ORACLE

Oracle Cloud Strategy Update

44+ years of helping customers manage the world's most important data

Discovering new pharmaceuticals

Processing insurance claims after disasters

Simulating crash performance for new cars

Keeping hotel customers safe during stays

Exchanging currencies for foreign trade

Ensuring the electric grid is reliable

Improving diagnosis and resolution of illness

Protecting critical communications networks

Reworking restaurant operations to adapt to change

Increasing the speed and lowering the costs of construction

Adapting to supply chain volatility to keep up with demand

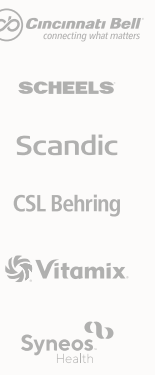Detecting money laundering and reducing business risk

Supporting citizens through crisis

Making purchases available at curbside

> 400K customers trust Oracle to help run their businesses

Industry leaders rely on Oracle to move fast and be more resilient

zoom

Grew from 10 million to 300 million daily participants running on Oracle Cloud Infrastructure

mastercard

Partnered with Oracle to build a solution to streamline the delivery of economic assistance around the world

TaylorMade®

Revamped its supply chain to respond to disruptions and surging demand to achieve record-breaking sales

vodafone

Using Oracle Cloud Applications and Infrastructure to adapt its IoT CRM, billing, and order management systems to handle expected growth of millions of connected devices

xerox™

Launching new business operations in 3D printing, AR, and other new markets in six weeks, twice as fast as before

CHIPOTLE MEXICAN GRILL

Grew digital sales by 174% year-over-year in 2020 and saved millions by eliminating discrepancies in digital transactions with Oracle Cloud ERP, SCM, and EPM

We've rebuilt our business for the cloud

Built modern SaaS versions of all our major business applications

Brand-new cloud infrastructure platform with 80+ unique services

The most flexible approach to the cloud: public cloud, your data center, at the edge

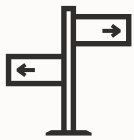Only cloud provider offering financially backed, end-to-end SLAs

Your success in the cloud is our priority

Cloud Lift: Free assistance for migrating to OCI

SOAR: Accelerate migrations to Oracle Fusion Cloud Applications

Programs to repurpose license/support spend into cloud subscriptions

200,000+ member community for Oracle Cloud Applications— transparent 12-month roadmaps

BYOL: Bring your Oracle licenses to any cloud platform

Guided journeys to automate customer onboarding with our cloud applications and infrastructure (coming soon)

Oracle Cloud Applications

Complete suite of integrated applications

+

Oracle Cloud Infrastructure

Secure, high-performance platform for all your workloads

Multicloud is the new normal

Different cloud providers bring unique strengths—choose the right cloud for the right job

Have additional capacity available when you need it

Eliminate single-source supplier risk

Improve resiliency

"Adopt a multicloud strategy to maximize access to technology choices and innovative best-of-breed capabilities, and reduce vendor concentration risks."

Gartner Research

Source: *Gartner Research, Innovation Insight for Multicloud Computing* David Smith, Lydia Leong, 14 December 2020

Telecom Italia Mobile Brasil's multicloud strategy

Business challenges

TIM

Deliver excellent customer service by upgrading and consolidating primary customer-facing systems

Simplify management of IT infrastructure and reduce carbon emissions

Strategy

Move 100% of their workloads to the cloud—50% on OCI / 50% on Azure

Oracle Cloud Infrastructure

Core customer billing systems

Custom Oracle Database apps

4,000+ server VMware environment

Oracle SaaS

Siebel CRM

⟷

Microsoft Azure

SAP HANA environments

Virtual desktops

Windows Server custom applications

40 Gbps interconnection, 2 ms latency

Federated identity • 99.95% SLA

OCI: A complete cloud infrastructure platform

Oracle Applications	Custom Applications	ISV Applications

Developer Services	Containers and Functions	Application Integration	Analytics and BI	Machine Learning and AI	Data Lakehouse
Compute	Storage	Networking	Oracle Databases	Open Source Databases	Operating Systems, Native VMWare

Security | Observability and Management | Compliance | Messaging | Governance

Global Cloud Datacenter Infrastructure

Commercial and Government Public Cloud Regions | Hybrid Cloud: Cloud@Customer, Dedicated Regions, Roving Edge

Why customers are choosing OCI

1 Far easier to migrate critical enterprise applications

2 All the services developers need to build cloud native applications

3 Autonomous services make it far easier to manage security, performance, and scalability

4 The most complete support for hybrid cloud strategies

5 Security that's built in, on by default, at no extra charge

6 Superior price-performance

Customer success with Oracle Cloud Infrastructure

Easier to migrate

FedEx

Moved on-premises accounts receivable system to OCI

Lowered costs, expanded finance and revenue capabilities, and freed up time for new initiatives.

Cloud native services

phenix
REAL-TIME SOLUTIONS

Real-time media streaming for live events

Spins up custom configurations with thousands of instances per event using OCI Flexible Compute across 12 regions

Complete hybrid cloud support

Deutsche Bank

Migrating mission-critical systems—including trading, payments, and regulatory reporting—to Oracle Exadata Cloud@Customer

Aim to significantly reduce costs while meeting data residency requirements

Best price-performance

TOYOTA

Shifted high-performance computing workloads to OCI to improve car design and development efficiency

Shortened time needed to perform computations and can flexibly handling testing new technologies

Oracle Cloud Applications

Complete suite of integrated applications

Oracle Cloud Infrastructure

Secure, high-performance platform for all your workloads

Many enterprise applications are challenging to move to the cloud

Enterprise applications

Technical computing

Departmental applications

First-generation clouds were not designed for

❌ Scale-up architectures, rather than scale-out

❌ Ultra-low latency networking

❌ Persistent connections to relational databases

❌ Clustering for availability

OCI makes it far easier to migrate enterprise applications

Off-box virtualization

Complete instance isolation for higher security and performance

Custom security chips

Zero-trust approach to keep you safe from other tenants
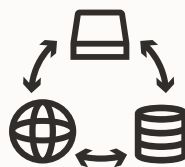
Nonblocking networks

Cloud networks designed to match dedicated on-premises networks

L2 network virtualization

Cloud networking to natively support VMware, Oracle Database, and other clustering architectures

RDMA cluster networking

Microsecond latency clusters for the most compute-intensive workloads

Flex infrastructure

Online infrastructure scales resources up and down without application rewrites

Everything you need to build modern cloud native applications

Broad set of OCI services

Interfaces and automation
Console, CLI, API/SDKs, cloud shell, resource manager (Terraform)
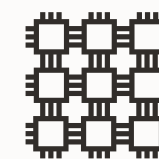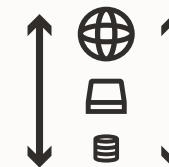
API management
API design/
API gateway

Databases
Oracle Autonomous Database, MySQL services

Containers
Container registry,
Container Engine for Kubernetes

Machine learning
Full lifecycle ML service
(data prep, training, inference)

Serverless
Functions for serverless
code execution

Streaming
Kafka-compatible service

Ops
Continuous deployment, observability, management, monitoring

Deep tools ecosystem

Terraform

ANSIBLE

GitHub

GitLab

paloalto NETWORKS

TREND MICRO

FORTINET

PagerDuty

cybereason

TANIUM

DATADOG

servicenow

RANCHER

JFrog

Grafana

More details

Autonomous services automatically secure, tune, and scale your apps

Automatic provisioning

Automatic configuration

Automatic encryption
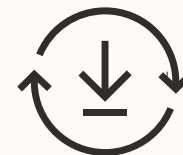
Automatic online patching and updating
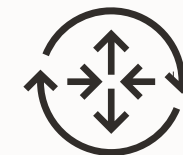
Automatic elastic scaling

Automatic tuning

✓ **Eliminates human labor**

✓ **Eliminates human error**

✓ **Eliminates downtime**

✓ **Eliminates scaling complexity**

✓ **Eliminates performance tuning**

Oracle Autonomous Database supports a wide range of transactional and analytics workloads

Oracle Autonomous Data Warehouse

Analytical and machine learning workloads

62% lower
total cost of operations

Oracle Autonomous Transaction Processing

Business applications and mixed workloads

50X better storage latency
than Amazon Aurora

Oracle Autonomous JSON Database

Document database

30% cheaper
than MongoDB Atlas

Support multiple data models without sacrificing security and governance controls

The most complete support for hybrid cloud strategies

Oracle Public Regions

Hyperscale cloud regions in 29 worldwide locations

Dedicated Regions

All OCI services, running in customer data centers

Oracle Cloud VMware Solution

Native VMware on OCI in public cloud or dedicated regions

Exadata Cloud@Customer

Cloud Autonomous Databases, running in your data center

Roving Edge Infrastructure

OCI compute and storage for remote, disconnected scenarios

Worldwide or exactly where you need it, with scale and control

Our security approach: Built in, on by default, no extra charges

More security by default

Default secure configurations eliminate setup errors

All data encrypted by default at rest and in motion

Auto detection and remediation

Constant scanning for misconfiguration, policy breaches, and suspicious activity

Fix issues automatically or after you review them

Automatic database and data protection

Automatically applies security patches with no downtime

Assesses security of database configurations and data and recommends remediation

Most security services are free

All IT staff can access security tools

More applications implement all security best practices

"Oracle Cloud Infrastructure has taken a robust approach to cloud security, with strong security controls easily available for free."

Maxine Holt, Senior Research Director, Cybersecurity, Omdia Research

OCI offers superior price-performance

Simplified, everyday low pricing

62% less expensive than AWS for compute

98% less than Azure for high-performance block storage

Same price for every region

Key enterprise capabilities are included free

Kubernetes management

Data security

Infrastructure security advisor

Substantially lower network pricing

< 1/10th the cost of AWS and Azure for network bandwidth

Most comprehensive SLAs

Covers performance and management as well as availability

For more information: www.oracle.com/cloud/economics

* Based on publicly available pricing as of May 2021

Oracle Cloud Infrastructure Global Footprint

January 2022: 37 Regions, 7 planned; 10 Azure Interconnect Regions

Map labels:
- SAN JOSE
- CHICAGO
- PHOENIX
- ASHBURN
- MONTREAL
- TORONTO
- MEXICO
- COLOMBIA
- VINHEDO
- SAO PAULO
- SANTIAGO
- CHILE 2
- LONDON
- NEWPORT
- FRANCE 2
- SPAIN
- STOCKHOLM
- AMSTERDAM
- FRANKFURT
- ZURICH
- MILAN
- MARSEILLE
- ISRAEL 2
- JERUSALEM
- SAUDI 2
- JEDDAH
- DUBAI
- ABU DHABI
- MUMBAI
- HYDERABAD
- SINGAPORE
- JOHANNESBURG
- CHUNCHEON
- SEOUL
- TOKYO
- OSAKA
- SYDNEY
- MELBOURNE

Legend:
- Commercial
- Commercial Planned
- Government
- Microsoft Interconnect Azure

The only infrastructure and applications cloud

Oracle Cloud Applications / Oracle Applications	Third Party Applications

ERP	SCM	HCM	ACX	IA		ISV	CUS
Enterprise Resource Planning	Supply Chain Management	Human Capital Management	Advertising and Customer Experience	Industry Applications		Packaged Applications	Custom and Open Source Applications

Developer Services	Containers and Functions	Application Integration	Analytics and BI	Machine Learning and AI	Data Lakehouse
Compute	Storage	Networking	Oracle Databases	Open Source Databases	OS, Native VMWare

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