ORACLE CLOUD Infrastructure

8 questions to ask your cloud provider

Enable your business for digital transformation

Become a transformation leader

Today more than ever, organizations understand the importance of digital transformation in cultivating innovation and growth, while meeting customer needs and business goals. With the power of cloud, businesses are redefining how they connect with customers, partners, and employees to generate new opportunities using digital products and services. The right cloud provider makes it possible to respond and scale quickly to changes, increase resiliency, reduce costs, and deploy anywhere—with a multicloud or hybrid environment strategy.

Every organization has its own transformation strategy, and each segment of that transformation requires a full range of services to support the many routes to cloud.

> *Digital transformation* includes organization-wide changes that trigger innovation through the implementation of cloud services. This requires a new approach to creating, selling, and delivering products and services—such as personalized customer engagement.
>
> *Data transformation* enhances analysis to create meaningful improvements in performance—as measured by increased earnings by companies, efficiencies by the public sector, and impact by nongovernmental organizations. Data transformation is usually some combination of improvements across data infrastructure, data capture, and data analysis.
>
> *Estate modernization* is a large-scale move of on-premises data centers to the cloud, resulting in an organization freed from running the technology infrastructure. This gives rise to a cost-effective, secure, high-performing cloud environment designed to handle any workload at scale.

QUESTIONS

Ask your cloud provider these eight questions to explore their ability and understanding to drive your business's digital transformation.

01 **Which type of application is your cloud built to run?**

02 **What is required to migrate applications to your cloud?**

03 **What services do you offer to better manage cloud-scale data?**

04 **Which options do you offer for a multicloud solution?**

05 **How can your cloud help strengthen security posture, while reducing risk and the cost of security breaches?**

06 **How do you provide visibility or—even better—predict what is driving cloud costs?**

07 **How can you help us build applications faster using less code?**

08 **How does your cloud help organizations strengthen their transformation using business intelligence and analytics?**

QUESTION 01

Which type of application is your cloud built to run?

Select a cloud that supports the applications below, and is easier to use:

- **Enterprise applications, such as ERP, supply chain management and human capital management etc**
- **Technical computing, such as high-performance computing simulations, reporting, and analytics**
- **Web-scale applications, including e-commerce and mobile services**
- **Cloud native applications, such as social networks and video streaming**

Original cloud providers developed their cloud with the intentions of supporting their own business. Most cloud vendors created new markets by producing scale-out solutions for web-scale and cloud native applications, but have had mixed results with enterprise applications. However, Oracle's approach to cloud computing is based on the premise that the cloud should be engineered to support every app, rather than re-engineering applications to work with the cloud.

QUESTION 02

What is required to migrate applications to your cloud?

Applications are often seen as the hardest to move to the public cloud. And most cloud providers require significant modifications of business applications, or a compromise on performance and resiliency. Calculate the cost and time required for full-scale migrations of applications to the cloud, and consider the complexity of such a move.

Rather than rewriting apps, Oracle built its cloud to be adaptive to applications, bringing cloud-scale and consumption models to every app. To deliver this, Oracle focused on building core innovations that overcome the design limitations of existing public cloud providers—building performance and control systems that automate and deliver services at market-leading economics. The result of this innovation is that applications can easily move to the cloud as-is, migrating entire environments in weeks, not months.

Oracle has architected the entire cloud platform to meet customers where they are now, enabling them to focus investments on building new value, and not just moving workloads.

QUESTION 03

What services do you offer to better manage cloud-scale data?

As cloud adoption increases, IT operating expenses also rise due to the complexity in managing operating systems and databases of a cloud-scale. When databases are not fully maintained and tuned, problems can arise that represent material risks to the business, such as interruptions or delays in data handling that interfere with transactions—which can slow down decision making. The single largest inhibitor to ideal database configuration is the number of specialists that handle the tuning, problem determination and correction, and routine operations (including software patches and system maintenance).

Oracle redesigned what it means to manage cloud services. The outcome is the new standard in cloud that automates the delivery of infrastructure for all applications with built-in autonomous services into Oracle Cloud Infrastructure (OCI) :

- Oracle Autonomous Linux, **which automates the process of patching and optimizing Linux environments, including updating systems without interruption or downtime.**
- Oracle Autonomous Database, **which uses machine learning to automate database tuning, security, backups, updates, and other routine management tasks traditionally performed by DBAs. Unlike a conventional database, Oracle's Autonomous Database performs all these tasks and more without human intervention, eliminating manual labor and human errors.**

QUESTION 04

Which options do you offer for a multicloud solution?

A multicloud strategy brings the capability to distribute workloads between various computing infrastructures. This approach means competitive advantages for organizations across industries, including cost savings, reduced barriers to innovation, stronger disaster mitigation, and business continuity planning.

Oracle offers a comprehensive set of multicloud solutions in the form of specialized deployments, database services, extensive monitoring capabilities, and strategic partnerships.

- **The OCI and Microsoft Azure Interconnect partnership provides customers with a simple migration path to a multicloud environment.**
- **Customers gain complete native support for VMware, and fast multicloud services with FastConnect.**

QUESTION 05

How can your cloud help strengthen security posture, while reducing risk and the cost of security breaches?

As organizations continue to migrate applications, data, and workloads to the cloud, there is an increased requirement to address cloud security risks and misconfigured public cloud services.

Strengthen security posture and reduce risk with security-first design principles that center on providing built-in security controls. Oracle believes that security should be always-on, protecting data, and building trust. The reason that customers fall victim to breaches is not because they lack security tools, but because security is complex and often added to workloads after they start to scale, rather than designed in. Oracle has focused on simplifying this experience to ensure that security is provided without the need of deploying overlapping tools and making separate decisions. Automated security reduces complexity, prevents human error, and lowers cost with automated patching. With Oracle, customers can keep their business protected using always-on encryption and continuous monitoring of user behavior.

QUESTION 06

How do you provide visibility or—even better—predict what is driving cloud costs?

Cloud providers' pricing models can be confusing and designed to "tax" customers for moving data off their cloud with high data egress pricing. They significantly overprice outbound network bandwidth to make working with multicloud prohibitively expensive. Additionally, there is a significant markup on services needed for enterprise applications, such as high IOPs storage services, resulting in customers subsidizing cloud native startup costs.

Insist on consistently lower and more predictable costs. OCI is priced to provide value for the common needs of customers running net-new and existing applications. Oracle charges a flat fee for interconnecting with data centers or non-OCI cloud environments. Oracle outbound bandwidth costs are 80%[1] lower than Amazon Web Services (AWS), and Oracle charges up to 98%[1] less for database storage and other high I/O workloads compared to AWS.

In fact, OCI offers many key capabilities that enable resilience, observability, and security at no extra cost. Not only is Oracle able to deliver consistently lower and more predictable costs, but we are the only provider to deliver all of this with availability, performance, and management SLAs that are financially backed.

> Try the OCI cloud price estimator.

1. www.oracle.com/cloud/economics/

QUESTION 07

How can you help us build applications faster using less code?

Organizations that rely on software to create solutions make significant investments in new technology. The right design, tools, and language are just a few of the elements that can determine the profitability and sustainability of software solutions. Each selection may impact the iron triangle of time, cost, and resources.

Traditional application development practices are often too slow. Ensure that the cloud provider's approach to application development supports open software, the latest technologies, and development of ML-driven apps. Oracle APEX Application Development (APEX Service) offers a fully managed, low-code application development platform for building and deploying, data-driven applications in Oracle Cloud. Business users and application developers can create scalable, secure, and responsive applications for desktop and mobile devices 38X faster than coding.

Oracle contributes to open source communities, and supports high performance Python applications with Oracle Database. The Oracle MySQL Database Service lets developers quickly develop and deploy cloud native applications using the world's most popular open source database.

It's the only MySQL cloud service with an integrated in-memory query accelerator—HeatWave—that enables customers to run analytics directly against their operational databases.

QUESTION 08

How does your cloud help organizations strengthen their transformation using business intelligence and analytics?

Analytics is no longer a reporting and data visualization tool, it's a strategic platform that enables decision-making at all levels. During times of transformation—either with planned digital transformation initiatives, or adapting to a pandemic—having reliable analytics that can understand progress, evaluate options, and quickly make the right fact-based decisions is key.

Organizations require stable, resilient, and secure access to information always, with analytics solutions that withstand the pivots and scalability demands of cloud transformation initiatives. Users must be able to explore data self-sufficiently and understand the output of machine learning (ML) models by using familiar terminology. That is what Oracle Analytics delivers: empowering all employees to access relevant data; identify patterns and relationships for evaluating outcomes; and make decisions quickly. Unlike alternatives, Oracle Analytics powers the entire analytics workflow with data sources across on-premises, multicloud, and hybrid environments, across structured and unstructured repositories, and across a multitude of applications. Furthermore, Oracle Database supports multiple data types and data models (e.g., spatial, graph, JSON, XML), algorithms (e.g., machine learning, graph, and statistical functions) and workload types (e.g., operational and analytical).

Oracle Analytics is a complete solution, from connecting to a data source, transforming and preparing the data, modeling the data, and interacting with ML models—to exploring results and sharing them with others through traditional dashboards and visualizations, a mobile app, or natural language searches or narratives.

Why OCI?

OCI is built from the ground up to be a better cloud for every application. By rethinking core engineering and systems design for cloud computing, that accelerate migrations, deliver better reliability and performance for all applications, and offer the complete services customers needed to build innovative cloud applications.

Oracle helps organizations seamlessly move from on-premises to the cloud as well as from other cloud providers to OCI. Oracle Cloud Lift Services gives new and existing Oracle customers expanded access to technical tools and cloud engineering resources to quickly migrate workloads at no additional cost.

Leveraging improved automation and built-in security to mitigate threats, OCI supports superior migration and economics, and delivers a reliable and high-performance platform. With industry-leading scalability and availability, OCI offers integrated governance and control, and reliability backed by end-to-end SLAs. With access to technologies including artificial intelligence (AI), machine learning (ML), cognitive computing, and edge computing, customers can leverage the latest tools and resources to accelerate insights and discover new ways to innovate.

Let one of our cloud experts answer all your questions.

Explore how OCI can help you get more value from data, scale and be more secure.

View the resources

See how customers are innovating with OCI.

Take a look

Build, test, and deploy applications on OCI.

Start for free

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