tool sets combined pre-2009. Toad has been very rapidly adopted because everyone knows the Toad name and it has... comprehensive capabilities.”

Database engineer and executive advisor at large health benefits company

ABOUT QUEST

Quest helps our customers reduce tedious administration tasks so they can focus on the innovation necessary for their businesses to grow. Quest® solutions are scalable, affordable and simple-to-use, and they deliver unmatched efficiency and productivity. Combined with Quest's invitation to the global community to be a part of its innovation, as well as our firm commitment to ensuring customer satisfaction, Quest will continue to accelerate the delivery of the most comprehensive solutions for Azure cloud management, SaaS, security, workforce mobility and data-driven insight.

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