

Journey to Cloud

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Oracle Corporation

Scale

- \$37B in revenue in FY16 *
- 420,000 customers in 145 countries
- \$46B in R&D since 2004
- Approximately 120 acquisitions for over \$70B since 2005
- More than 25,000 partners
- More than 135,000 employees
- 16,000 customer support specialists, speaking 29 languages
- 18,000 implementation consultants
- 3.1 million students supported annually in 110 countries

Innovation

- #1 in Worldwide SaaS Enterprise Applications Revenue by Vendor for 1,000+ Business User Customer Segments, 2015
- #2 software company in the world
- #17 of 100 Top Global Brands, Interbrand 2016
- More than 17,000 patents worldwide
- 40,000 developers and engineers
- 2.5 million registered members of the Oracle Technology Network Community
- Over 365 independent user communities representing more than 935,000 members



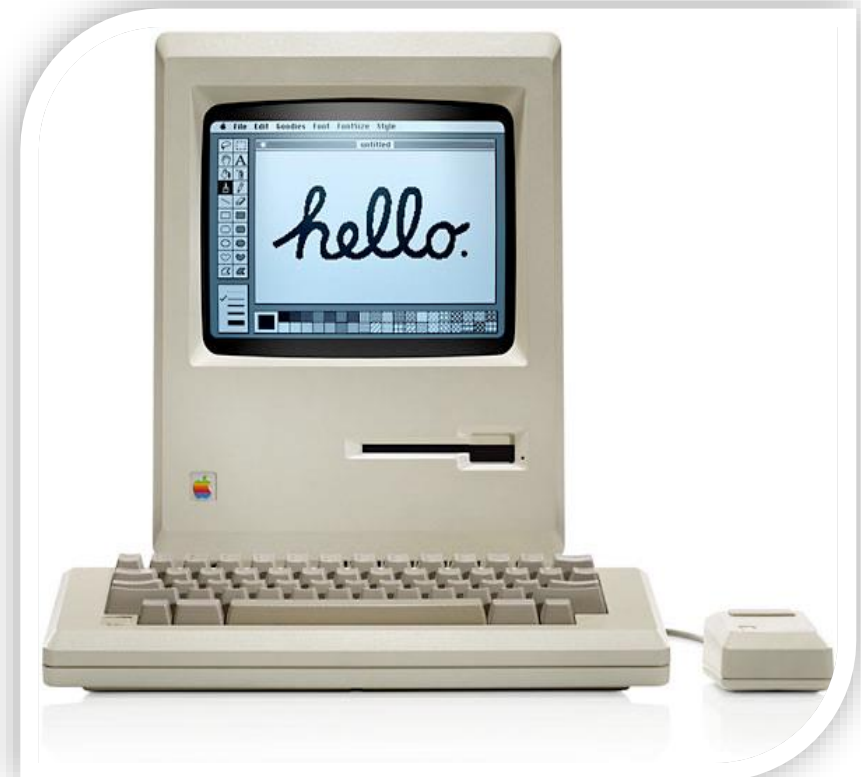
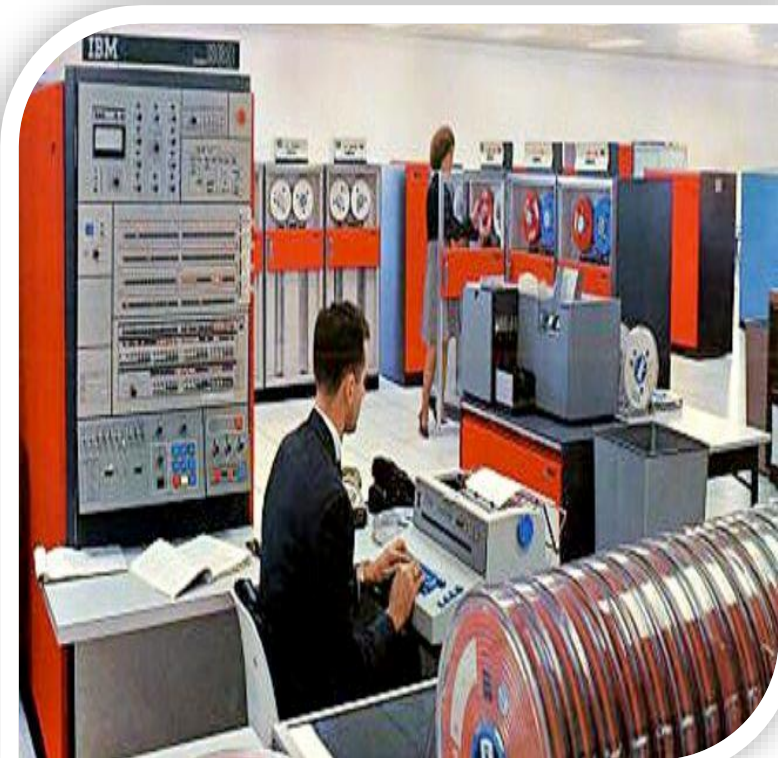
* GAAP revenue reported in USD as of May 31, 2016

Oracle's Strategy



Complete.
Open.
Integrated.
Best in Class.

Cloud Transformation Is Just Getting Started



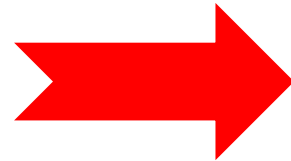
Cloud Transformation Is Just Getting Started



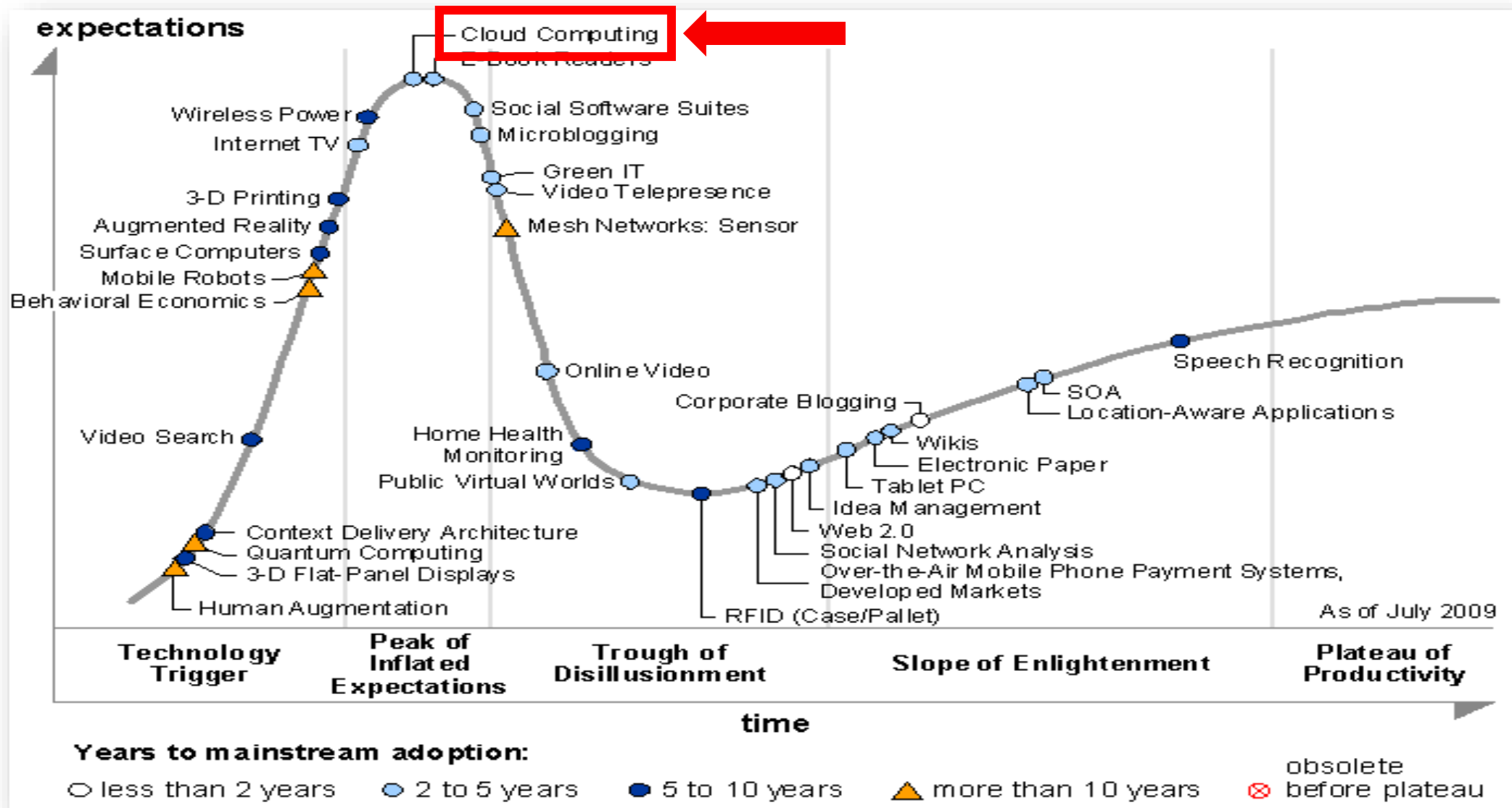
Cloud Transformation Is Just Getting Started

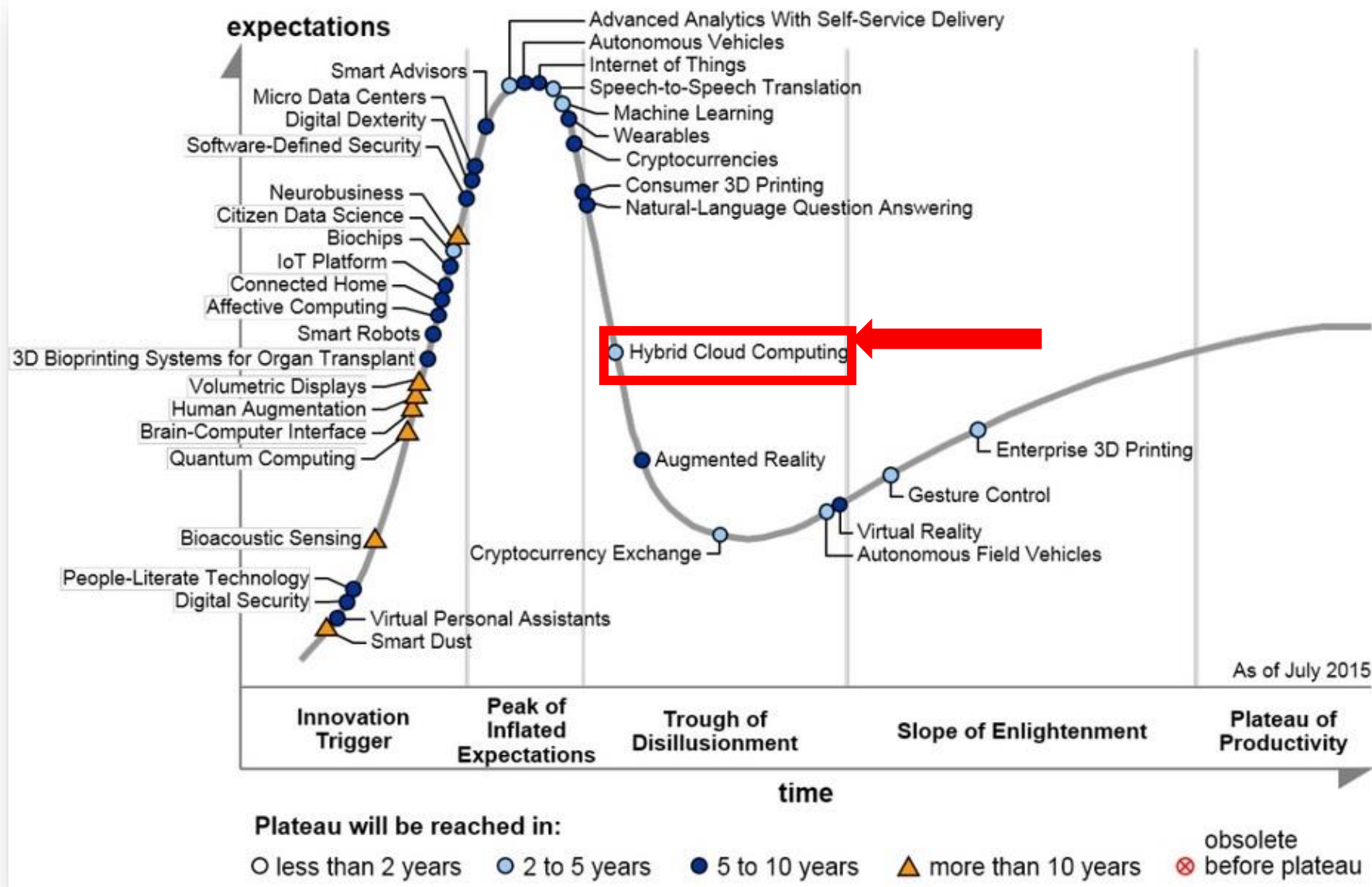


Cloud Transformation Is Just Getting Started



[illegible]







What exactly is a Cloud?

Definition of “Cloud Service”

Cloud services are **self-contained** units of **functionality** or IT **capability** offered through cloud computing to its consumers. Cloud service offerings range from **managed units** of **computing** infrastructure (such as storage) through **platforms** (database, web containers, etc.) all the way to complete **software** solutions (e.g. finance, HR, etc)

- Cloud Services are NOT
 - SOA Services
 - Web Services
 - Helpdesk Services
 - ...

NIST Definition of Cloud Computing

Cloud computing is a model for enabling convenient, **on-demand** network access to a **shared pool** of configurable computing resources (e.g., networks, servers, storage, applications, and services) that can be **rapidly provisioned** and released with **minimal management effort** or service provider interaction.

5 Essential Characteristics

- On-demand self-service
- Resource pooling
- Rapid elasticity
- Measured service
- Pay as you go
- Broad network access

3 Service Models

- SaaS
- PaaS
- IaaS

3 Deployment Models

- Public Cloud
- Private Cloud
- Hybrid Cloud

Cloud Service Models

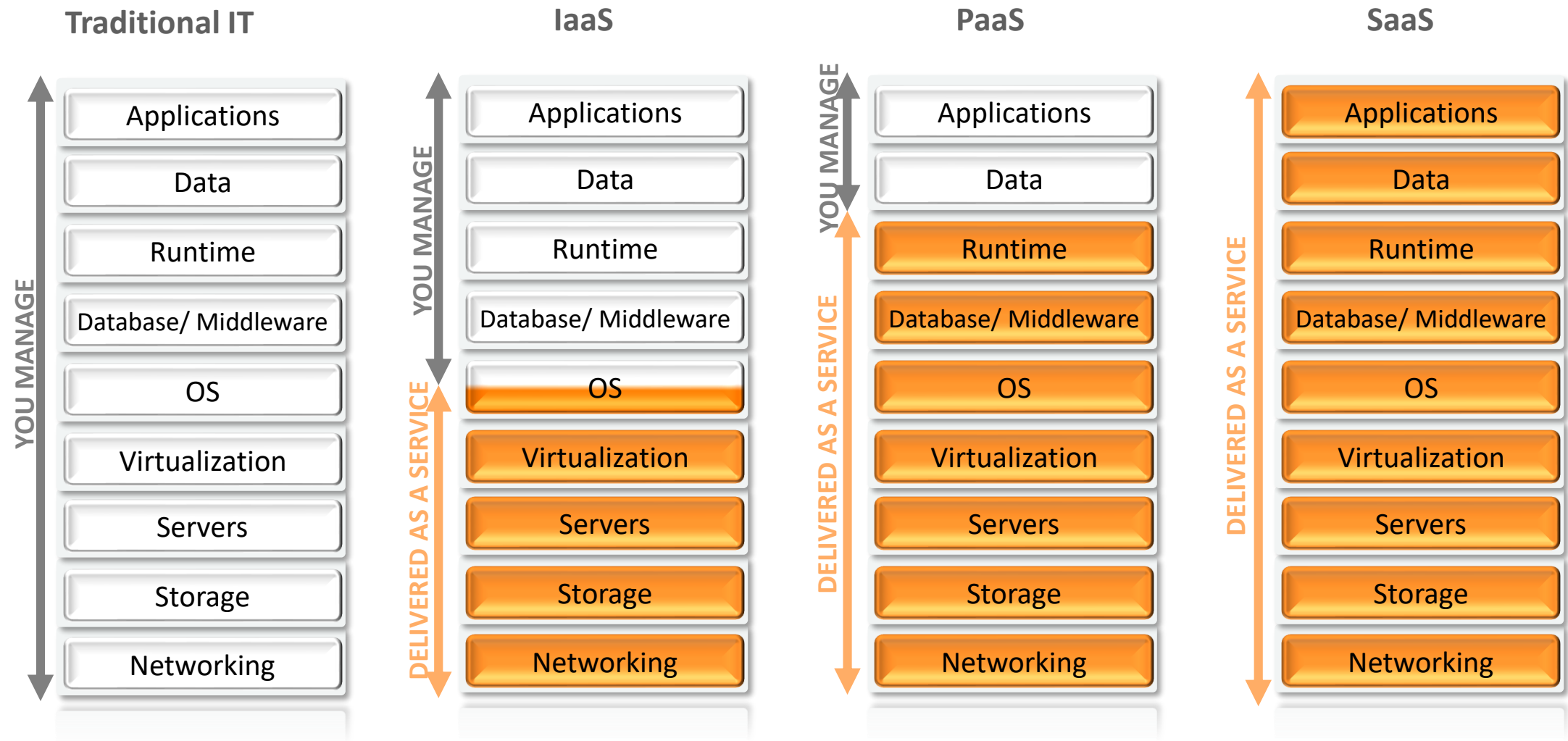


Software-as-a-Service

Platform-as-a-Service

Infrastructure-as-a-Service

Definition of “as-a-Service”



Key Drivers

Agility

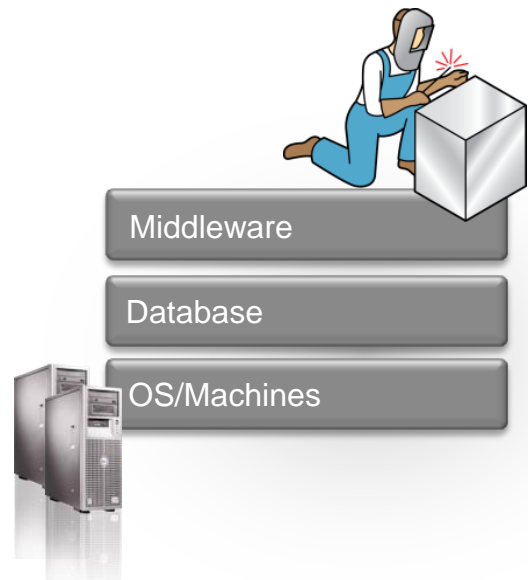
Cost

Elasticity

Lower the
Barrier to Entry

Traditional Vs Cloud Deployment

Traditional App Deployment (Admin driven)



Specify and procure hardware

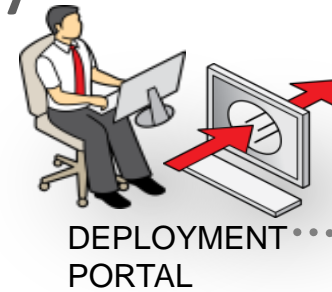
Configure hardware

Deploy hardware

Deploy middleware and database

Deploy app and configure settings

Add hardware and reconfigure stack as demand grows



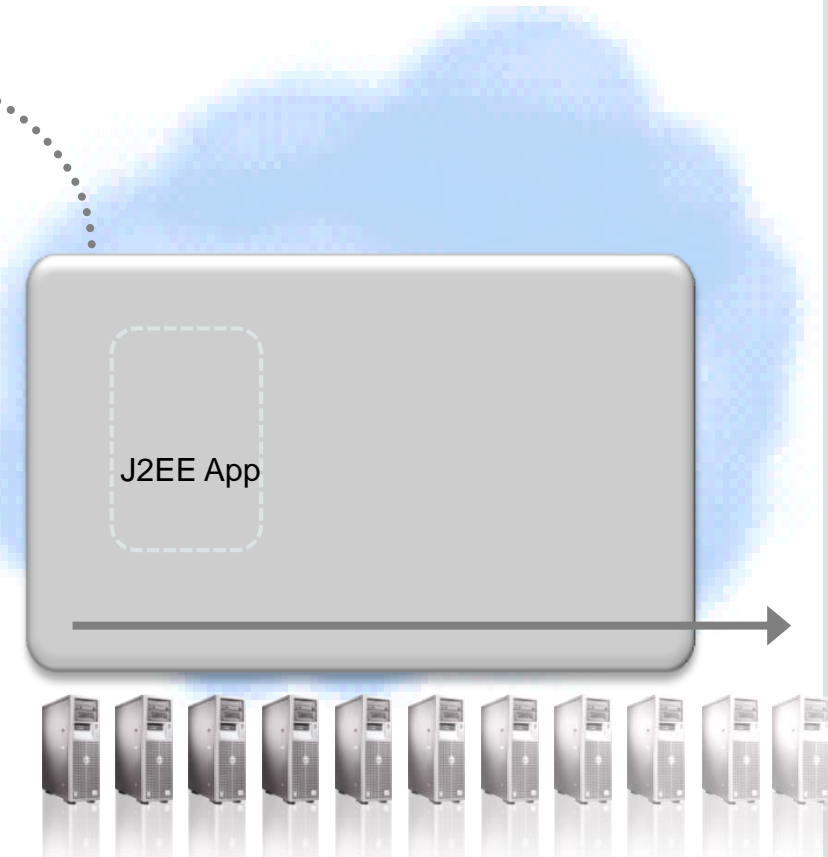
Platform-as-a-Service Deployment (User driven)

Request App Deployment via Cloud

Adjust capacity as demand changes

Retire app when not needed

User unaware of underlying infrastructure



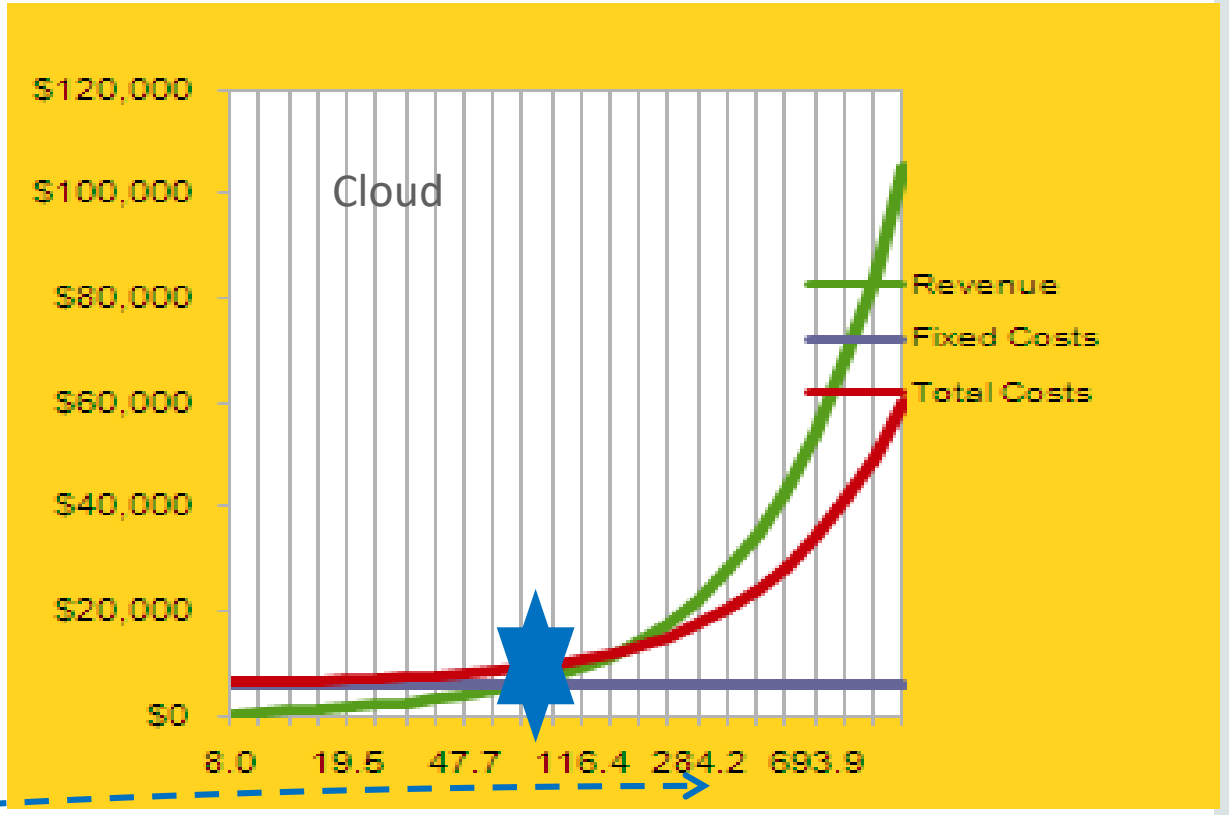
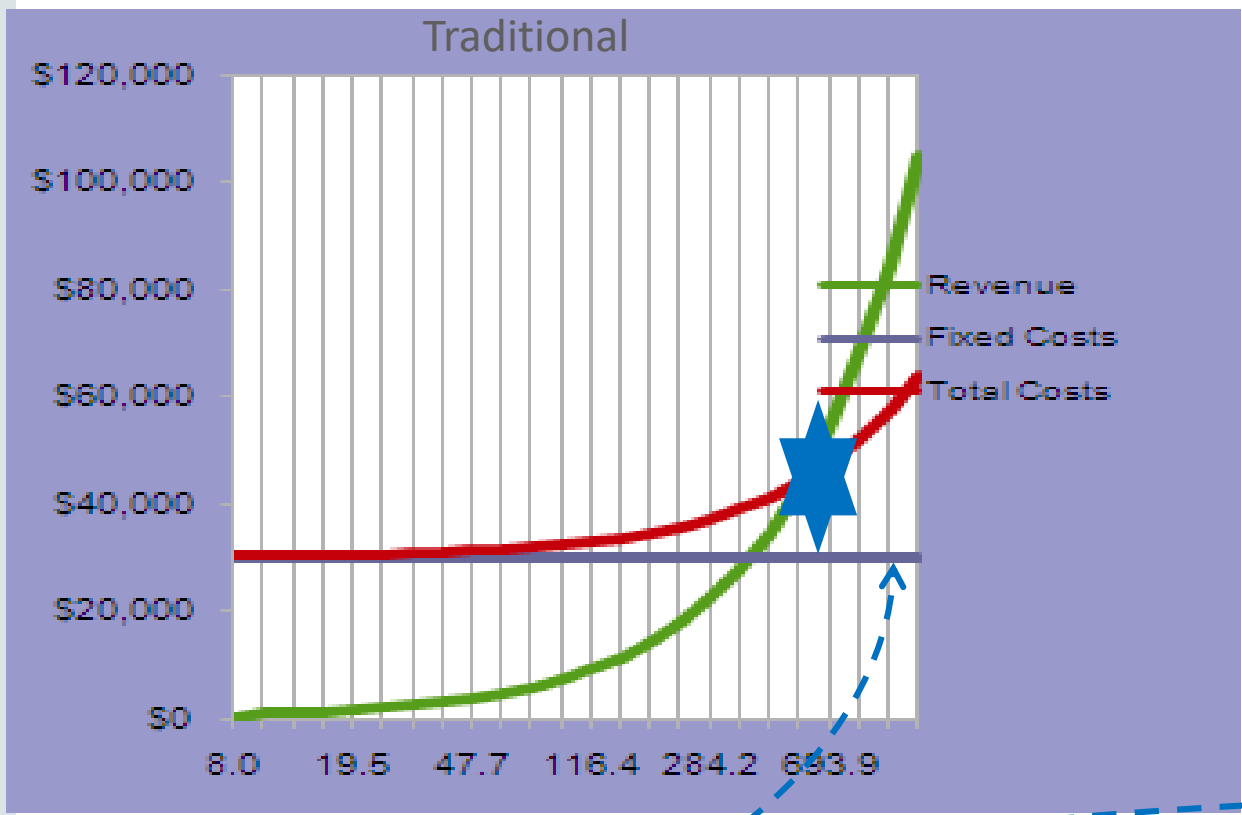
Self-Service Provisioning

New Career Paths: Cloud

- DevOps
- DevSecOps
- Cloud Auditor
- Jobs@Cloud Service Providers



Cost Structure



Use Cases



Test/Dev

Disaster Recovery

Virtual Data Center

Workload Distribution

Oracle Public Cloud: **Mission**

Enable customers

- To run any type of workload in the cloud
- To run Oracle workloads in the most optimized way



Oracle Cloud Platform (cloud.oracle.com)

Software as a Service (SaaS)



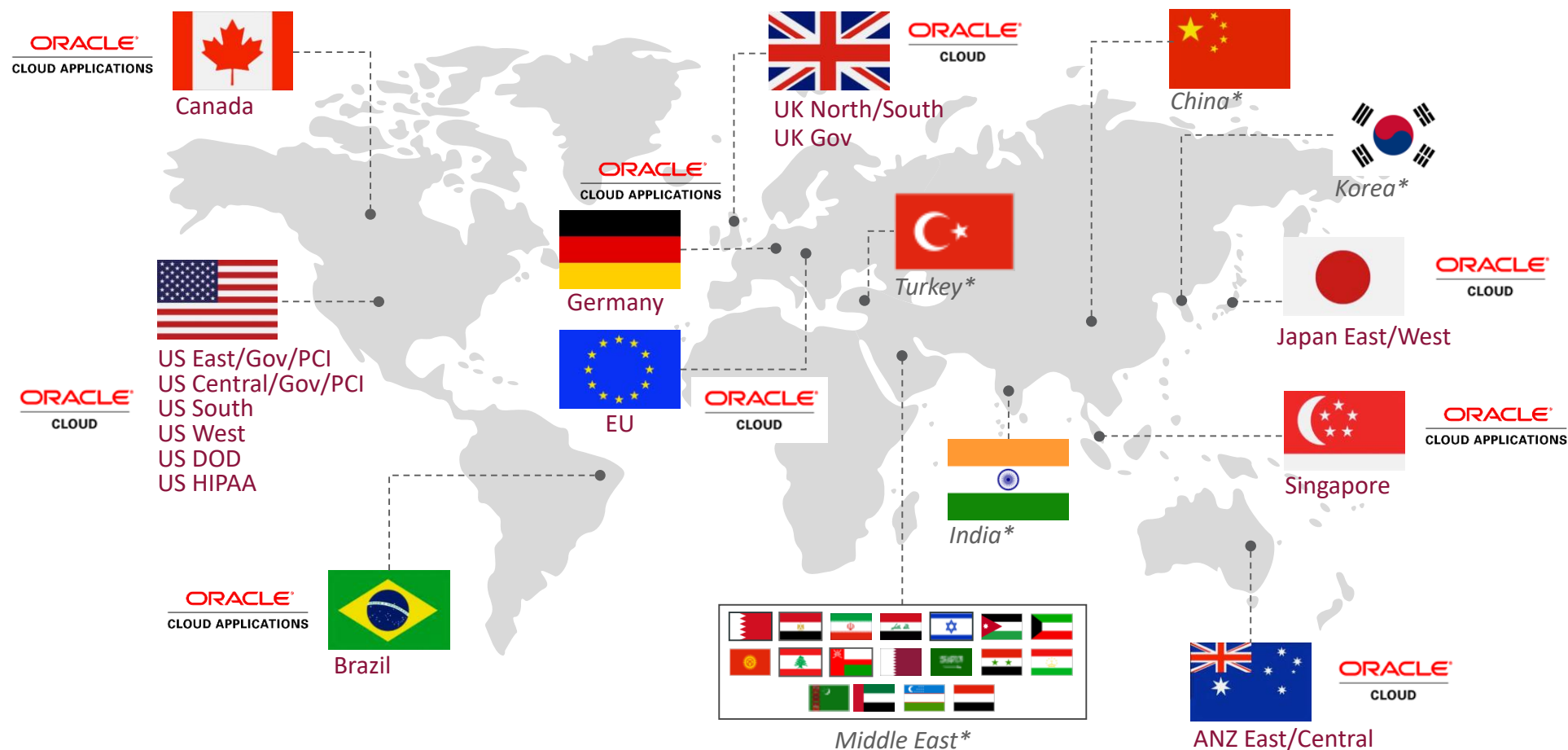
Platform as a Service (PaaS)



Infrastructure as a Service (IaaS)



Pervasive: 27 Oracle Cloud Datacenter Regions



**Italics – planned regions* | Not all services are available in every region | NetSuite regions: US West, US East, EU, UK North, UK South, Canada

Summary

- The cloud transformation is just getting started.
- Cloud – Not a new technology, but a **new model** (Business & IT)
- **Tremendous** benefits, but requires change! – exceptional cases-
- Enables you to build **enterprise-grade** private and public Clouds
- **Cost effective, agile and easy to adopt** solution
- Create **amazing** value for the customers

Focus on what matters most

(Don't assemble information, take advantage of it)

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