

ORACLE

Oracle Health Update



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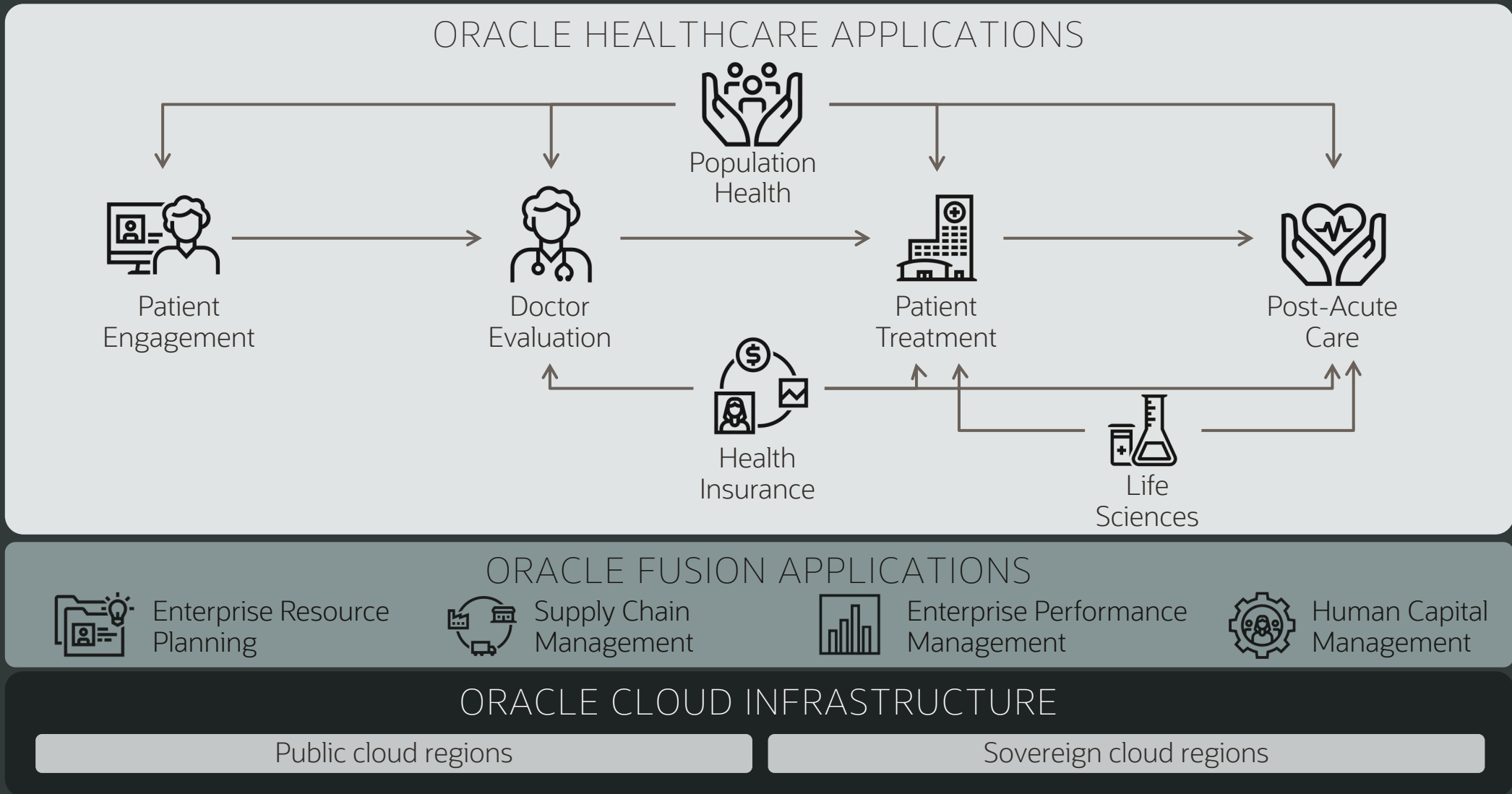
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A photograph of two hands, one from the left and one from the right, reaching towards each other and holding a bright, glowing sun. The sun is positioned in the center of the hands, creating a lens flare effect. The background is a soft, warm sunset sky with orange and yellow tones. The hands are silhouetted against the bright light of the sun.

Improving provider experiences and patient outcomes

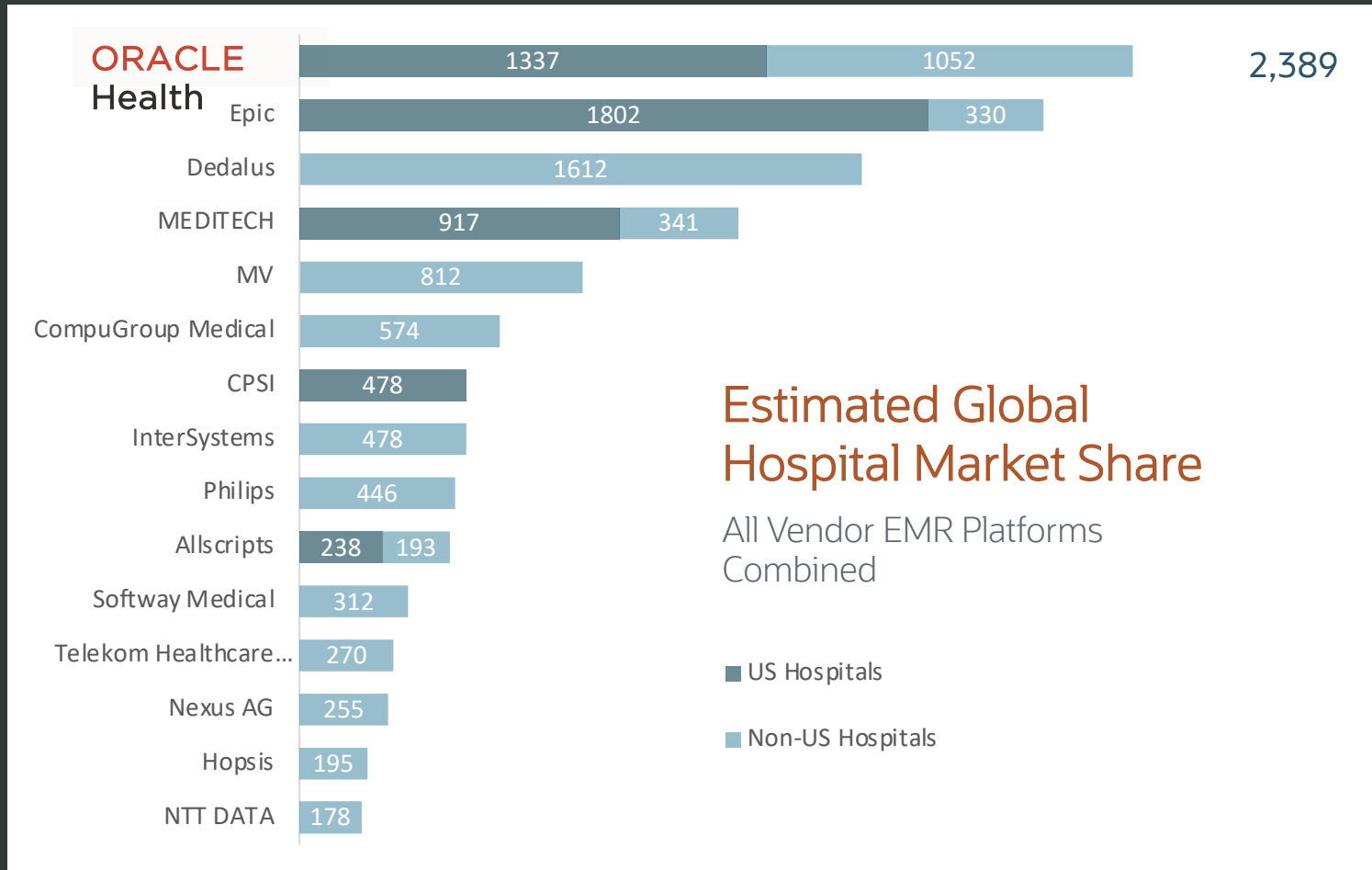
Healthcare End-to-End Processes

Oracle is uniquely positioned to offer purpose-built healthcare solutions for the entire healthcare landscape



Oracle Impacting Healthcare Worldwide

Oracle Health has the largest Total Global EMR Market Share



- **US Department of Defense (DoD), Coast Guard and Veterans Affairs (VA)**
 - > 165,000 users to date
 - DoD: > 90% complete (all continental US sites)
 - Coast Guard: complete
 - VA: underway, migrating 130 instances of current EMR, VistA, to Oracle Health EMR
- **Swedish Regions**
 - VGR and Skåne
- **UK National Health Services (NHS) – Frontline digitalization**
 - 40 UK NHS Trusts and integrated care systems
- **Australia**
 - Queensland & Victoria: 16 million citizens
- **Middle East**
 - Qatar, HMC
 - UAE, SEHA
 - KSA, KFSH&RC

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Oracle Health Opportunity

Oracle has four key initiatives to drive incremental revenue and operating income growth

Simplify Healthcare Processes

- Generative AI and voice navigation
- Supply chain and HR systems tailored for Healthcare

Modernize Cerner Applications

- Build modern cloud health applications on OCI
- Federate disjointed patient datasets

Go-to-Market Acceleration

- Deliver Cerner, ERP, and OCI across customers
- International expansion

Operational Efficiencies

- Gain margin efficiencies from true cloud engineering
- Reduction in third-party technology spend

Oracle Health Clinical Digital Assistant

Limited Availability Planned End of CY2023

Employs listening to capture and codify
doctor-patient conversations in real-time

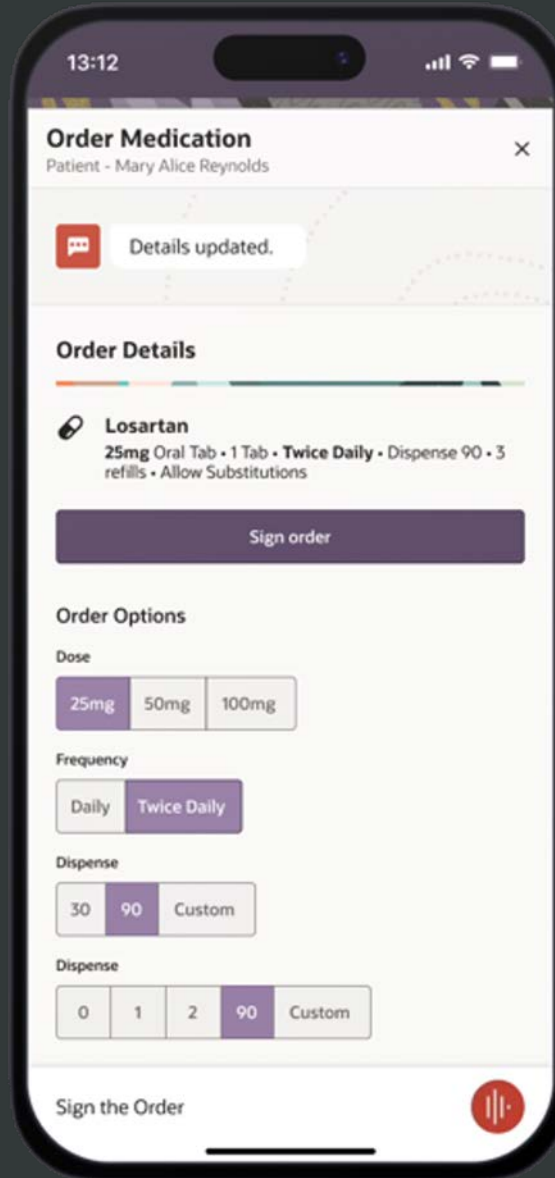
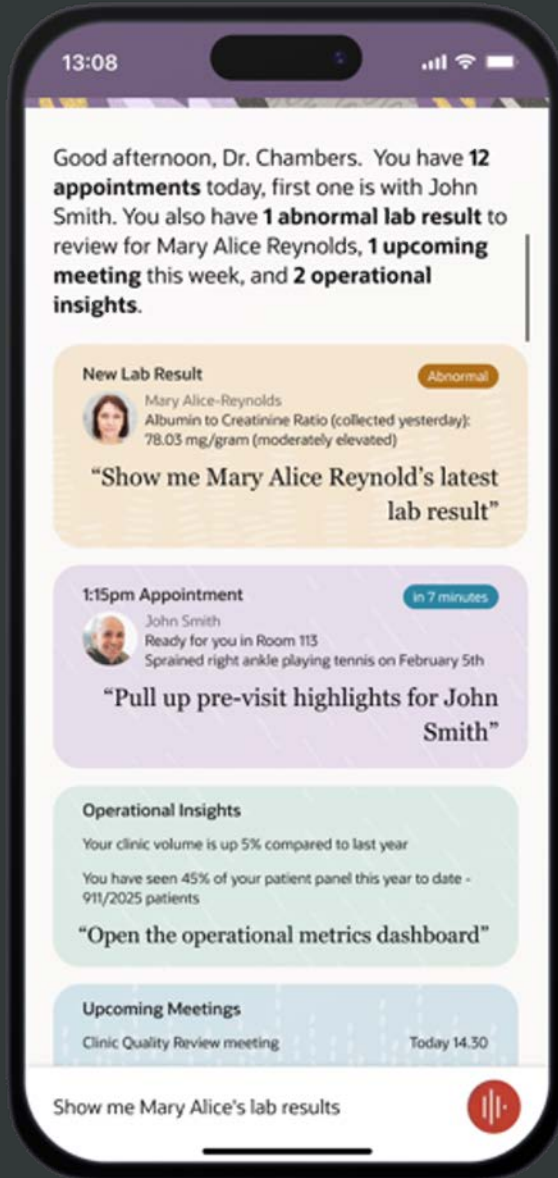
Physician voice as a system navigator

Auto create draft SOAP notes
(Subjective, Objective, Assessment, and Plan)

Auto generated doctor orders and referrals

Electronic Health Record population based
on listening

Oracle Health Clinical Digital Assistant



Oracle Health OCI Migration

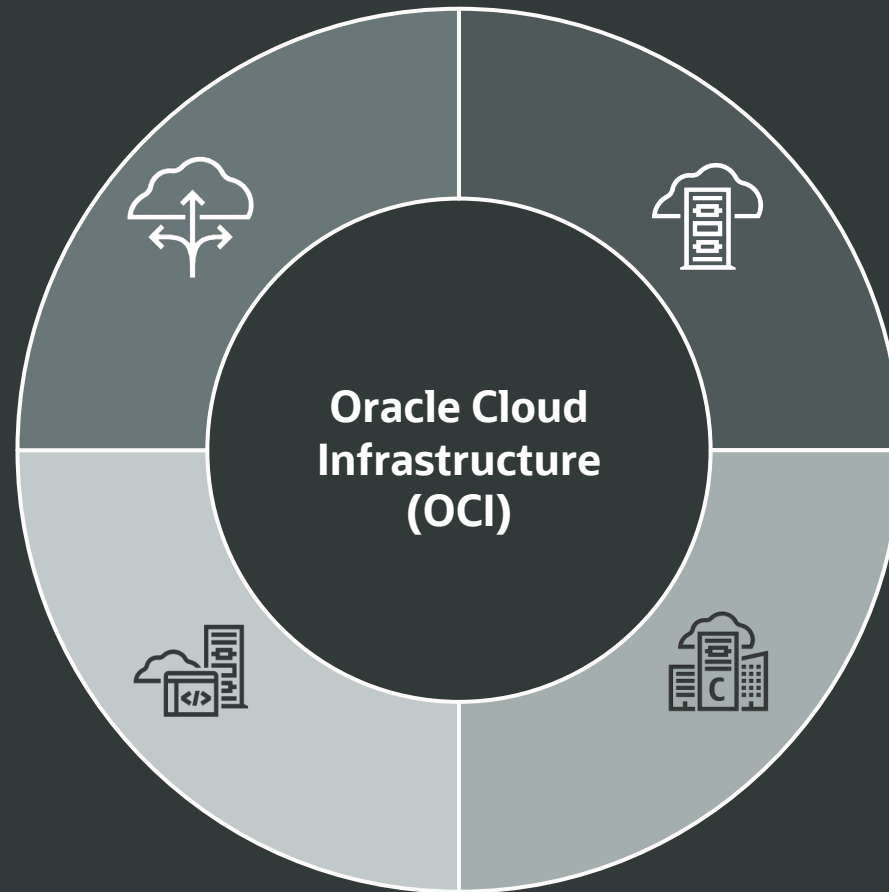
Oracle Health Applications migration to OCI is underway, with first round of customers targeted to go-live by end of CY23

Multi-cloud

Oracle MySQL Heatwave on AWS
Oracle Database Service for Azure
Oracle Interconnect for Azure
Oracle Cloud Manageability and Observability Platform

Public cloud

Hyperscale cloud regions
Commercial
US government
UK government
US National Security Regions (ONSRs)
European Sovereign



Hybrid cloud

Oracle Exadata Cloud@Customer
Oracle Roving Edge Infrastructure
Oracle Compute Cloud@Customer

Dedicated cloud

OCI Dedicated Region
OCI Isolated Regions
Oracle Alloy

Oracle Health Modern Cloud Applications

Oracle Health is developing modern health cloud services to simplify ease-of-use and reduce total cost of ownership for healthcare providers



Build Modern Health Apps

- User-centric design
- Self-driving
- Self-repairing



Customer Benefits

- Easier to use
- Less human error



Single Patient Data Platform

- Common data set across:
 - Health systems
 - Oracle Health applications



- Patient-centric care
- Federate silos of patient data



Infuse AI/Machine-Learning

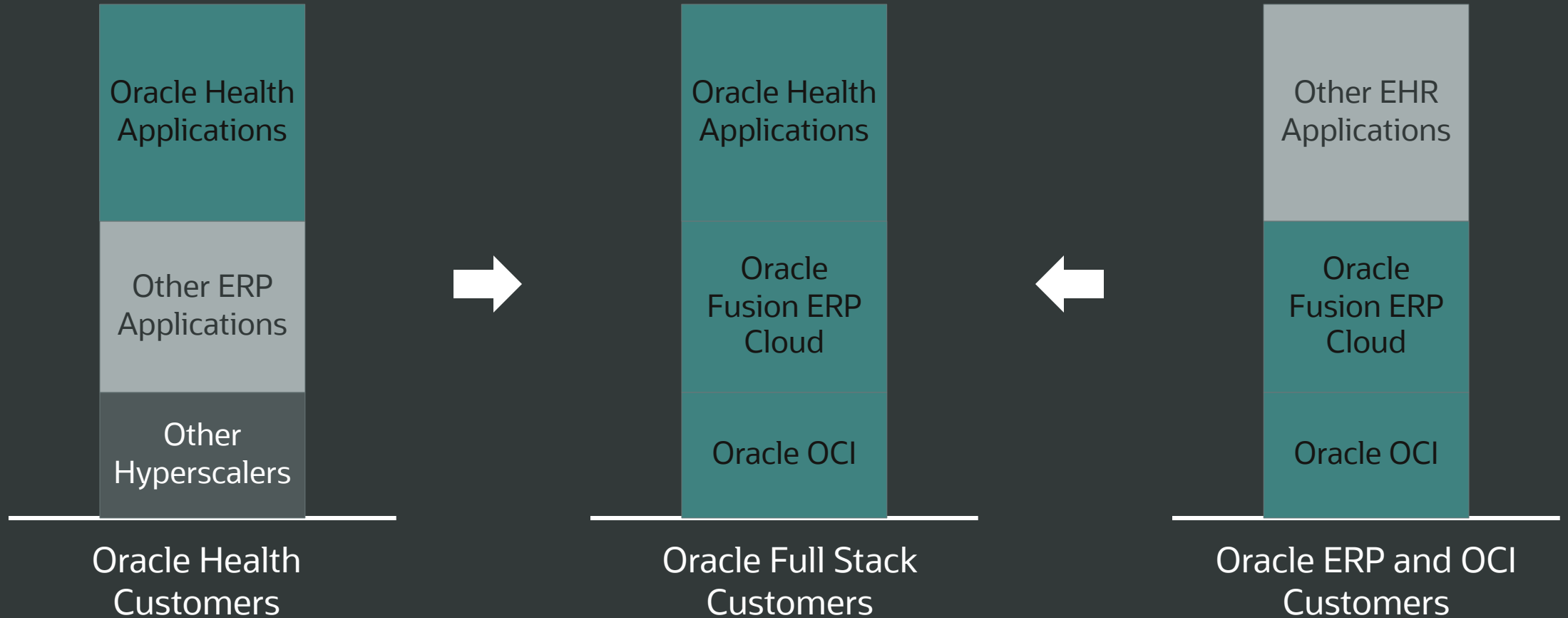
- Apply AI/ML intelligence across healthcare processes
- Use Cohere large language models for healthcare



- Automate healthcare workflows
- Enable physicians to spend more time with patients

Oracle Healthcare Cloud Portfolio

Oracle is executing a strategic playbook to deliver Oracle Health, ERP and OCI across our customer base



Go-to-Market Acceleration: Multi-Pillar Customers

The healthcare suite program is resonating well in the market, with deals executed in last three quarters and a rapidly growing pipeline



Ascension

LEADING NON-PROFIT HEALTH SYSTEM

Existing Oracle Health customer

Selected Oracle OCI, SCM, and ERP

Goal to reduce costs, streamline processes, and operate on one unified platform



Children's National™

LEADING CHILDREN'S HOSPITAL

Existing Oracle Health customer

Selected Oracle OCI

Applying Oracle's AI and machine-learning capabilities to research efforts



LEADING GERMAN HEALTHCARE PROVIDER

Existing SAP customer

Selected Oracle Health EHR and HCM

Digitizing health records and reducing physician and nurse burn-out

Go-to-Market Acceleration: International Expansion

Oracle Health is expanding global and healthcare partners to accelerate the deployment of Oracle Health solutions in the Middle East, Africa, Asia and Latin America

Co-Innovation with System Integrators

- Invest in skills creation
- Scale best practices
- New capability development

Sales & Influence

- Partnering with Tony Blair Institute and Oxford University
- Cross-selling with Oracle and partner Public Sector teams outside of the U.S.

Customer Success Delivery

- Strategic Advisory
- Implementations
- Managed Services

Oracle Health Operational Efficiencies

Oracle Health is shifting focus to prioritize recurring cloud revenue, at scale and in-line with Oracle margins

Services and Cloud Automation

- New tooling and best practices deployed
- Reduced implementation cycles
- Accelerating cloud go-lives

Third-Party Technology

- Replacing with Oracle technologies, where feasible
- Reducing third-party technology dependencies

Non-Core Businesses

- Winding down low margin businesses
- Moving away from adjacent non-core services businesses

Back-Office Consolidation

- Facility consolidation
- Migrating to Oracle ERP single instance
- Reduction in duplicate staff

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