ORACLE

Supercharge your Business with Data

Thank you to our partners

Deloitte. AMD vmware

Neil Mendelson

Vice President, Data and AI Strategy
Oracle

Joshua Chua

Senior Director, Database Product Management, JAPAC
Oracle

Oracle in the Market

OCI recognized as a Visionary

in 2022 Gartner® Magic Quadrant™ for Cloud Infrastructure and Platform Services

Acceleration Economy
Practitioner Analysts

Home » Oracle Soars: 50% Cloud Growth Projected Next Quarter

CLOUD WARS MINUTE

Oracle Soars: 50% Cloud Growth Projected Next Quarter

By Bob Evans – March 13, 2023 – Updated: March 13, 2023 2 Mins Read

Uber Selects Oracle Cloud Infrastructure (7 Year Strategic Cloud Partnership to Accelerate Uber's Innovation)

"Oracle provides an ideal combination of price, performance, flexibility, and security to help us deliver incredible customer service, build new products, and increase profitability."

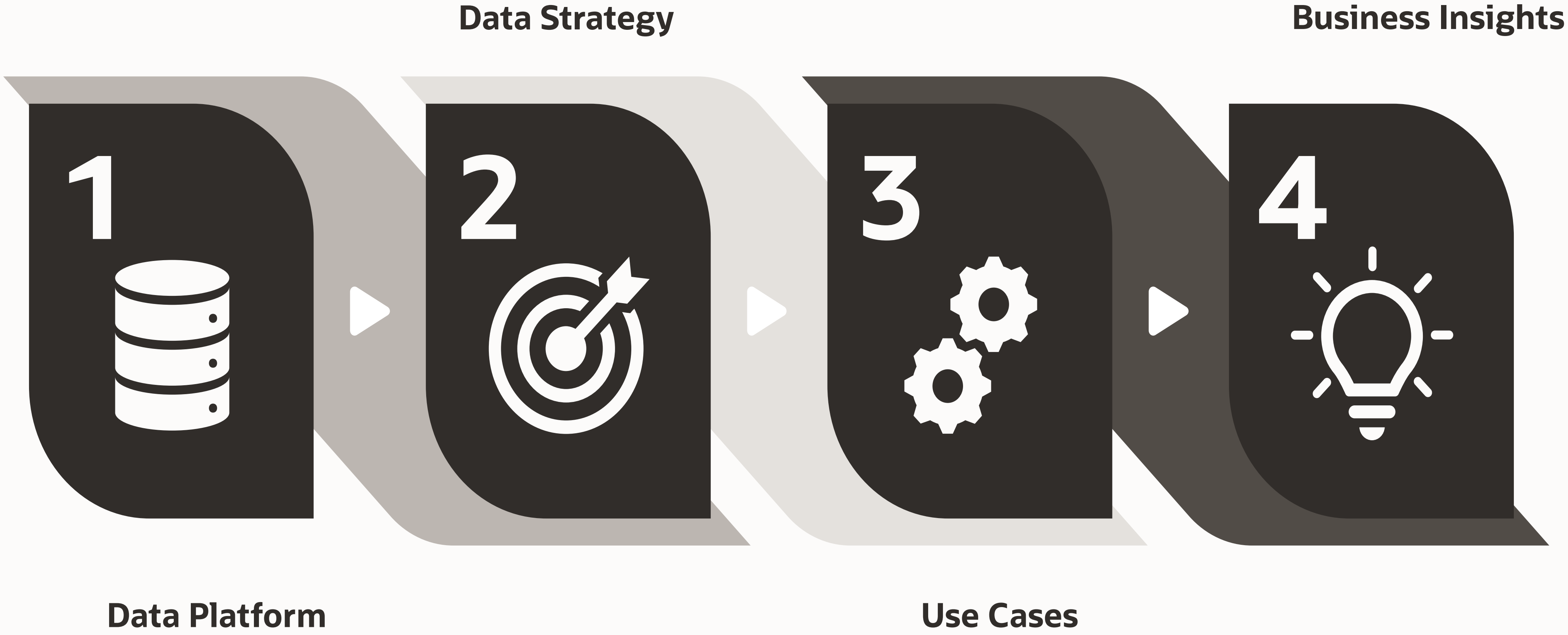
Dara Khosrowshah, Uber CEO

"This landmark competitive win for Oracle Cloud Infrastructure is further validation of the momentum and acceleration we are experiencing in the market."

Safra Catz, Oracle CEO

Improving Business Insights with Data and Analytics

Old Approach: “BUILD it and they will come”


Data Strategy

Business Insights

Data Platform

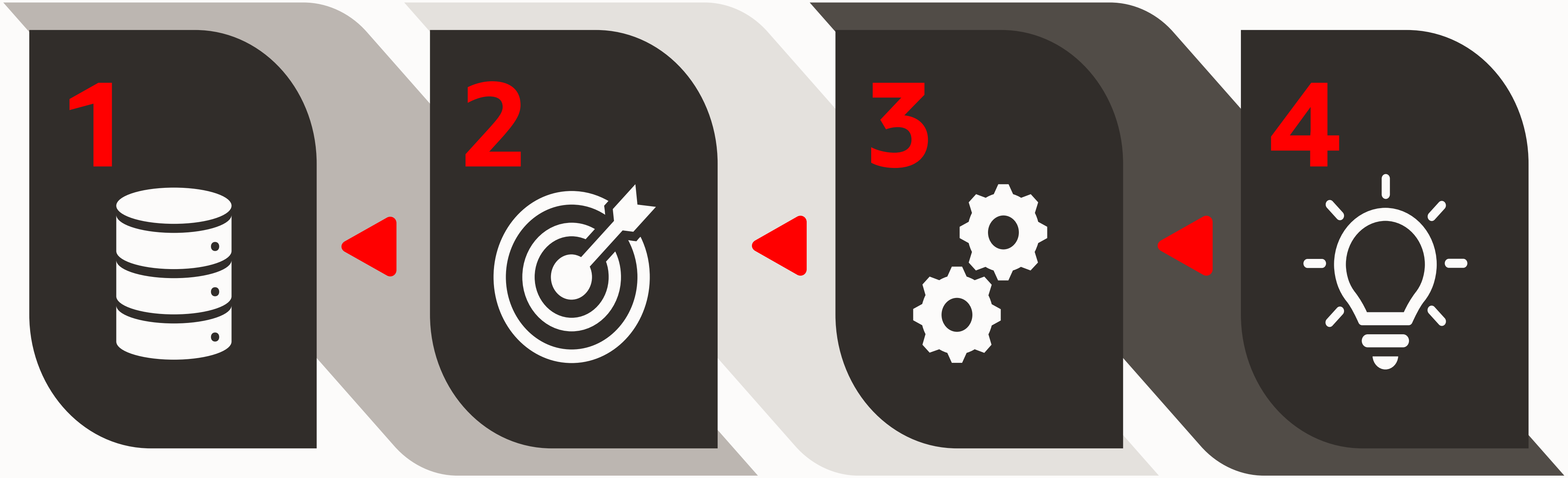
Use Cases

Improving Business Insights with Data and Analytics

New Approach: “START with the END in mind”

Data Strategy

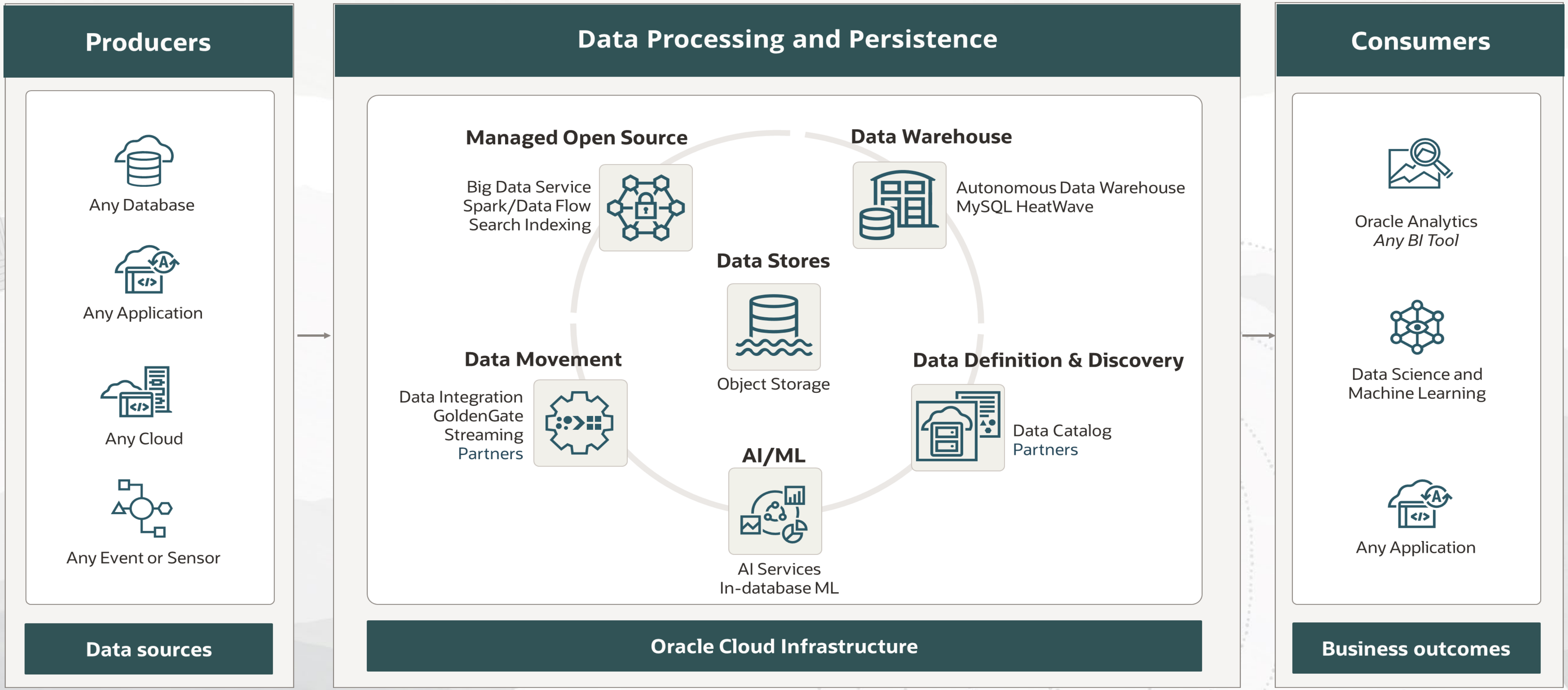
Business Insights



Data Platform

Use Cases

Oracle Data Platform



Producers

Any Database

Any Application

Any Cloud

Any Event or Sensor

Data sources

Data Processing and Persistence

Managed Open Source

Big Data Service
Spark/Data Flow
Search Indexing

Data Warehouse

Autonomous Data Warehouse
MySQL HeatWave

Data Stores

Object Storage

Data Movement

Data Integration
GoldenGate
Streaming
Partners

Data Definition & Discovery

Data Catalog
Partners

AI/ML

AI Services
In-database ML

Oracle Cloud Infrastructure

Consumers

Oracle Analytics
Any BI Tool

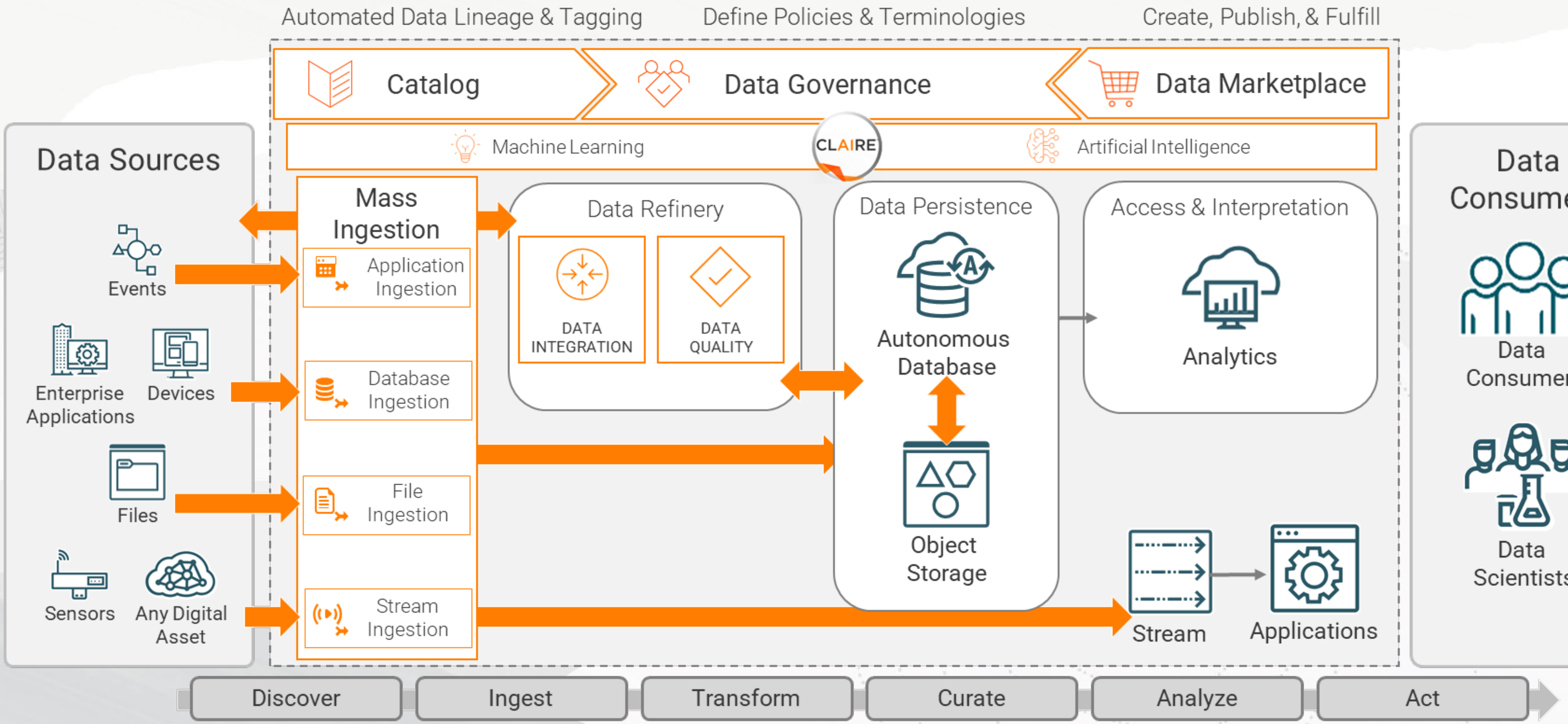
Data Science and
Machine Learning

Any Application

Business outcomes

Lakehouse with Autonomous Database and Informatica

Informatica and Oracle Partnership


Automated Data Lineage & Tagging
Define Policies & Terminologies
Create, Publish, & Fulfill
Catalog
Data Governance
Data Marketplace
Machine Learning
CLAIRE
Artificial Intelligence
Data Sources
Events
Enterprise Applications
Devices
Files
Sensors
Any Digital Asset
Mass Ingestion
Application Ingestion
Database Ingestion
File Ingestion
Stream Ingestion
Data Refinery
DATA INTEGRATION
DATA QUALITY
Data Persistence
Autonomous Database
Object Storage
Access & Interpretation
Analytics
Stream
Applications
Data Consumers
Data Consumers
Data Scientists
Discover
Ingest
Transform
Curate
Analyze
Act

Oracle Analytics Cloud

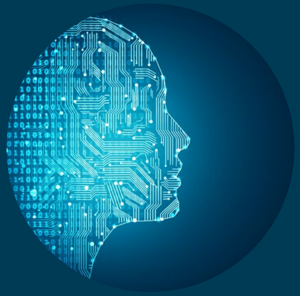
Driving business transformation by accelerating the journey from **data** to **insight** to **action**

Power of Cloud Computing

to consume and manage all types of data at scale

Rich Interactive Experiences

to put data at the fingertips of all users



AI, ML and NLP

to automate everything – analysing data, creating insight, taking action

Integrated with Business Apps

for connected, contextual and continuous insight

Oracle Autonomous Database Capabilities

Self-Driving – Self-Securing – Self Repairing

PROVISION

Creates **Exadata** Cloud Infrastructure, **RAC** scale-out database, **Active Data Guard** standby

OPTIMISE

Automatically optimises **data formats**, **indexes**, **parallelism** and **plans** for each workload

SCALE

Automatically **Scales Up** or **Out** online when needed

PROTECT

Automates **backup**, **restore**, **transparent failover** within cluster or to remote standby

SECURE

Applies security **updates online**, prevents admin snooping with **DB Vault**, **encrypts** all data

MANAGE

Patches all software **online**, **tunes** settings, performs **all DBA** operations, diagnoses **errors**

IDC
ANALYZE
THE
FUTURE

The Real-World Business Value of Oracle Autonomous Data Warehouse

Business value highlights:

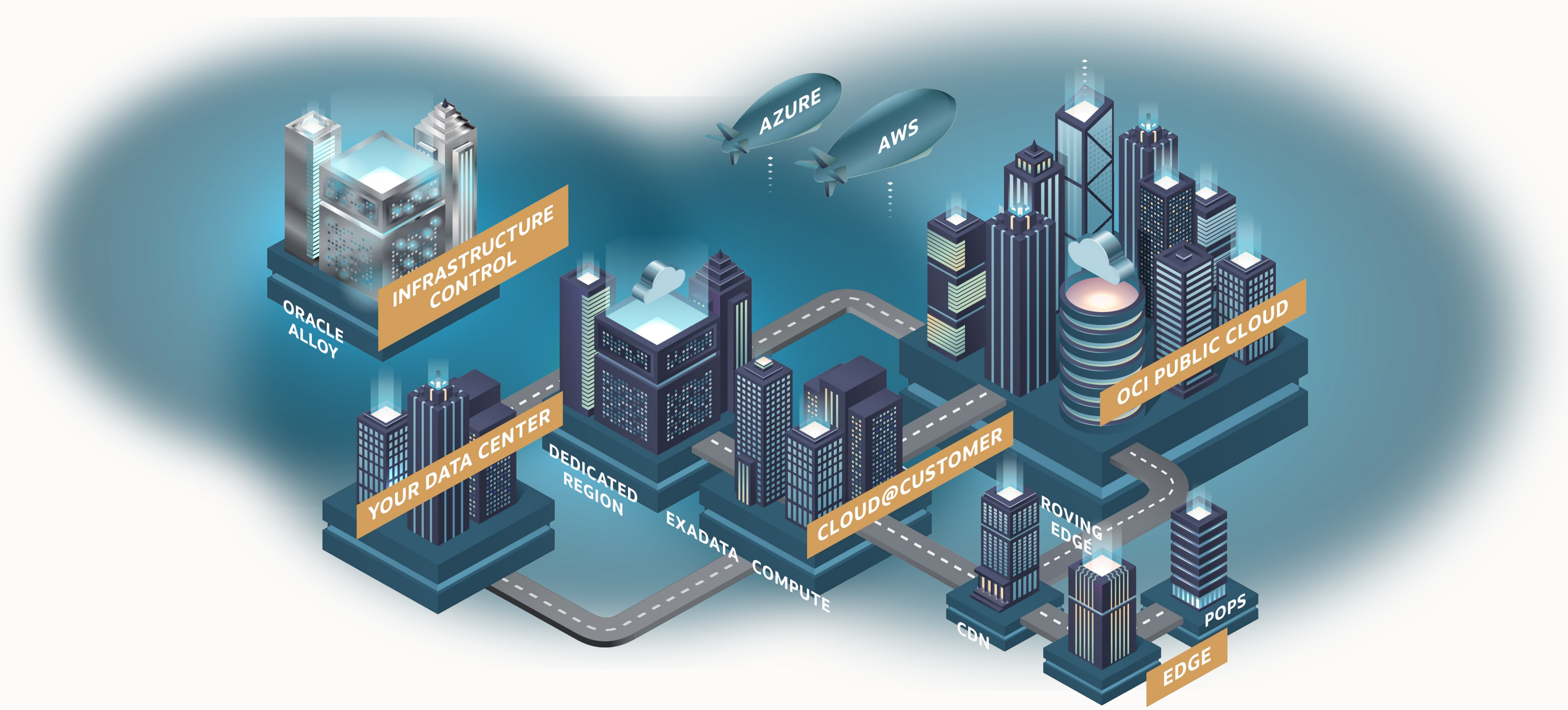
- **Five months** to payback
- **417%** five-year ROI
- **94%** reduction in unplanned downtime
- **68%** more efficient DBAs
- **63%** reduced total cost of operations
- **45%** reduction in IT infrastructure costs

Carl Olofson
IDC Research VP
Data Management

Harsh Singh
IDC Sr. Research Analyst,
Business Value Strategy

New Multi-Cloud Paradigm

Oracle is focused on **Customer value -** Oracle Cloud or other interconnected Public Clouds


AZURE
AWS
INFRASTRUCTURE CONTROL
ORACLE ALLOY
OCI PUBLIC CLOUD
YOUR DATA CENTER
DEDICATED REGION
EXADATA
COMPUTE
CLOUD@CUSTOMER
ROVING EDGE
CDN
POPS
EDGE

Customer Story : Rinnai

Samir Shah

Director, ICT Business Services
Rinnai

Helping Rinnai build actionable insights with Oracle Analytics

Challenges:

- No major upgrades to IT infrastructure in last 7-8 years
- No major upgrades to core business applications
- Upgrades to the data warehouse and reporting platforms had not occurred for several years

Solutions:

- Reviewed different upgrade options for reporting platform/data warehouse/ETL
- Compared AWS and OCI options for Cloud platforms

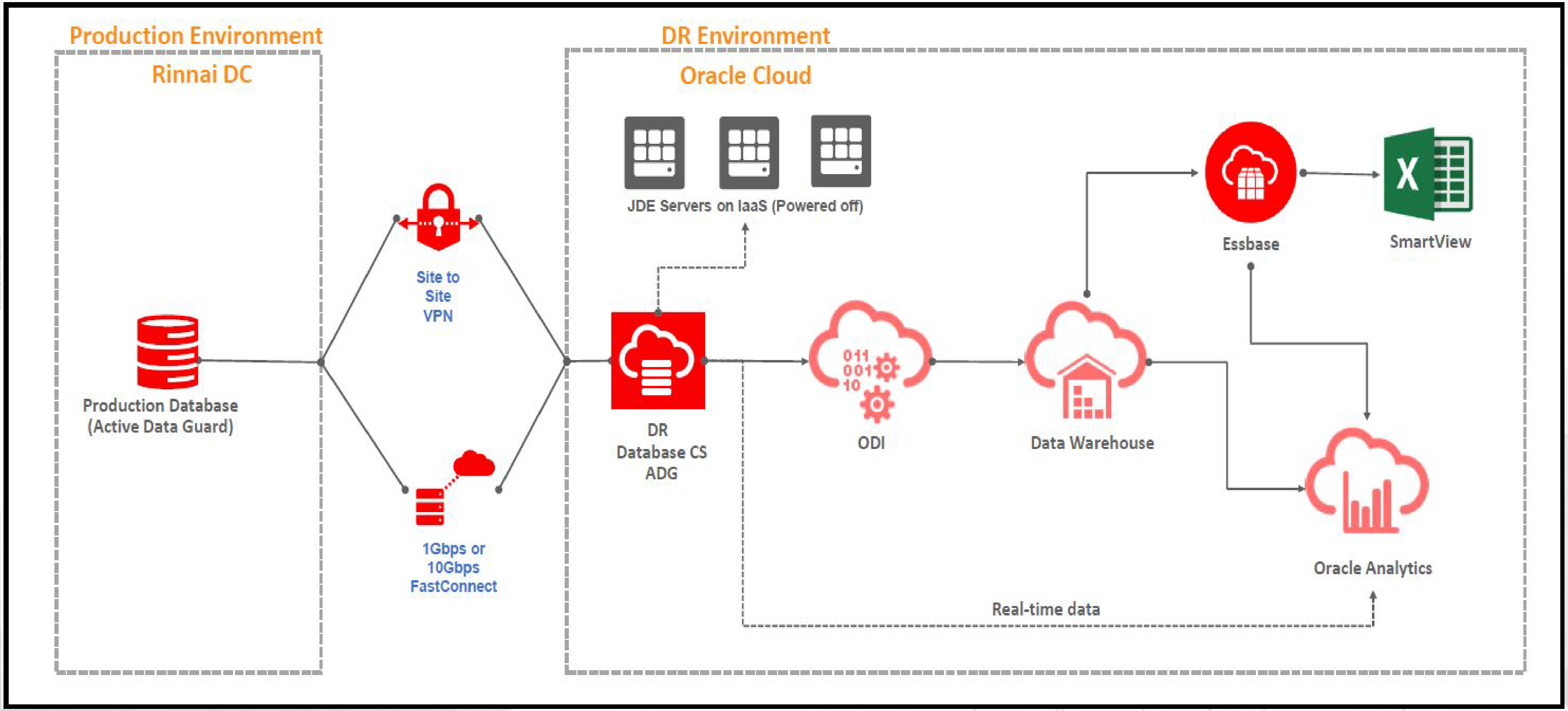
Outcomes/Lessons Learned:

- OCI and Oracle Analytics
- Upgraded from OWB to ODI/ETL platform
- Upgraded from IBM Cognos 10 to Oracle Analytics (OACS)

- Real time reporting for business users
- Business users/power users can write their own reports/dashboard
- Over 150 users – double the previous reporting platform

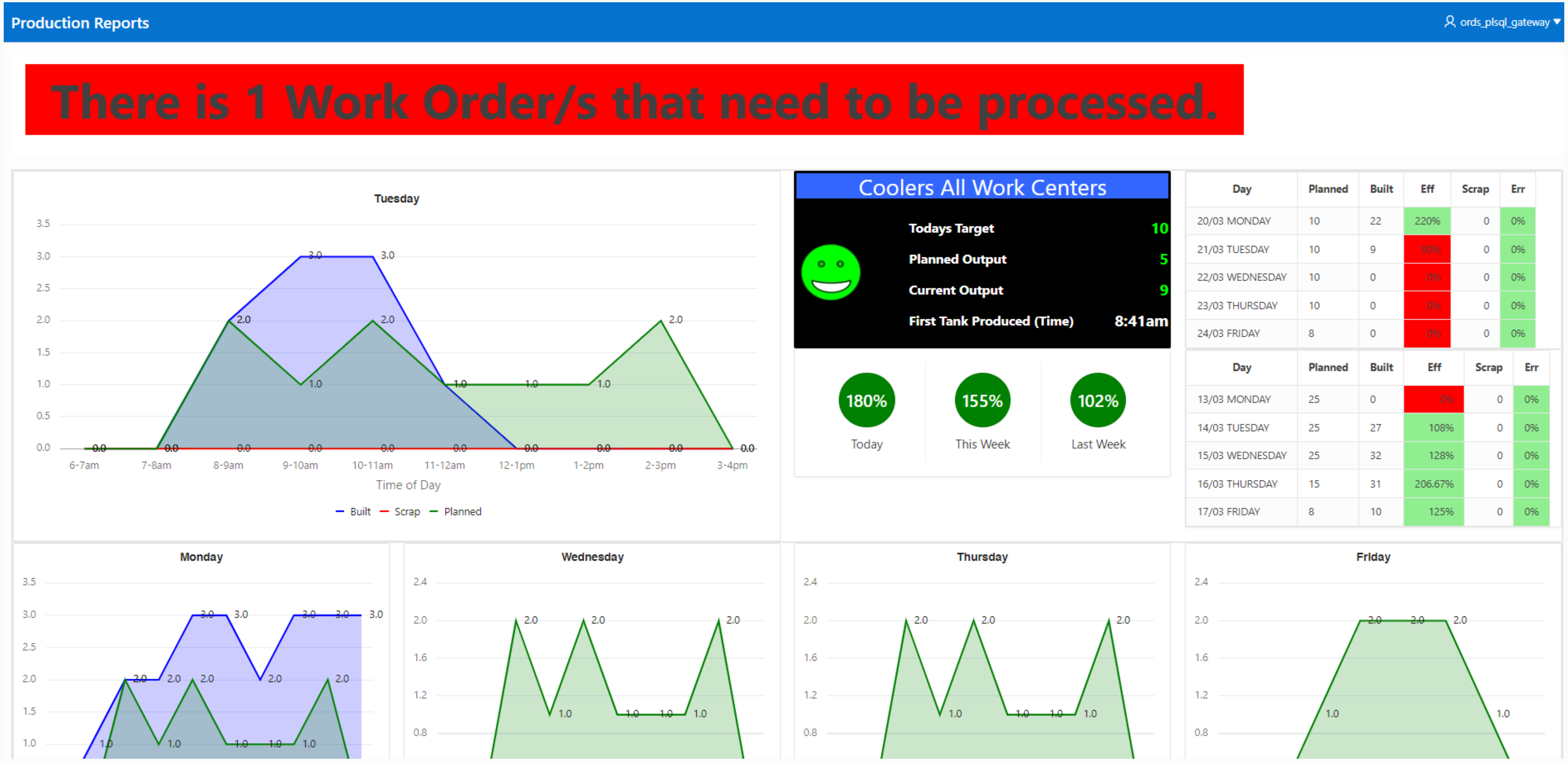
- User/power user training

Rinnai: Cloud/OCI Architecture


Production Environment
Rinnai DC
DR Environment
Oracle Cloud
JDE Servers on IaaS (Powered off)
Essbase
SmartView
Site to Site VPN
Production Database (Active Data Guard)
DR Database CS ADG
ODI
Data Warehouse
Oracle Analytics
1Gbps or 10Gbps FastConnect
Real-time data

Rinnai: Production Dashboard

Refreshed every 5 minutes



Production Reports
ords_plsql_gateway
Tuesday
3.5
3.0
2.5
2.0
1.5
1.0
0.5
0.0
6-7am
7-8am
8-9am
9-10am
10-11am
11-12am
12-1pm
1-2pm
2-3pm
3-4pm
Time of Day
Built
Scrap
Planned
Today
This Week
Last Week
Monday
Wednesday
Thursday
Friday

There is 1 Work Order/s that need to be processed.

Coolers All Work Centers

Todays Target	10
Planned Output	5
Current Output	9
First Tank Produced (Time)	8:41am

180%	155%	102%
Today	This Week	Last Week

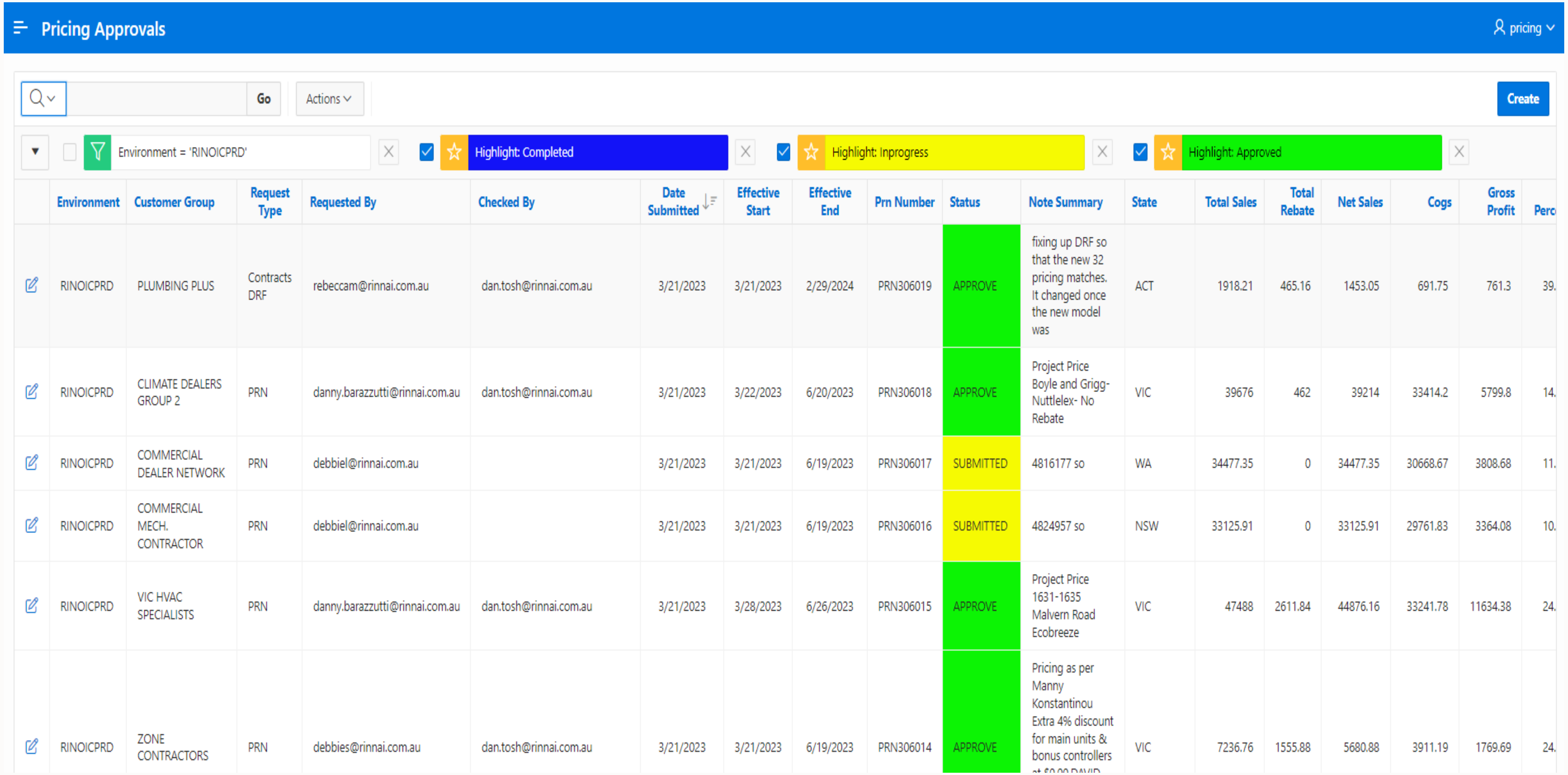
Day	Planned	Built	Eff	Scrap	Err
20/03 MONDAY	10	22	220%	0	0%
21/03 TUESDAY	10	9	90%	0	0%
22/03 WEDNESDAY	10	0	0%	0	0%
23/03 THURSDAY	10	0	0%	0	0%
24/03 FRIDAY	8	0	0%	0	0%

Day	Planned	Built	Eff	Scrap	Err
13/03 MONDAY	25	0	0%	0	0%
14/03 TUESDAY	25	27	108%	0	0%
15/03 WEDNESDAY	25	32	128%	0	0%
16/03 THURSDAY	15	31	206.67%	0	0%
17/03 FRIDAY	8	10	125%	0	0%

Rinnai: Pricing Approval History

Using Autonomous Data Warehouse and APEX for Cloud Workflow Approvals

Rinnai



	Environment	Customer Group	Request Type	Requested By	Checked By	Date Submitted	Effective Start	Effective End	Prn Number	Status	Note Summary	State	Total Sales	Total Rebate	Net Sales	Cogs	Gross Profit	Perc
	RINOICPRD	PLUMBING PLUS	Contracts DRF	rebeccam@rinnai.com.au	dan.tosh@rinnai.com.au	3/21/2023	3/21/2023	2/29/2024	PRN306019	APPROVE	fixing up DRF so that the new 32 pricing matches. It changed once the new model was	ACT	1918.21	465.16	1453.05	691.75	761.3	39.
	RINOICPRD	CLIMATE DEALERS GROUP 2	PRN	danny.barazzutti@rinnai.com.au	dan.tosh@rinnai.com.au	3/21/2023	3/22/2023	6/20/2023	PRN306018	APPROVE	Project Price Boyle and Grigg-Nuttlelex- No Rebate	VIC	39676	462	39214	33414.2	5799.8	14.
	RINOICPRD	COMMERCIAL DEALER NETWORK	PRN	debbiel@rinnai.com.au		3/21/2023	3/21/2023	6/19/2023	PRN306017	SUBMITTED	4816177 so	WA	34477.35	0	34477.35	30668.67	3808.68	11.
	RINOICPRD	COMMERCIAL MECH. CONTRACTOR	PRN	debbiel@rinnai.com.au		3/21/2023	3/21/2023	6/19/2023	PRN306016	SUBMITTED	4824957 so	NSW	33125.91	0	33125.91	29761.83	3364.08	10.
	RINOICPRD	VIC HVAC SPECIALISTS	PRN	danny.barazzutti@rinnai.com.au	dan.tosh@rinnai.com.au	3/21/2023	3/28/2023	6/26/2023	PRN306015	APPROVE	Project Price 1631-1635 Malvern Road Ecobreeze	VIC	47488	2611.84	44876.16	33241.78	11634.38	24.
	RINOICPRD	ZONE CONTRACTORS	PRN	debbies@rinnai.com.au	dan.tosh@rinnai.com.au	3/21/2023	3/21/2023	6/19/2023	PRN306014	APPROVE	Pricing as per Manny Konstantinou Extra 4% discount for main units & bonus controllers	VIC	7236.76	1555.88	5680.88	3911.19	1769.69	24.

Supercharge your Business with Data

Neil Mendelson,
Vice President, Data and AI Strategy
Oracle

Joshua Chua,

Senior Director, Database Product Management, JAPAC

Oracle

Samir Shah,
Director, ICT
Business Services
Rinnai

Thank you to our partners

Deloitte. AMD vmware®

Thank you

ORACLE