<ins>Global Organizations Welcome New Cloud@Customer Offerings</ins>

<ins>GLOBAL CUSTOMERS—Autonomous Database on Exadata Cloud@Customer</ins>

Samsung SDS is the largest enterprise cloud solutions provider in Korea, delivering data-driven digital innovations to customers in 41 countries worldwide. "Back in 2010, we adopted the first Exadata platform to improve a display manufacturing system," **said Dr. WP Hong, CEO, Samsung SDS.** "Now 10 years later, we have implemented nearly 300 Exadata systems for our customers in manufacturing, financial services, construction & engineering and public & private sector services. Aligning with our digital innovation strategy and our journey to enterprise cloud, we have now adopted the first Exadata Cloud@Customer in one of our datacenters and look forward to deploying Autonomous Database."

NTT DoCoMo is the number one mobile carrier in Japan with the largest customer base. "Oracle Exadata is implemented as our core engine to process the call, communication, and billing information of 80M users in real-time," **said Taku Hasegawa, Senior Vice President and General Manager of Information Systems, NTT DoCoMo.** "Thanks to Exadata, we could cut operation and maintenance costs in half, while realizing 10x performance. As the core infrastructure for DoCoMo's digital transformation and further business growth, I look forward to the continuous evolution of Oracle Exadata and the novel technology innovation driven by Autonomous Database on Exadata Cloud@Customer."

Crédit Agricole CIB is the Corporate and Investment Banking arm of the Crédit Agricole Group, one of the world's largest banks. "Moving to Exadata Cloud@Customer has significantly improved our accounting information systems performance, which has enabled us to carry out our accounting closing process with much greater agility and to reduce our operational costs," **said Pierre-Yves Bollard, Global Head of Finance IT, Crédit Agricole Corporate & Investment Bank.** "The high value provided by the Exadata Cloud@Customer infrastructure has been recognized by all IT and business teams."

Entel is the largest telecom provider in Chile and the third largest in Peru. "We have used Exadata systems for the past five years to support many applications across dozens of lines of business, including crucial billing and network management systems," **said Helder Branco, Head of IT Operations, Entel.** "By using Exadata, we improved mission-critical Oracle Database performance by up to 3x, and reduced our security exposure. We are taking our digital transformations to the next level by moving over 30 databases to Oracle Autonomous Database on Exadata Cloud@Customer and improving their security with its self-securing capabilities."

RKK Computer Service is an IT consultancy based in Japan, focusing on local governments and financial institutions. "RKK Computer Service selected Oracle Exadata Cloud@Customer to host our shared platform that runs core business systems for 100 municipalities," **said Chihiro Sato, Deputy General Manager, Public Sector Planning and Development Division, RKK Computer Service.** "Compared to our previous on-premises solution, we have

24% cost savings and more than 70% IO performance improvement, which enables us to run concurrent batch processes for multiple municipalities. High availability is achieved with RAC and Data Guard. We believe that Oracle Exadata Cloud@Customer is a promising cloud platform for municipalities. RKKCS will continuously enhance our cloud infrastructure for municipalities by exploring Autonomous Database on Exadata Cloud@Customer to improve operational efficiency."

The State of Queretaro is located in central Mexico. "Based on a directive from the state governor and state secretary to address the COVID-19 crisis, we were asked to develop an application that would allow the citizens and patients of the State of Querétaro, Mexico, to carry out a self-diagnosis to help avoid the spread of infections," **said Pedro Gonzalez, Director CIAS, Queretaro State Government, Mexico.** "With Oracle Database on Exadata Cloud@Customer, we were able to react quickly and develop a mobile application in less than three weeks—plus we were able to adhere to state regulations to maintain the sensitive data of citizens and patients in our facilities. We look forward to investing in Oracle Autonomous Database this year, which will free up our staff and resources to focus on developing new business applications without spending any time on patching, tuning, and maintaining the database."

Siav is an enterprise content management software and IT services company based in Italy. "We chose Oracle Exadata Cloud@Customer to help us manage the constant growth of our business in cloud services and solutions" **said Nicola Voltan, CEO, Siav S.p.A.** "Exadata Cloud@Customer provides the performance, scalability and security we need to offer the highest quality service to our customers. It's managed by Oracle in our datacenter, enabling us to comply with the Italian legislation related to the geographical location of the service provided."

Seneca provides a polytechnic education to 30,000 full-time and 60,000 part-time students. "Refreshing our trusted on-premises Exadata with Exadata Cloud@Customer provides us the advantages of a performant and robust platform, that we know, the flexibility of the cloud, and a seamless transition to Oracle Cloud Infrastructure," **said Radha Krishnan, CIO, Seneca College.** "The ExaC@Cs were deployed and activated within 2 weeks and after migrating 60 databases in 3 months we went to production. We were able to adopt cloud in a non-disruptive and controlled way and the zero downtime updates allow us to transparently service our students without interruption."

GLOBAL CUSTOMERS—Dedicated Region Cloud@Customer

Nomura Research Institute (NRI), Ltd. is the largest consulting firm and IT solutions provider in Japan. "With Oracle Dedicated Region Cloud@Customer, we can use Oracle Exadata as a cloud service and achieve greater agility, such as seamless expansion, while maintaining high availability at the same level as on-premises," **said Tomoshiro Takemoto, Senior Corporate Managing Director, NRI**. "Built in our own datacenter, it also enables us to not only provide SOC2 reports based on Japanese security standards in financial industries, but it also allows us to access broader cloud services and tools provided by Oracle and further increase our business value for our customers. With Oracle's Dedicated Region, we can significantly reduce our on-premises costs and invest more in our digital transformation."

Oman Information and Communications Technology Group (OICTG) is an entity owned by State General Reserve Fund (SGRF) of the Government of Oman. "Oman Information and Communications Technology Group (OICTG), is committed to propel and shape the Sultanate's ICT sector. Our investments, focused initiatives and bespoke partnerships aim to unlock the full potential of ICT. So, by fostering Omani talents, we will actively support the ongoing diversification of Oman's economic development as outlined in His Majesty Sultan Haitham bin Tarik's Oman 2040 Vision," **said HH Sayyid Kamil Fahad Al-Said; Chairman of Oman ICT Group**. "Furthermore, and to meet the Sultanate's needs of digital transformation, our centralized, innovatively structured digital framework will support the ownership and management of cloud-ready IT services. The OICTG's sustainable, economically sensitive budget and attainable, realistic time-bound goals will guarantee maximum operational performance, flexible scalability and a secure data residency file under the accountable canopy of the Oman Investment Authority."

"Oracle Dedicated Region Cloud@Customer enables a variety of use cases, from migrating Oracle ERP and CRM applications to deploying custom developed applications using Oracle Database, as well as implementing Digital Innovation Services (Blockchain, AI, Big Data) and High-Performance Computing (HPC), all while following the country regulations regarding data sovereignty," **said Said Al-Mandhari, CEO, Oman ICT Group.**

GLOBAL PARTNER—Autonomous Database on Exadata Cloud@Customer

"At Intel we drive innovation to enable our customers to unleash the potential of data to meet their challenges. Oracle is a long-standing Intel partner with a similar goal. They incorporated our latest technologies, Intel® Xeon® Platinum processors and Intel® Optane™ persistent memory in their Exadata Database Machine X8M to deliver 2.5X more IOPS and 10X lower latency than the previous generation. With this much performance Oracle's customers can, indeed, unleash the potential of data to improve business results and their customers' experience. We look forward to our continued partnership with Oracle as they bring Autonomous Database to Exadata Cloud@Customer, based on X8M."**—Alper Ilkbahar, Vice President & General Manager, Data Center Memory & Storage Products, Intel**

<u>INDUSTRY ANALYSTS—Autonomous Database on Exadata Cloud@Customer</u>

IDC

"Autonomous Database on Exadata Cloud@Customer combines the game changing capabilities of the revolutionary Exadata X8M platform with Oracle's most advanced machine-learning-powered database and its Gen 2 Cloud control plane for a true enterprise-grade database cloud experience on-premises," **said Carl Olofson, Research Vice President, Data Management Software, IDC.** "Every business has a set of ISV and home grown applications that they depend on to run all aspects of their business from finance to manufacturing, HR, orders, procurement, and operations. For companies serious about running these types of critical Oracle-based applications in an on-premises enterprise database cloud, Oracle Autonomous Database on Exadata Cloud@Customer is currently the most advanced offering in the market today."

Wikibon

"Large-scale, high-availability, mission-critical applications running on a Tier-1 database are few and far between in the public cloud. Why? Because the business risks and cost of migration are simply too high. Hybrid solutions such as AWS Outposts and Microsoft Azure Stack are designed for less critical workloads," **said David Floyer, Chief Technology Officer, Wikibon.** "So far, in our view, only Oracle has announced a true hybrid cloud solution. The Oracle Autonomous Database on Exadata Cloud@Customer is a unique end-to-end offering that delivers a complete cloud experience, from server to database to operational management. The business case for stringent workloads is overwhelming for Oracle's latest cloud offering compared to current alternatives."

Constellation Research

"CxOs want choices in regards to where they deploy their database workloads—on-premises and / or the cloud, without having to deal with the management of the inherent complexity of a hardware platform to database stack," **said Holger Mueller, Vice President and Principal Analyst, Constellation Research.** "With Exadata Cloud@Customer, Oracle addresses this need in a unique and differentiated way over the competition, having the highest degree of identicality between the on-premises and cloud offering, as well as the largest scope of a vendor managed offering. With the Oracle Autonomous Database now being part of the offering, they have a major lead in the drive to move to an autonomous database architecture that so far has not been answered by its typical competitors, enabling enterprises to reach the levels of automation they need to achieve what matters most in the current economic rollercoaster markets—enterprise acceleration."

Enterprise Strategy Group

"Large enterprises have a set of mission-critical applications that they rely on 24 x 7 to run their global business operations," **said Mark Peters, Principal Analyst and Practice Director, Enterprise Strategy Group.** "Re-writing these applications to use emerging databases is not only unrealistic, but also would be a retrograde step because these workloads demand a full suite of mature database services that nascent on-premises public cloud offerings don't come close to matching. For enterprises that want to deploy tier-1 database workloads in an on-premises cloud today, Oracle Autonomous Database on Exadata Cloud@Customer requires no compromise and hence is the leading market offering."

Dragon Slayer Consulting

"AWS Outposts is a desert for mission-critical applications. Mission-critical applications require mission-critical databases of which currently none are supported on AWS Outposts. That's a problem," **said Marc Staimer, President, Dragon Slayer Consulting.** "Oracle's Autonomous Database on Exadata Cloud@Customer is just the opposite. There are countless mission-critical applications dependent on the Oracle Database. The Oracle Autonomous Database on Exadata Cloud@Customer makes those mission-critical applications smarter, faster, more secure, and simpler to operate than ever before with newly introduced cloud elasticity and pricing."

dbinsight

"Autonomous cloud services in a customer's data center are the next step in the evolution of managed cloud services," **said Tony Baer, CEO, dbinsight.** "Oracle's Autonomous Database is going beyond the automated provisioning and software maintenance of typical cloud database services by applying machine learning so that the database now runs itself.

INDUSTRY ANALYSTS—Dedicated Region Cloud@Customer

IDC

"With Dedicated Region Cloud@Customer, Oracle delivers a slice of its public cloud experience into customer data centers, with no changes in pricing or capabilities," **said Deepak Mohan, Research Director at IDC.** "This represents a new direction for public cloud providers, who have historically offered only limited versions of their services to customer premises. Oracle Dedicated Region Cloud@Customer brings the full capabilities of Oracle Cloud Infrastructure and Oracle Fusion SaaS Applications, including over 50 services, to customer premises. This brings together public cloud service capability with the compliance, latency and co-location benefits of on premises—which can be a game changer for large-scale digital transformation efforts at enterprises."

Wikibon

"Enterprises with large-scale, high-availability, mission-critical applications running on Tier-1 databases that want to migrate to a full cloud experience on-premises currently have limited options. AWS Outposts offers a limited number of services. Microsoft Azure also offers some on-premises services with hardware and software from multiple vendors. Both require significant migration, integration, and ongoing support," **said David Floyer, CTO & Co-founder, Wikibon.** "In contrast, Oracle's announcement of Dedicated Region Cloud@Customer brings a full cloud experience to the enterprise, with a menu that spans SaaS, Exadata Cloud Service, Autonomous Database, Kubernetes and other services. Oracle manages the whole region at a customer or co-location facility. As such, with a minimum payment of $6 million per year in a consumption-based commitment and lower migration costs, the business case for demanding workloads in the Global 2000 is outstanding."

Enterprise Strategy Group

"Oracle doesn't do things halfway, so in rolling out its on-premises cloud offering, Oracle Dedicated Region Cloud@Customer, it's no surprise that it's *exactly* the same as its full-featured public cloud offering. With over 50 cloud services—alternative vendors offer only a handful or two—ranging from SaaS and Bare Metal Compute to its Autonomous Database, Oracle isn't giving users just a subset of its cloud capabilities or merely a cloud-like experience—it is truly giving them a full cloud experience," **said Mark Peters, Principal Analyst and Practice Director at Enterprise Strategy Group.** "Given that 77% of respondents in ESG research believe on-premises hyperscale environments will enable them to accelerate their hybrid cloud strategy, Oracle's offering is clearly well positioned for success in the on-premises cloud market."

Constellation Research

"Dedicated Region Cloud@Customer represents a key innovation in the cloud industry landscape," **said Holger Mueller, Vice President and Principal Analyst, Constellation Research.** "This is literally taking a region from the Oracle Cloud and deploying it in an organization's data center. The architectural identicality with this offering and its public cloud counterpart is 100 percent—in fact, it's the functional equivalent of cutting and pasting the Oracle Cloud into your world. It's not a subset or a toned down version of a public cloud like you would get from other cloud providers—this is the full-on enterprise-grade public cloud finally running on-premises."

Dragon Slayer Consulting

"Large Enterprises, IT organizations, national, state, and local governments all have issues with running their business-critical applications in a public cloud," **said Marc Staimer, President of Dragon Slayer Consulting.** "It's not that they don't want to run in a public cloud, it's that they can't because of insufficient performance, security, data sovereignty, legal, or regulatory compliance issues. And, in many cases throughout the world, there is likely no

public cloud data center available anywhere near their organization. Oracle's introduction of Dedicated Region Cloud@Customer is a real game changer. It builds out an entire Oracle Cloud Infrastructure public cloud region behind the customer's firewall, including all of its services—from SaaS to the Exadata Cloud Service and the company's flagship Autonomous Database. It's all of the public cloud capabilities available with on-prem advantages. No other public cloud service provider can do anything like this right now. Comparing Oracle Dedicated Region Cloud@Customer to AWS Outposts or Azure Stack is like comparing Formula 1 racing to go-carts—they're in completely different classes."

dbinsight

"The sleeper with this launch is that with Dedicated Region Cloud@Customer, you can get any Oracle Cloud service on-premises. At this point, no other cloud provider matches that," **said Tony Baer, CEO, dbinsight.**