ORACLE

OCI

Oracle Cloud Infrastructure for the Modern Enterprise

Topics Covered

OCI for the modern enterprise

Oracle Cloud Infrastructure (OCI) is a comprehensive platform of public cloud services that enables customers to build and run a wide range of applications in a scalable, secure, highly available, and high-performance environment. By revolutionizing core engineering and systems designed for cloud computing, OCI enables customers to not only solve problems they have with existing clouds, but also modernize their infrastructure.

OCI is a public cloud that's architected to run enterprise applications, and serves numerous global brands including 7-Eleven, Mazda, and Cisco. The platform also includes tools and services for constructing new cloud native, open source, and mobile applications, all on a unified networking fabric. Oracle also offers dedicated resources and Cloud Lift Services to migrate existing applications to the cloud without rearchitecture. With OCI, customers get the versatility and governance required by enterprise IT, while achieving a level of performance that often exceeds on-premises and third-party cloud environments. In fact, according to a recent study, OCI Compute instances offer 3X better price-performance than other cloud providers. OCI offers a comprehensive, flexible, and unique set of multicloud solutions to meet organizational needs. The resulting benefits include flexible deployment and consumption options, extensive monitoring capabilities, strategic partnerships such as the Oracle Cloud and Microsoft Azure Interconnect, and exclusive data management services like Autonomous Database and Exadata.

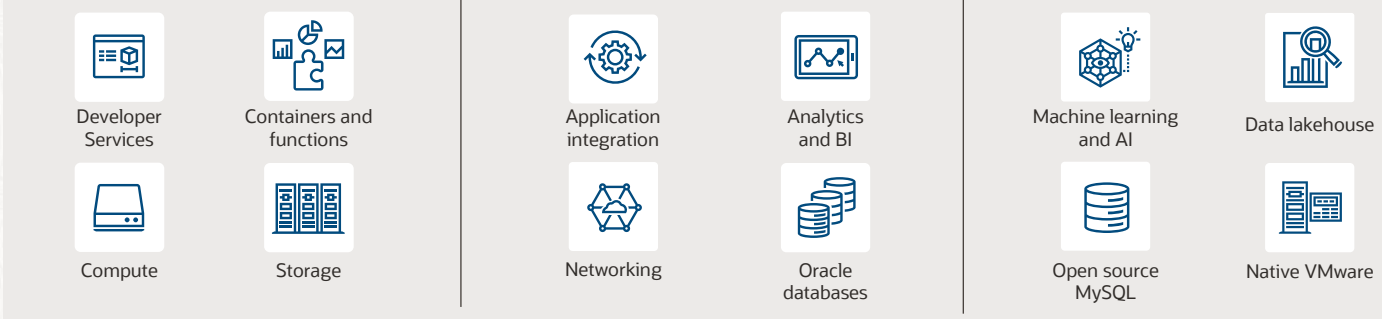
mazda

Read the story

Mazda cuts costs 50% and boosts performance 70% with Oracle Cloud Infrastructure

"We migrated a global inventory management system that tracks thousands of automotive repair parts and accessories from an on-premises system to Oracle Cloud Infrastructure. We already achieved a 70% increase in performance and cut our 5-year total cost of ownership in half."

Masahiko Tamura
General Manager, Supply Chain Systems Department, Mazda Motor Corporation



Why customers choose OCI overview

Easier to migrate critical enterprise workloads

Many applications are difficult to move to the cloud as the architecture of most hyperscale cloud providers was built on a virtual machine model with shared networks and shared server architectures. OCI was designed with off-box virtualization, custom security chips, non-blocking networks, L2 network virtualization, RDMA cluster networking, and flex infrastructure to help organizations address their enterprise application needs.

Everything you need to move and extend applications

Customers can move applications without re-architecture, optimize workloads leading to reduced manual work, and extend functionality with new interfaces and APIs. Oracle's approach to service design makes development resilient, reliable, and scalable with cloud native and DevOps capabilities, OCI platform services for integration and databases, and a robust ecosystem of development services partners.

Built-in security

In most public clouds, applications are built, and then as they become larger and more functional, security is added on the application. With OCI, security was designed into the core experience, so it was built into the cloud platform from the start and comes included free of charge.

Autonomous services that secure, tune, and scale your apps

Oracle applies automation and additional workload-specific optimization with the Autonomous Database across key database use cases including data warehousing, transaction processing, and document databases. Oracle also fully automates the operating system with Autonomous Linux, which automatically performs patches and updates while the system is running, ensuring 99.995% availability.

Superior price-performance

OCI offers uniform pricing across all regions for consistent and predictable billing. Compared to AWS, OCI charges 74% less for private network connectivity, delivers >3x better price-performance for compute, and provides similar performance for HPC, but is 44% less expensive. OCI services are backed with the most comprehensive SLAs for availability, manageability, and performance of your cloud environment.

Support for multicloud and hybrid cloud strategies

OCI is designed to support a wide range of deployment options for customers, including the ability to run an entire OCI region dedicated to a single customer from within their datacenter with Cloud@Customer. Customers can also move on-premises environments to the public cloud. Lastly, OCI also offers a comprehensive set of multicloud solutions.

FedEx mazda 7-ELEVEN

INTEGRA LIMIT UNCERTAINTY ZOOM TOYOTA

Analyst perspectives on OCI

"Oracle's IaaS remains **a differentiated play, offering tangible benefits in performance and openness as well as costs that typically undercut those of competitors by more than half**, according to Oracle's established customer claims. Customers such as Mazda and Zoom have used Oracle Cloud Infrastructure for enterprise and heterogeneous/custom workloads. If this trend continues, Oracle will establish broader mindshare among cloud customers for these types of applications."

"Oracle Cloud Infrastructure, through its offerings across regions globally, **proves to be a credible choice for enterprises** to place their enterprise and heterogeneous workloads strategically across cloud, core, and edge locations."

IDC

Heterogenous Workloads Require a Comprehensive Portfolio of Infrastructure and Platform Services

Read the report

OMDIA

Why all clouds are not the same

Read the report

"In the latest Omdia comparative research project on cloud services providers (Ovum Decision Matrix: Selecting a Cloud Services Provider, 2019–20), Oracle was classified as a leader. This is not a coincidence but is linked to **its cloud computing offerings now becoming used for the most critical workloads**."

"While many of the leading cloud providers have developed some form of solution for hybrid cloud, they do not offer all cloud services in this format. Oracle, with its Dedicated Region, **provides all its public cloud services at a customer's premises** and provides them on a consumption-based commitment."

AllianceData

Read the story

Alliance Data saves $1M running PeopleSoft, Hyperion, and more on OCI

Realizing it was no longer strategic to maintain their own hardware, Alliance Data migrated PeopleSoft, Hyperion, OBIEE, and Exadata to OCI. Performance increased by 30-50% and there were no business interruptions within the 5-month transition period.

Modernize your applications with OCI

Move

Move applications without re-architecture

Gain higher performance, improve availability, and shift from CapEx to OpEx.

Optimize

Incrementally refactor applications

Increase agility with containers and automate your application lifecycle with DevOps Service.

Extend

Extend your applications

Improve user experience with new interfaces, expand application use with new APIs, and increase value with integrations to other applications.

Zoom selects Oracle Cloud Infrastructure to host its core online meeting service

"We recently experienced the most significant growth our business has ever seen, requiring massive increases in our service capacity. We explored multiple platforms, and Oracle Cloud Infrastructure was instrumental in helping us quickly scale our capacity and meet the needs of our new users."

Eric S. Yuan
CEO, Zoom

zoom

Read the story

Start getting cloud benefits without application changes

1 **Easily lift & shift** with Oracle Cloud Lift Services and automated migration and provisioning tools. Use Oracle's paid offerings including Oracle Consulting and Advanced Support.

2 **Improve performance** with Oracle Exadata Cloud Service, and Database RAC. With Oracle Bare Metal Servers, dedicated servers provide maximum performance, isolation, and control.

3 **Lower costs** with Flex Infrastructure by precisely provisioning compute resources. Achieve significant savings in networking costs with low data egress charges.

4 **Explore comprehensive cloud choices** including Dedicated Region, Exadata Cloud@Customer, and Oracle Cloud VMware Solution.

OCI supports all workloads

Migrate on-premises Oracle applications to OCI

Migrating your Oracle applications to OCI—including E-Business Suite, JD Edwards, PeopleSoft, Siebel, and Hyperion— lowers your TCO, increases your agility, and improves your productivity. OCI's unique migration, provisioning, and management tools facilitate rapid deployment while maintaining key customizations and integrations.

Migrate VMware workloads to OCI

Oracle Cloud VMware Solution provides a customer managed, native VMware-based cloud environment, installed within a customer's tenancy. It offers complete control using familiar VMware tools. Move or extend VMware-based workloads to the cloud without rearchitecting applications or retooling operations.

Migrate custom applications to OCI

OCI allows engineers to build or migrate custom applications with minimal rearchitecture or reintegration and delivers higher performance at a lower cost than deployments running on-premises or on competitor clouds. OCI includes all the core infrastructure options to meet key application needs, including industry-leading data management products, support for Docker containers, orchestration via Kubernetes, and API management. With OCI, customers improve performance and reduce the TCO of custom applications.

Migrate cloud native applications to OCI

Quickly develop and deploy modern applications. Get started with cloud native and DevOps services designed for developer productivity — from containerized web applications and in-memory stores to enterprise applications using Oracle Database, MySQL, streaming data, and infrastructure as code. Use DevOps Service to easily deploy and manage software delivery for the entire development lifecycle.

Move and modernize ISV applications to OCI

OCI enables ISVs of all sizes to deploy their applications on a public cloud in order to improve security, boost application performance, and accelerate customer experience. ISVs gain the ability to scale with customer demand without having to purchase additional hardware while achieving superior price-performance backed by comprehensive SLAs.

OCI offers complete support for multicloud and hybrid cloud strategies

Oracle Public Regions

Hyperscale cloud regions in 37+ worldwide locations

Dedicated Regions

All OCI services, running in customer data centers

OCI-Azure Interconnect

Low latency, secure connection for running workloads across OCI and Azure

Exadata Cloud@Customer

Cloud autonomous databases, running in your data center

Roving Edge Infrastructure

OCI compute and storage for remote, disconnected scenarios

Digital modernization path to optimize enterprise IT

At Oracle we believe in a holistic approach to digital modernization. In order to effectively optimize your enterprise IT, it's important to consider every layer of the technology stack. Optimizing your applications, infrastructure, and platforms through the use of cloud computing is best done with Oracle – the only vendor with comprehensive capabilities for IaaS, PaaS, packaged applications, and SaaS.

Effective digital modernization

Modernization at every layer of your business

Infrastructure services for Kubernetes, serverless, flexible virtual machines, and more

Platform capabilities such as conversational interfaces, blockchain, and low code tools

Digital modernization success factors

Application modernization with cloud native technologies

Modernized infrastructure and software development practices

Platforms and business processes based in the cloud

Pathway to modernization

Complete cloud capabilities

Performance guarantees

Hybrid cloud advantage

Migration and value programs

Better security

Lower cost

Benefits of running applications on OCI

Lower TCO than on-premises and competing clouds

Superior performance backed by SLAs

Unique capabilities to enhance availability, security, and control

Automate migration and provisioning

Deploy in just **hours**

No single point of failure

Migrate in **weeks**

Premier support through **2031** for Oracle packaged applications

See why customers choose Oracle Support Rewards

experian

"We work with Oracle for many of our core systems on-premises. Oracle Support Rewards makes it much easier for us to choose Oracle for the future of these systems. Working together will allow us to further enhance our data processing and analytics capabilities in the cloud."

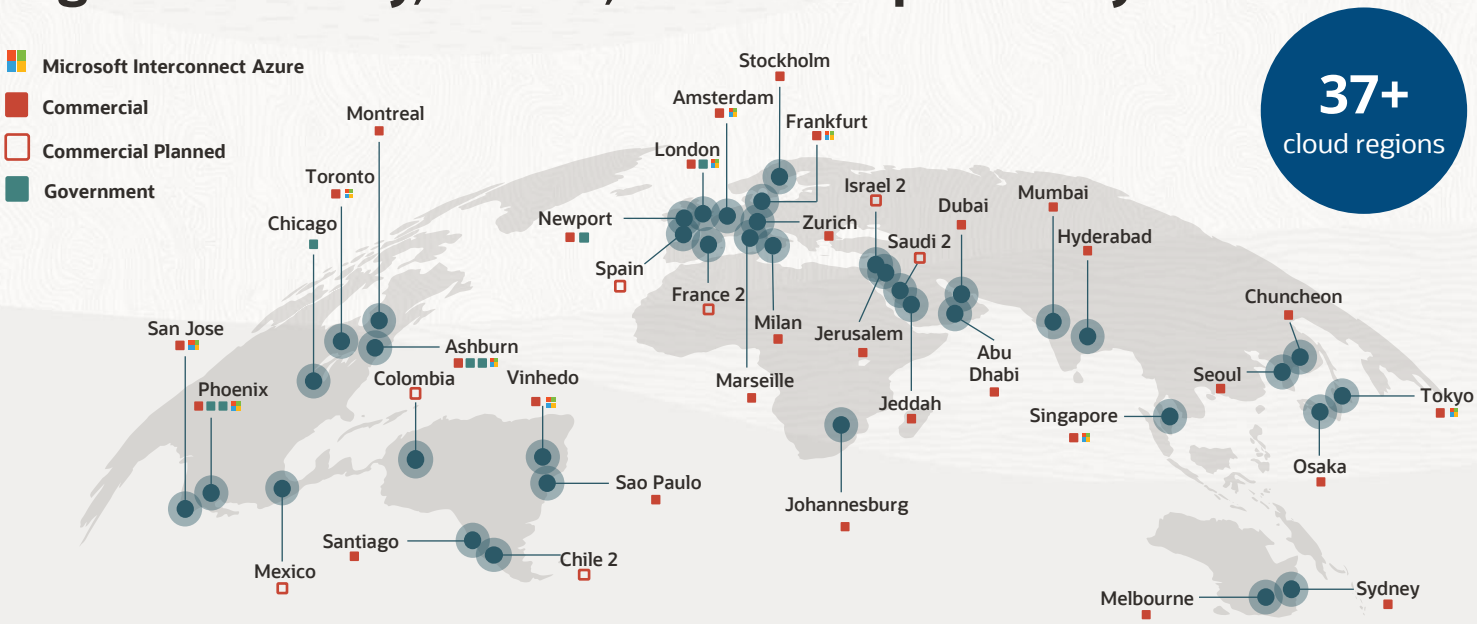
Mervyn Lally
Global Chief Enterprise Architect, Experian

Cognizant

"For more than 20 years, Cognizant has partnered with Oracle to help our joint customers. Not only are we an Oracle partner, but also an Oracle customer. The new Oracle Support Rewards program gives us and our clients additional strong incentives to move workloads to OCI."

Anil Cheriyan
Executive Vice President, Strategy and Technology, Cognizant

Oracle hybrid and multicloud solutions offer location, high availability, choice, and interoperability



OCI public cloud regions

Oracle Cloud Infrastructure is available globally from 37+ cloud regions, with 44 planned by the end of 2022. Customers are running their businesses on our public cloud regions with higher performance, savings from globally consistent low pricing, higher disaster protection from multiple distributed regions in many countries, and greater data sovereignty.

Oracle Cloud VMware Solution

Oracle Cloud VMware Solution (OCVS) provides a customer managed, native VMware-based cloud environment, installed within a customer's tenancy. OCVS enables customers to migrate workloads without rearchitecting applications. Customers gain scalability, maintain existing tools, processes, and policies, and retain control of their VMware environments.

Oracle Exadata Cloud@Customer

Oracle Exadata Cloud@Customer delivers high-performance Exadata Cloud Service capabilities directly to a customer's data center. The service helps address requirements for strict data sovereignty and security by retaining data securely on-premises while shifting operational management to an OCI-managed cloud service.

Oracle Cloud Observability and Management Platform

Oracle Cloud Observability and Management Platform provides visibility and actionable insights to ease management across all layers of the stack deployed on any technology, anywhere. The platform minimizes risk, ensures proper and thorough governance of data across various clouds, and reduces management complexity across clouds.

Oracle Multicloud Solutions

Oracle's multicloud solutions enable customers to optimize their cloud infrastructure capabilities, environments, performance, security, and spending. OCI not only supports robust multicloud solutions, but it also enables simpler management while minimizing integration complications and security risks.

Oracle Cloud and Microsoft Azure Interconnect

Oracle Cloud and Microsoft Azure Interconnect allows customers to migrate to the cloud or to build new applications that leverage the best features of OCI and Azure. With this solution, customers can quickly deploy applications across OCI and Azure, and develop cloud native applications in both cloud environments. Most importantly, customers can migrate on-premises applications to the cloud while preserving architectures, optimizations, and interoperability.

Oracle FastConnect

Oracle FastConnect allows customers to connect directly to their OCI virtual cloud network via dedicated, private, high-bandwidth connections. Based on the amount of data, customers can then choose an appropriate port speed and pay a consistent, low price each month. Oracle Cloud's hybrid and edge offerings address customer requirements for specialized deployment, disconnected and intermittently connected operation, low latency and high performance, as well as data locality and security.

Oracle Dedicated Region Cloud@Customer

Oracle Dedicated Region is a fully managed cloud region that brings all of our cloud services into customers' data centers in a self-contained model. Customers get the exact same architecture, billing models, operations, security, and services as in the public regions of OCI.

Automated, always-on, architected security

Oracle takes a layered approach with security to provide powerful data protection against a wide array of risks and threats. At the center lies your data, which is secure by design through our zero-trust architecture. This helps you decide how infrastructure, users, devices, and applications interact with that data. With a continuous assessment of risk and trust, Oracle provides comprehensive security. And because our security solutions cover your infrastructure with full-stack protection, you can grow your business with confidence that whatever happens next, your Oracle security solutions will detect threats, remediate errors and anomalies, and always protect your data from attacks.

Automated
Patching

With Oracle Autonomous Linux and OS Management in Oracle Cloud Infrastructure, OS security patches are automatically applied. This helps reduce complexity and human error, while delivering increased cost savings, security, and availability. No human interaction is needed, helping improve IT staff productivity, security, and availability.

Automate provisioning, scaling, and monitoring and deliver 30 to 50% TCO savings over five years compared to other on-premises and cloud platforms.

Always-on
Encryption

Oracle Cloud Infrastructure uses a ubiquitous encryption program to encrypt all data, in all places, at all times. For customer tenant data, it uses encryption both at-rest and in-transit.

In fact, our Block Volumes and Object Storage services enable at-rest data encryption by default using the Advanced Encryption Standard (AES) algorithm with 256-bit encryption. In-transit data is kept secure using Transport Layer Security (TLS) 1.2 or later.

Customers also benefit from a tiered defense strategy and highly secure operations that extend from the physical hardware layer in Oracle data centers to the web layer. Many of the protections and controls available in Oracle Cloud also work with third-party clouds and on-premises solutions to help keep modern enterprise workloads and data secure—wherever they're hosted.

Architected-in
Customer isolation

Oracle Cloud Infrastructure is built around our security-first principles. Its architecture helps reduce risk from advanced threats and isolates tenant data to ensure data privacy and security.

This means customers benefit from:

- *Isolated network virtualization that reduces the risk of hypervisor-based attacks*
- *Customer tenancy isolation that limits the risk of threat proliferation*
- *Hardware-based root of trust that ensures each server is provisioned with clean firmware*
- *Network segmentation that isolates services to ensure access is controlled, monitored, and driven by strict policies*

Leverage OCI's autonomous services

Oracle Cloud is the only cloud vendor that natively supports crucial elements of Oracle Database functionality, such as Oracle Real Application Clustering (RAC), Exadata, and deep DBA controls.

Self-driving

Automate Database provisioning, tuning, and scaling: Autonomous Database on OCI provisions highly available databases, configures, and tunes for specific workloads, and scales compute resources when needed, all done automatically.

Self-securing

Automate data protection and security: Protect sensitive and regulated data automatically, patch your database for security vulnerabilities, and prevent unauthorized access – all with Oracle Autonomous Database.

Self-repairing

Automate failure detection, failover, and repair: Detect and protect from system failures and user errors automatically and provide failover to standby databases with zero data loss.

Service Level Agreement guarantees

Oracle is the only major cloud provider to back its cloud offering with service level agreements (SLAs) for availability, manageability, and performance. Oracle guarantees that its cloud resources are available for mission-critical enterprise applications as well as for processor-intensive workloads such as engineering simulations, financial modeling, AI, and high-performance computing.

Availability: Your critical workloads are in continual operation with Oracle's commitments to uptime and connectivity, and high-availability compute, block volume, object storage, and FastConnect services.

Manageability: Oracle is the first cloud vendor to provide manageability SLAs, ensuring you can manage, monitor, and modify your resources as you see fit.

Performance: It's not enough for IaaS resources to be accessible, they should consistently perform the way your organization requires. Oracle is the first cloud vendor to guarantee performance, so you can rely on your infrastructure for enterprise applications.

FedEx®

Bold back-office changes deliver continued market leadership for FedEx

FedEx standardized 200+ global operations using 40+ Oracle applications and virtually deployed 9 new instances of Oracle Cloud ERP. Now, 3,000+ employees use Oracle Cloud Analytics to make data-driven decisions and for access to AI, machine learning, and service automation.

Read the story

7-ELEVEN®

7-Eleven moves E-Business Suite to OCI, increases performance 30x

This iconic global convenience store chain consolidated production and disaster recovery for Oracle E-Business Suite and other applications on OCI. 7-Eleven reduced their platform TCO by 30% and improved application performance.

Read the story

Oracle Value Programs

How it works

Oracle Support Rewards is a unique program that provides technology license customers with savings of $0.25 for every dollar spent on Oracle Cloud Infrastructure or $0.33 for ULA customers. When you choose to use OCI, your company will accrue rewards for usage and those rewards can be used to pay for your next Technology License Support bill. Customers can reduce their license support bills to zero as they accelerate their OCI usage.

As an example, if you are an E-Business Suite customer on-premises, you can bring your EBS license into Oracle Cloud at no additional cost. You can also bring your Oracle Database license and pay a lower rate on Database usage. With your new UC order, you can get white glove service from Oracle Cloud Lift Services to help you design and migrate your EBS, as well as train your staff at no additional cost. As you start to consume OCI resources, you will earn rewards at $0.25 or $0.33 to the dollar to reduce your Database support cost. In sum, modernization starts with minimal migration costs, lower running costs, and lower support costs.

Use OCI. Earn rewards.

Reduce your bill by

25¢

for every $1 spent on OCI.

Extended Oracle Cloud benefits

When you migrate your workloads to Oracle Cloud Infrastructure, you realize the benefits of the cloud without needing to rearchitect first. Lower your total cost of ownership, improve agility and performance, and let us support easier upgrades, while you innovate.

Consistent low global pricing

- Simple unit pricing
- Uniform rates globally
- Pay only for the resources consumed
- No hidden costs

Learn more

Automated migration support

- Automated tools enable seamless migration
- Virtually no downtime during migration
- Maintain control and gain better efficiency of databases during migration
- Both database and application migration tools/solutions available

Learn more

Flexible Universal Credits

- Pay in advance
- Use any OCI service, in any region
- Debit monthly based off actual usage
- Predictable billing

Learn more

Bring Your Own License (BYOL) capabilities

- Use current on-premises Oracle licenses to run workloads in the cloud
- Keep Oracle Support via your existing on-premises support contract
- Accelerate journey from on-premises to the cloud
- Protect existing license investments

Learn more

Oracle Cloud Lift Services

- Expanded access to technical tools and cloud engineering resources for migration
- Move workloads in weeks or days instead of months
- Remove technical barriers of migration
- No additional cost

Learn more

Oracle Support Rewards

- Earn $0.25-$0.33 in rewards for every $1 spent on OCI
- Apply rewards to reduce technology support bill
- Available for Tech License Support and Universal Credit orders/renewals
- Can combine with other support programs

Learn more

Modern cloud economics enablers of Oracle Cloud Infrastructure (OCI)

Maximizing value when applied in concert and across multiple workloads

11 principles of modern cloud economics	Key OCI enablers	
1 Right-size on modern technology stack	• Simplified Operating Environments and Shapes (Compute, Storage, Exadata) • Network Fabric with 1M+ ports and Cluster Network implementation on it	Technology
2 Optimize usage continuously	• Cloud Advisor • Auto-scaling, preemptible instances and smart, granular service billing	
3 Avoid bolting-on high availability, regulatory, and security measures	• Off-box Network Virtualization and Compartment segmentation • 'Core to Edge' defense-in-depth security mechanisms	
4 Minimize frictions to ensure migration velocity	• Migration Factory Tooling	Operational
5 Exploit infrastructure evolution as a catalyst for innovation	• Modular Core Platform Services	
6 Select machine-power over manpower for enterprise-grade service assurance	• Autonomous Services and Smart Security Services • Integrated Observability and Manageability platform for all telemetry	
7 Delink data and network linear usage from cost	• Network: (outbound) 70+% lower than other clouds, (inbound) free-of-cost • Database: per-second billing for Autonomous Database	Commercial
8 Avoid service deployment lock-in	• Universal Credits Model	
9 Repurpose on-premises spend to acquire future cloud capabilities	• ULA-to-Cloud • Support Rewards to reduce License Support Spend	
10 Create real-time transparency on usage, costs, and allocation	• Compartments, Tags, Triggers • Unified Billing and Billing Extensions	Value Mgmt.
11 Collaborate cross-functionally to drive decision by business value	• Oracle Insight Program	

The Total Economic Impact of Oracle Cloud Infrastructure

Reduce your TCO with OCI

Read the story

80% saved on network egress costs

25% Increased performance

Rapid scale up to support demand

8x8

Read the story

15x improvement in CPU utilization

60x performance improvement over on-premises

90% cost savings

cisco

Read the story

25x better price-performance

20% cost savings

Leveraged Oracle's bare-metal HPC infrastructure with the lowest latency RDMA networking

Altair

Read the story

40% reduced costs

4x Data footprint

33% less GPU-compute capacity used on OCI vs. AWS

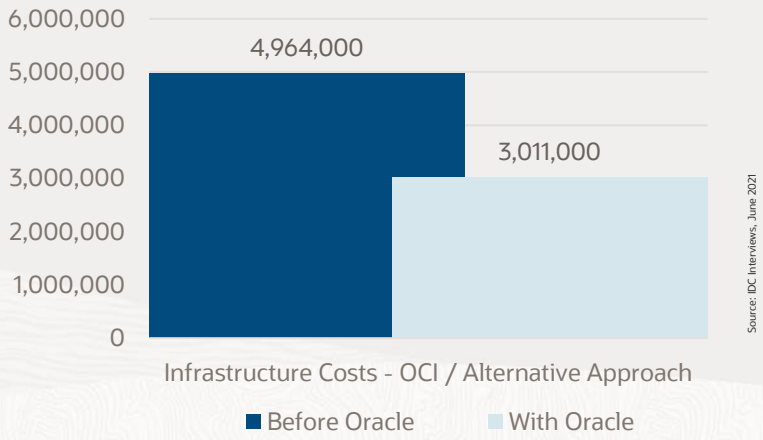
TangoEye

Enhanced price-performance

Flexible compute shapes enable customers to tailor and pay for instances with the exact amount of cores and memory they need, saving over "t-shirt sized" instances. Oracle's block storage and database storage are as much as **95% less** than other cloud providers. We don't charge for outbound bandwidth for up to 10TB per month and beyond that, charge a fraction of other cloud providers. We offer the same everyday low prices in every global region, including our US and UK government regions.

The only price that varies globally is outbound bandwidth, where we add a consistent margin on more expensive network provider costs, yet still offer substantial savings over other cloud providers. Our lower product costs translate into **20-60% lower TCO** across a range of workloads vs. comparable on-premises or AWS infrastructure. Many Oracle Cloud Infrastructure services are metered on a per second basis so that you can scale resources when you need them and only pay precisely for those you consume. Discounted annual commitment pricing is available as well via Oracle's Universal Credits program.

IT Infrastructure Cost Savings, 5 Years



100% price-performance advantage when running Oracle based applications on OCI vs. AWS

55% price-performance advantage when running Microsoft-based applications on OCI vs. AWS

30-40% reduction of running / maintaining costs due to the automation capabilities of OCI vs. AWS

"For organizations that operate globally, the complication that most cloud providers introduce is variable pricing by location. OCI offers consistent global pricing, and its benefits are supported by customers."

- Omdia

OCI Resources

Oracle Cloud Infrastructure

- OCI Overview
- OCI Customer Successes
- Oracle Cloud Lift Services
- Oracle Support Rewards
- Oracle Cloud Economics
- Oracle Cloud vs. AWS

OCI solutions and services

- Migrate Oracle Applications to OCI
- Migrate Custom Applications to OCI
- Migrate ISV Applications to OCI
- Migrate VMware workloads to OCI
- Oracle Cloud Native services
- Oracle multicloud capabilities
- High performance computing on OCI

E-Books and analyst reports

- OCI Powers Cloud-Connected Enterprises
- IDC: Modern Cloud Economics
- IDC: Oracle Cloud Infrastructure for Heterogenous Workloads
- Omdia: Why all clouds are not the same
- 451 Research: Oracle is building a compelling proposition around enterprise cloud

Technical resources

- Architecture Center
- Developer Tools
- Technical Whitepapers
- Cloud Adoption Framework
- Technical Case Studies
- Oracle PartnerNetwork

OCI video series + virtual summits

- Oracle Live
- Built and Deployed on OCI video series
- Oracle Cloud Infrastructure Events
- Oracle Live Labs

Training resources

- Oracle University
- Oracle Cloud Infrastructure Certification Paths
- Oracle Learning Explorer

Ready to get started?

Explore the Cloud Adoption Framework

Try Oracle Cloud Free Tier

Visit the Architecture Center

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