Why OCI in Your Multicloud Strategy

May 28, 2024

46 years
of innovation

$59B in R&D over the last 10 years

Built industry's **first** autonomous database

Built award-winning SaaS versions of
all our major business applications

Built a modern cloud infrastructure platform,
with **100+** services in **45** global regions

Technology is paramount to survive and thrive

Economic headwinds: Top line impact, more with less

Business of IT: Never more complicated

Customers: Who are your best customers?

Employee Experience: Unprecedented competition for talent

Did you know Oracle invests across all enterprise technologies?

Data Integration Tools

Enterprise Integration Platform as a Service

Cloud Database Management Systems

Data Warehouses

Database and Big Data Security

Access Management

Multi-model Data Platforms

Streaming Analysis

Augmented Business Intelligence

General Purpose Conversational AI Platforms

Conversational AI Platforms for Customer Service

Embedded Analytics

Identity, Governance and Administration

Cloud Services

Cloud ERP for Product-Centric Enterprises

ERP

Cloud Core Financial Management Suites

Sales Force Automation

Configure, Price, and Quote Applications Suites

CRM Customer Engagement Center

Field Service Management

Compensation Management

Cloud HCM Suites

Digital Experience Platforms

B2B Marketing Automation Platforms

Modern Data Analytics Platforms

Gartner Magic Quadrant for Cloud Infrastructure and Platform Services

Data Security Platform

Gartner Critical Capability for Cloud DBMS

Gartner®: Critical Capabilities for Cloud DBMSs for Operational Use Cases, Dec. '22

Oracle (Autonomous Transaction Processing) scored highest in all 4 Use Cases for the 5th consecutive year

You already use Oracle Cloud every day

Going to work

50% of video conferencing calls run on Oracle Cloud Infrastructure with up to **30 petabytes** of media a day

8 of the **top 20** auto manufacturers design cars with OCI

Getting healthcare

9 of the **top 10** global pharmaceutical companies run on OCI

OCI helps US hospital systems serve more than **100M patients**

Staying connected

9 of **top 10** global telcos rely on OCI

OCI helps telcos reach nearly **3 billion subscribers**

Shopping

16 of the **top 25** global retailers run on OCI

OCI helps retailers **process more than 27 billion transactions** annually

Banking

The world's 10 largest banks, **with more than $35 trillion dollars in assets**, use Oracle Exadata

Using services, assisted by AI

200 million voice commands a month are handled on OCI from people using Hyundai, Mercedes, Pandora, and more

What customers tell us

"One cloud is rarely the answer"

**"Our journey to get more
from our data is still unsolved"**

"Innovation is more critical than ever"

"Cyber security is a huge concern"

1. Rationalizing Applications and Infrastructure for Cloud Delivery, Gartner, Sept 2022 (G00740803)
2. https://www.oracle.com/cloud/multicloud/what-is-multicloud/, "The 2022 S&P Global multicloud survey shows that 97% of organizations use more than one cloud provider".
3. "https://pages.matillion.com/rs/992-UIW-731/images/Optimize%20Analytics%20-%20Matillion_Final.pdf". P2 "The mean number of data sources per organization was 400"
4. What CIOs Need to Know About AI, May 2023 (G00788032)

50% of in-house applications are still on-premises.
– Gartner[1]

97% of organizations have adopted multicloud strategies.
– 451 Group[2]

400 data sources at an enterprise, on average.
– IDC[3]

48% of CIOs have already or will deploy AI in the next year.
– Gartner[4]

We believe in the power of "and"
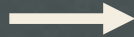
You are on-prem and in the cloud →

We solve on-prem
and cloud challenges
Software, hardware, and cloud services for your unique needs
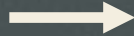
You have traditional and cloud native apps →

We run cloud native
and optimize traditional
Get cloud benefits without risky and costly re-architecture
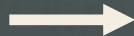
You're already using public cloud →

We offer services on OCI
and with other clouds
OCI Distributed Cloud provides cloud services wherever you need them

You have a varied IT portfolio at different stages of cloud adoption →

We offer SaaS
and Cloud infrastructure
Run third party, open source, and Oracle tech equally well

"One cloud is rarely the answer"

Multicloud is everywhere, and so is opportunity for more

98% of organizations **use** or **plan to use** multiple clouds within the next six months

Why?

"**Data sovereignty** and **data locality**"

"**Cost optimization**" "Mergers and **acquisitions**"

"**Business agility** and **innovation**"

Top
challenge

"**Interoperability** between different cloud vendors"

Resources: 451 Research ; 451 Research; Forrester

Oracle meets you where you are with a distributed cloud strategy

Multicloud

Our products work with your other providers, including Oracle Database Service for Azure, Oracle Interconnect for Azure, and Oracle MySQL HeatWave on AWS

Hybrid cloud

We bring cloud services to you, including Oracle Exadata Cloud@Customer, Oracle Roving Edge Infrastructure, Compute Cloud@Customer, OCI Observability and Management, and Oracle Database

Public cloud

Access cloud services in 45 global locations including Commercial, US Government, UK Government,
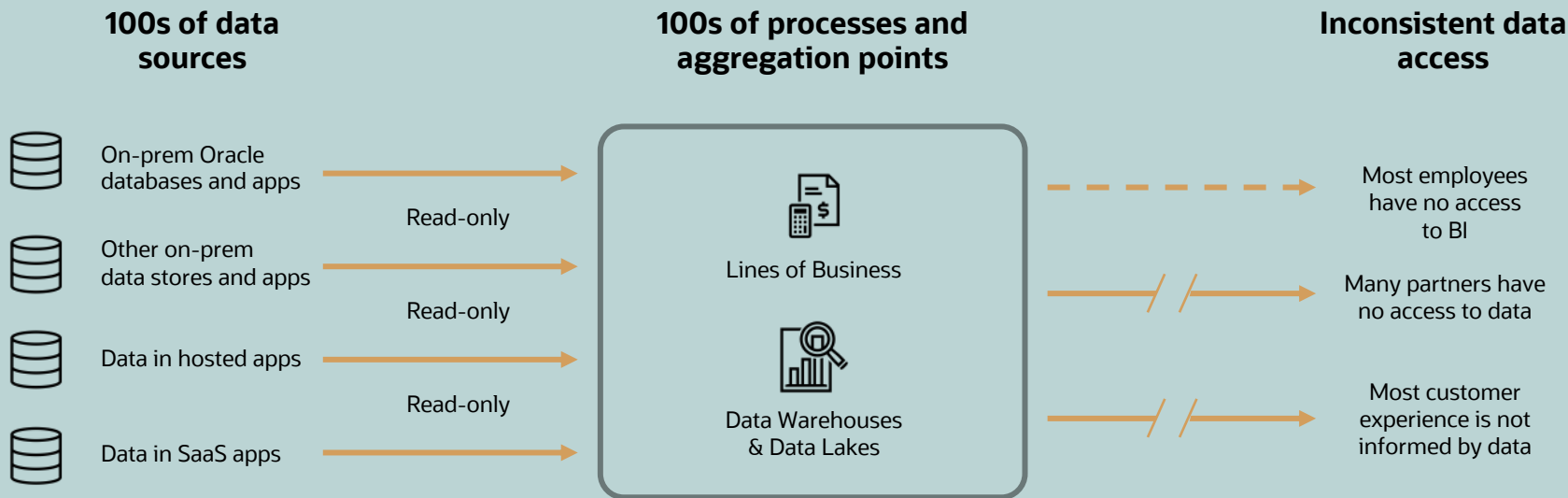US National Security Regions, and European Sovereign

Dedicated cloud

We build a cloud just for you, with all 100+ OCI services running in customer data centers, including OCI Dedicated Region and Oracle Alloy

ORACLE

"The journey to get more from our data is still unsolved"

Complex data environments severely limit productive data use

100s of data sources

100s of processes and aggregation points

Inconsistent data access

On-prem Oracle databases and apps

Read-only

Other on-prem data stores and apps

Read-only

Data in hosted apps

Read-only

Data in SaaS apps

Lines of Business

Data Warehouses & Data Lakes

Most employees have no access to BI

Many partners have no access to data

Most customer experience is not informed by data

Oracle can get more out of your data wherever it is or needs to go

Consolidate AND stream data sources

Automated processes and streamlined aggregation points

Better data access for employees and customers

Consolidate data *into a single cloud data platform*

Stream data *from wherever it is, and write it back*

Read

Write-back

Write–to

Lines of Business

Data Warehouses & Data Lakes

Self-service analytics *for employees and embedded analytics for partners*

Low code and mobile applications *for all*

Data APIs *for all*

Data Transformation enabled by Oracle

Past

Business Intelligence

How is the business operating?

- Look at data
- Timestamped
- Charts and graphs
- Empowered few

Few Empowered

Today

Intelligent Business

Building Differentiated Customer Experiences

- Interaction, manipulation
- Real time
- Apps
- Mobile

Empowering All

Helping customers access data better and make analytics available to all

FedEx

STREAM, INTEGRATE, AND ANALYZE: Integrate across any system to improve processes and data access

- Used OCI Integration, Digital Assistant and Analytics to **connect** dozens of Oracle and third-party systems

- **Automated** hundreds of processes to make data usable for **3,000+ employees**

AON

EMPOWER WITH DATA: Automated creation of thousands of sales dashboards

- Created a single view of clients and prospects by **consolidating 16 acquisition-driven data sources,** on Autonomous Database, Analytics Cloud, and Oracle CX

experian

MODERN DATA PLATFORM: Standardized data lakes across the company with low global pricing

- Standardized call center analytics, financial analytics, and credit ratings to OCI

- **Reduced costs** and **increased performance by 60%**, improved competitiveness outside the U.S

SIEMENS

LOW CODE DATA APP: Integrated Oracle + 3rd party data into an app in only two weeks

- Used low code and data in SAP, SharePoint, and Oracle Database to build a project management system

- **Reduced costs by up to 90%** over on-premises

"Innovation is more critical than ever"

Create new products and start new businesses faster

Build
in hours, not weeks

Deploy a new application, dashboard, or data product to your customers fast

> " With Oracle APEX, we dramatically improved our ability to develop new apps and reporting to help our manufacturing business react faster to the market and to our customers. "
>
> **Novatech**

Launch
in days, not months

Introduce a new product or grow globally by standing up a new integration, storefront, or finance system rapidly

> " We can spin up a new business **in just** a few weeks, all without switching to a different platform. That's the beauty of Oracle Cloud. "
>
> **XEROX**

Analyze
massive data volumes

Apply analytics at scale to hundreds of data streams to gain insights

> " We have **3 million** students a month on our platform, and every user who accesses estuda.com has to see their assessment report in **real time**. "
>
> **Estuda.com**

Gain
supercomputing power

Build and test complex products, run massive simulations, and train billion parameter machine learning models without building the infrastructure

> " With the scalability and computing power of OCI and NVIDIA technology, we are training a neural network to use every software application, website, and API in existence "
>
> **ADEPT**

Run faster, leverage IP for undifferentiated tasks

Oracle @ Oracle
Our Journey to the Cloud

Oracle runs analytics business using Oracle Analytics Cloud and Autonomous Database

"Our internal reporting platform, CP360, was to help democratize data for over 250 diverse in a secure, self-service environment. Our cost operate the system is 30% to 40% lower as a r of using Autonomous Database."

Jyothi Kiran Gurram
Director of Software Development, Oracle

Oracle @ Oracle
Our Journey to the Cloud

Oracle Unity taps Autonomous Data Warehouse for real-time view of customer data

"We migrated to Oracle Autonomous Database from Hadoop, significantly improving performance and security and reducing costs. We manage several hundred terabytes of customer data with no dedicated administrators, so we can focus on delivering sophisticated data pipelines driving advanced analytics and intelligence."

Sharath Rajasekar
Vice President Unity Data Platform, Oracle

Oracle @ Oracle
Our Journey to the Cloud

Business

Using when Custom custom

Behind many analysis done on The plat provide

Result

Today O running migrated

✓ Zer
✓ Qu
✓ Failu
✓ 90+

Produ

Oracle Au

Oracle Integration runs over 13,500 Autonomous Database instances

"Today we deploy over 13,500 databases managing over 650 terabytes of data and we don't need a single dedicated database administrator. I sleep better at night knowing I don't have to worry about the database my service depends on."

Yogesh Kumar
Senior Director of Software Development, Oracle

Business Challenge:

Oracle Integration provides prebuilt connectivity to SaaS and on-premises applications, run-ready process automation templates, and a visual application builder for web and mobile application development. It helps developers and cloud architects to connect both SaaS and on-premises applications to address issues that one application alone cannot handle.

Oracle Integration use to rely on Database Cloud Service which required the development team to manage and operate all their databases themselves. They wanted to eliminate that work, the additional headcount required, and the management headache that it entailed.

Results:

Today Oracle Integration uses over 10,000 unique database instances, manages over 470 terabytes of data, and in a recent quarter processed over 17 billion messages.

✓ **Zero dedicated administration resources**
✓ **13,500+** database instances, **655 terabytes**
✓ **Auto-scaling** enabled for customers who need it

Products:

Oracle Autonomous Data Warehouse

Oracle @ Oracle
Our Journey to the Cloud

ORACLE
CUSTOMER VISIT CENTER

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Products:

Oracle Autonomous Data Warehouse

Oracle runs best on Oracle

Oracle Database runs best on OCI

UNIQUE CAPABILITIES ONLY AVAILABLE ON ORACLE CLOUD INFRASTRUCTURE

Self-driving

Fastest performance

High availability

Complete Protection

Oracle Autonomous Database

Oracle Exadata

Oracle Real Application Clusters (RAC)

Converged database built for innovation

Oracle Database Zero Data Loss Autonomous Recovery Service
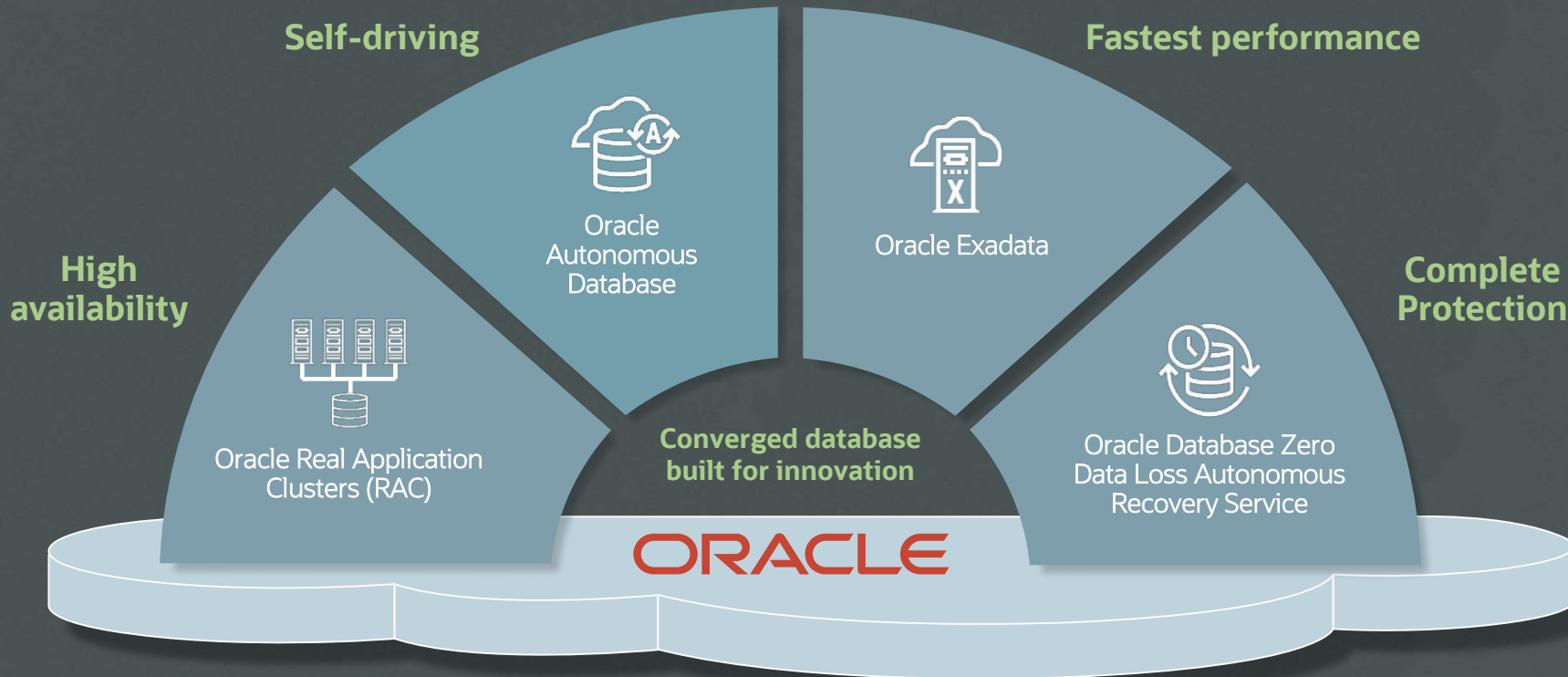
ORACLE

The best place for Oracle Apps Unlimited, Industry Apps, and Oracle DB Apps

Unique Database **Capabilities**

Automate, protect, and make your database perform with Oracle-only capabilities like RAC, Exadata, and Autonomous

Scale
and **save**

with unique *flexible* Compute, Storage, and Networking

Oracle Cloud Lift experts, included with your **Universal Credit** contract

Expert Support

Planning

Design

Migration

Go-live

Faster migration
and simpler management

with unique, no-cost tools like E-Business Suite, PeopleSoft, and Siebel Cloud Managers, as well as JD Edwards One-Click provisioning

License Flexibility
BYOL for Apps and Database

Run Oracle Apps Unlimited and Oracle Industry Apps on OCI at no additional cost

Get up to **33%** of your OCI spend to lower your support bill with **Support Rewards**

Helping customers run Oracle in the cloud

ORACLE E-BUSINESS SUITE:
Lowered TCO for global inventory management and improved demand forecasting

- **Achieved 70% increase in performance and cut total cost of ownership in half**

- Moving part of E-Business Suite to OCI to manage 240,000 parts and accessories. Now able to run inventory forecasts daily instead of monthly

ORACLE PEOPLESOFT:
Improved performance by 40% and eliminated capacity issues during peak hours

- Enabled the company to close its books faster and ensure full compliance with financial reporting regulations

- **Increased the number of users by more than 40% with no impact on performance** by moving to Exadata Database Service

ORACLE JD EDWARDS:
Large multi-brand pizza operator now has a single business view of 2,600 stores

- Implemented Oracle Cloud EPM and upgraded its Oracle JD Edwards system on OCI

- Obtained a single source of truth for accounting, financial planning and budgeting, financial consolidation and close, cost management, and reporting across 2,600 stores and franchises in 36 countries

ORACLE INDUSTRY APPS:
Largest US music retailer handled huge swings in demand

- Moved its core systems, including order management, warehouse management, demand forecasting, enterprise resource planning, and its ecommerce platform to OCI and Exadata Database Service

- **Improved performance by 30%, saved $1.5M in 2022, and reduced cost per transaction by 1.5%**

Oracle Database@Azure

Migrate, Modernize, and Innovate with the best of both worlds

Customers want choices

98%

of companies use
two or more clouds

Leaders rely on Oracle Exadata

10 of top **10** **Banking**

10 of top **10** **Communications**

10 of top **10** **Food & Drug**

9 of top **10** **Automotive**

9 of top **10** **Healthcare**

8 of top **10** **Retail**

But migration has been challenging

31%

of enterprise workloads
are in the cloud today

Microsoft + Oracle: partnering to make multicloud amazing

2019

Oracle Interconnect for Microsoft Azure

Improving multi-cloud connectivity

2022

Oracle Database Service for Azure

Oracle managed service built on Interconnect

2023

The Future Begins Today
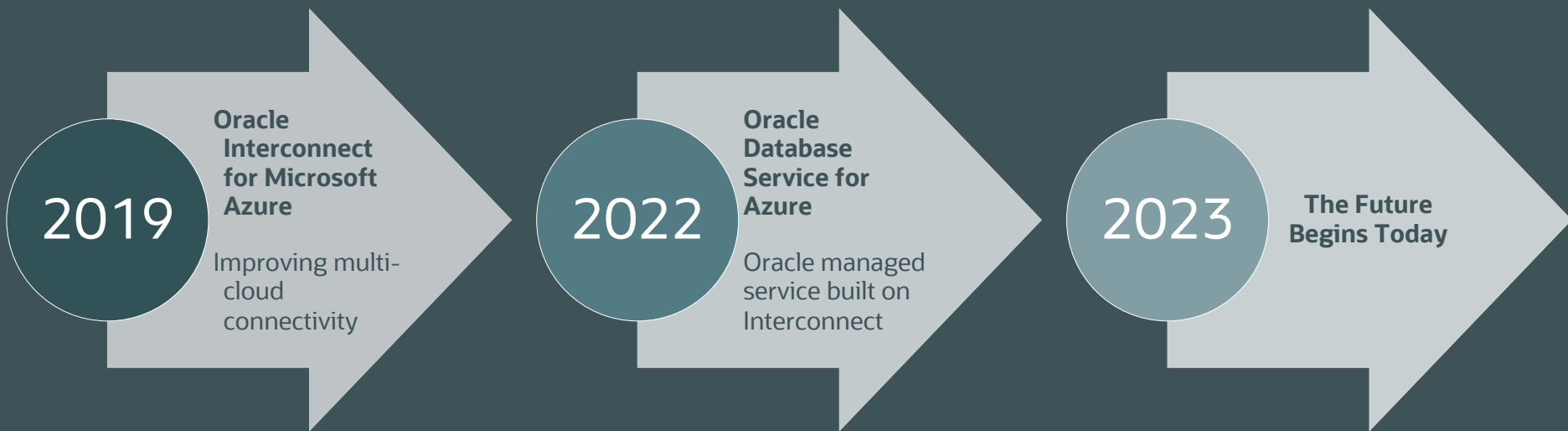
Customers want the best of both worlds

ORACLE CLOUD
Infrastructure

**Oracle Database, Exadata,
and Autonomous Database**
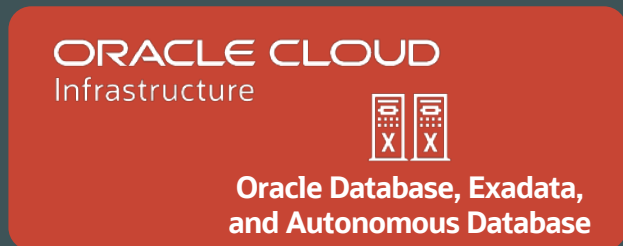
The #1 in database
performance, scalability, reliability

+

Microsoft
Azure

Trusted and comprehensive cloud

What if you could run applications with Oracle Database inside Azure?

Trusted data management

Fully automated

Fastest performance

Highest availability

Autonomous Database

Exadata

Greatest versatility

Real Application Clusters (RAC)

Converged database built for innovation

Built-in Security
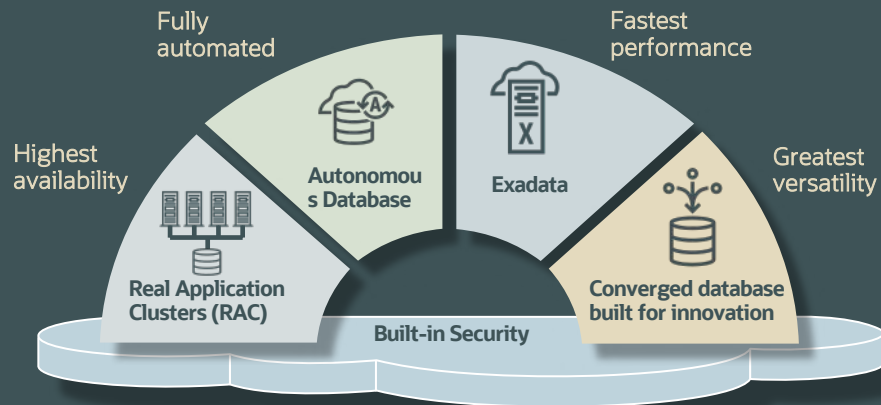
ORACLE CLOUD Infrastructure

Trusted application services

Virtual Machines   Kubernetes Service

App Services   DevOps

Entra ID   Synapse Analytics

Microsoft Azure

Oracle database services on OCI in Azure
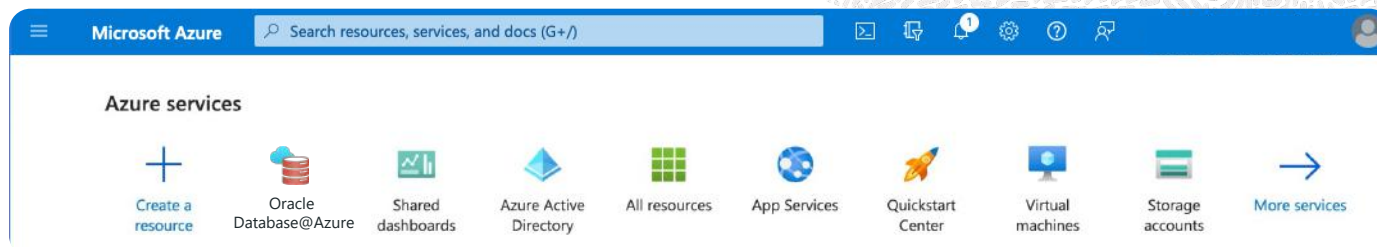
Run your workloads where you choose

- Combine Azure services with Oracle Exadata Database Service and Autonomous Database running on OCI, colocated in Microsoft Azure datacenters

- Experience the highest levels of Oracle Database performance, scale, security, and availability

Migrate, Modernize and Innovate

- Migrate with proven tools and services like Oracle Zero Downtime Migration

- Benefit from managed databases

- Use familiar application development tools and frameworks

- Build and run cloud native apps with access to data in Oracle Database

Simplify operations and purchasing

- Use new or existing Azure commitments

- Leverage existing Azure and Oracle Database skills

- Receive collaborative support

- Get Oracle Support Awards

Simplify purchasing

Leverage your Microsoft Azure Consumption Commitment (MACC)

Use Azure commitments for Oracle Database@Azure

Leverage your Oracle investments

Use Oracle Database BYOL, ULA, or purchase license-included database services

Get rewards to reduce your Oracle tech license support

Get $0.25 to $0.33 for every dollar you spend on Oracle Database@Azure to reduce your Oracle tech license support bill

Customer reception

PEPSICO

"As one of the largest food and beverage companies in the world, the ability to run our mission-critical systems and associated data in the cloud with Oracle Database@Azure gives us a scaled strategic advantage across our global operations."

Magesh Bagavathi, SVP and global CTO PepsiCo.

VOYA FINANCIAL

"...cloud partnerships have the potential to help the entire industry maintain better security, compliance and performance, helping to accelerate the development of new technology products, solutions and services that enhance customer experience and help achieve better financial outcomes."

Santhosh Keshavan, EVP and CIO Voya Financial, Inc.

vodafone

"We are looking to our technology partners to support Vodafone's strategic focus on customers, simplicity, and growth across Europe and Africa. This new offering from Oracle and Microsoft does that by enabling us to deliver innovative and differentiated digital services faster and more cost-effectively to our customers."

Scott Petty, CTO Vodafone

Where do you want to start today?

Economic headwinds: Top line impact, more with less (Consolidation)

Business of IT: Never more complicated (Integration, advanced analytics)

Customers: Who are your best customers? (Data products)

Employee Experience: Unprecedented competition for talent (Digital Experiences, right data for everyone)

Thank you