ORACLE

Oracle Global Leaders Program

June 23 - 13.15 CET

Oracle Global Leaders Summer Meeting EMEA 2020

Oracle Cloud Infrastructure Panel

Rok Planinšec
CIO
Unior - Slovenia

Conny Björling
Agile Enterprise Architecture
Skanska - Sweden

Erik Dvergsnes
Oracle Cloud (OCI) Architecu
Aker BP – Norway

Philip Brown
CTO
DSP – UK

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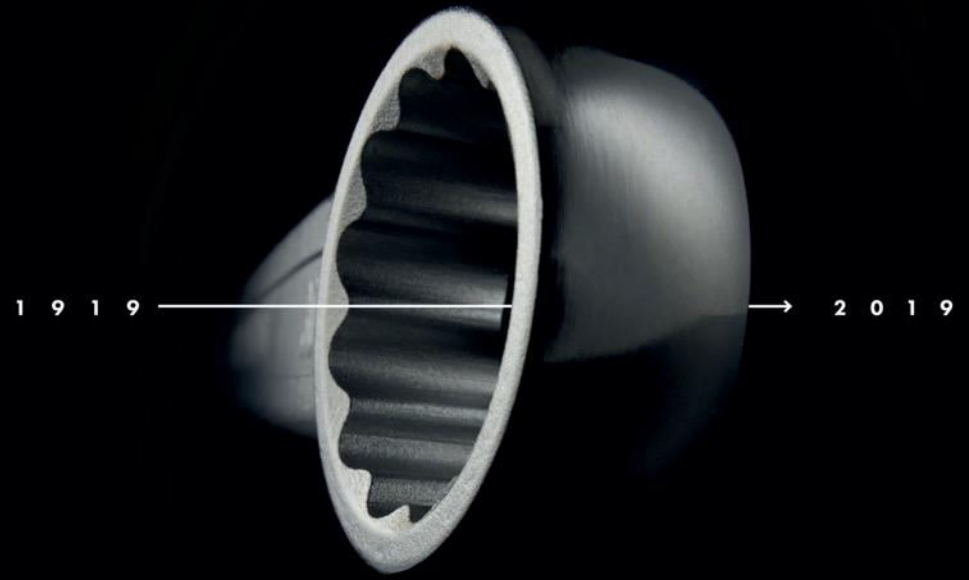
Oracle Cloud Infrastructure Panel



A century of excellence
for next millennium

Rok Planinsec
June, 2020
Ljubljana, Slovenia

ORACLE

UNIOR 100 ANNIVERSARY OBLETNICA
A century of excellence for next millennium
Stoletje izkušenj za novo tisočletje

Introduction

- Experiences with production companies
- 15+ years of experiences in IT (15 years with Oracle technologies)
- Skills
  - Managing IT teams and IT projects
  - ERP implementations
  - Process renovation and optimizations
  - Development and implementations of own IT solutions
  - IT skills - SQL, BI tools, Excel, ERP systems, BPM tools
- Work experience
  - Head of IT in production company MLM Ltd. (automotive 12 years)
  - IT senior project leader in production company ARIAN GmbH (printing 3 years)
  - Chief information officer in production company Unior Group (automotive 5 years)

Rok Planinsec

Unior Group

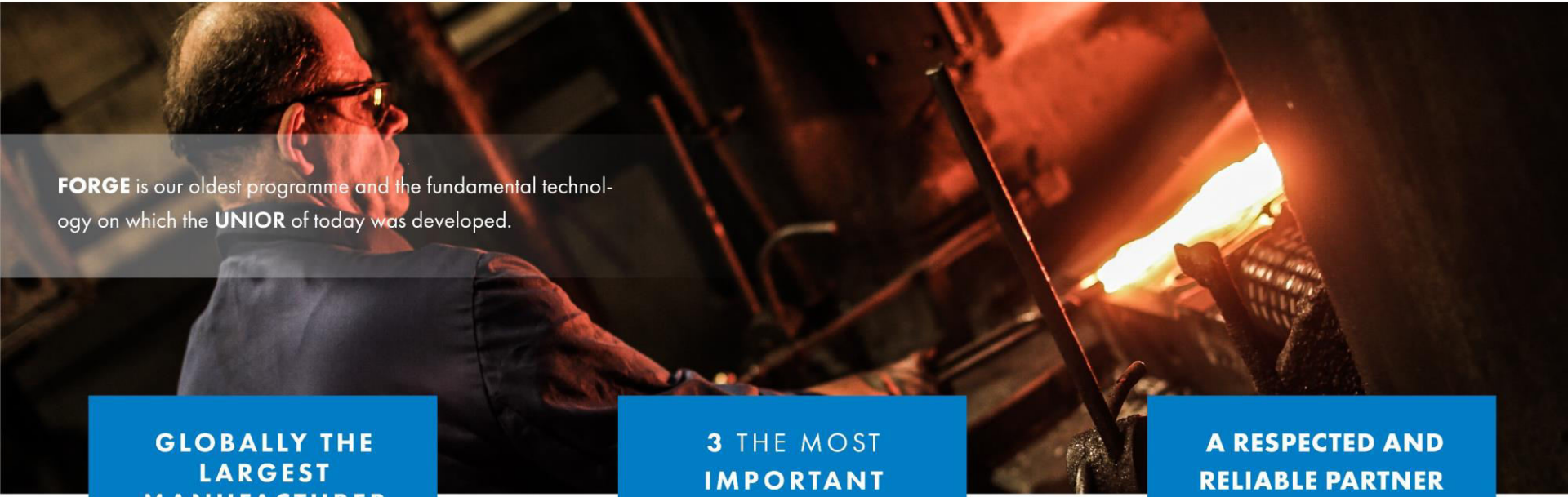
- Unior is Slovenian company with **2** distinct **business areas:**
  - We produce and sells **hand tools**, **factory machine equipment**, and **components** mainly **used** in the **automotive industry**
  - We provides **hospitality** and **leisure services** (Unitur brand)

UNIOR®

Unitur®
HOTELS & RESORTS

1919 2019

FORGE PROGRAMME



FORGE is our oldest programme and the fundamental technology on which the **UNIOR** of today was developed.

GLOBALLY THE LARGEST MANUFACTURER FORGED PARTS FOR STEERING MECHANISMS

3 THE MOST **IMPORTANT MANUFACTURER** OF ITEMS FOR PERSONAL CARS

A RESPECTED AND RELIABLE PARTNER OF THE MOST REPUTABLE REPRESENTATIVES OF THE AUTOMOTIVE INDUSTRY.

1919 — 2019

MAIN PRODUCTS

2019

1919

FORGINGS FOR THE MOTOR CAR STEERING MECHANISM
(WITH THE YEARLY PRODUCTION OF 30 MILLION PRODUCTS WE HAVE THE LARGEST MARKET SHARE)

CONNECTING RODS FOR CAR ENGINES
(FROM 1.0 TO 6.0 L)
(WITH THE YEARLY PRODUCTION OF 16 MILLION PRODUCTS WE ARE THE THIRD LARGEST COMPANY IN EUROPE)

SINTER PARTS:
- GEARS, SPROCKET WHEELS, PULLEYS, CONNECTING RODS AND FLANGES
- SLIDES, ROTORS AND HOUSINGS FOR OIL PUMPS
- SELF-LUBRICATING SLIDE BEARINGS AND BUCHES

FLEXIBLE PROCESSING CELLS- TYPE FPZ 250

ROTARY-INDEXING TABLE MACHINES

SPECIAL MACHINES
1 OR 2- SPINDLES
3/4/5- AXIS
MACHINING CENTER

TOOLS FOR BICYCLE SERVICING

MOTORBIKE TOOLS

TOOLS FOR THE AVIATION INDUSTRY RFID

INSULATED TOOLS VDE

MEASURING TOOLS

AUTOMOTIVE TOOLS

METAL AUTOMOTIVE

100 UNIOR

KEY DATA 2018

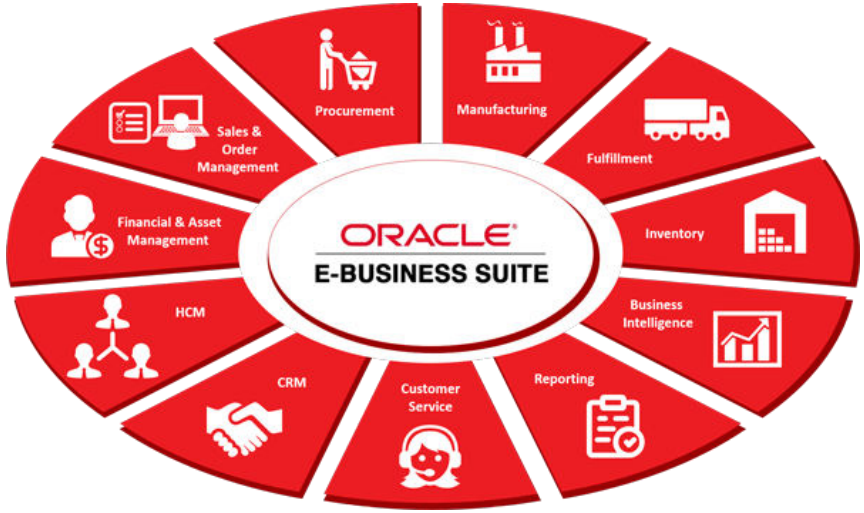
UNIOR D.D.		UNIOR GROUP
1.825	EMPLOYEES	3.827
172 MILLION €	TURNOVER	246 MILLION €
252 MILLION €	TOTAL ASSETS	370 MILLION €
96 MILLION €	EQUILTY	166 MILLION €

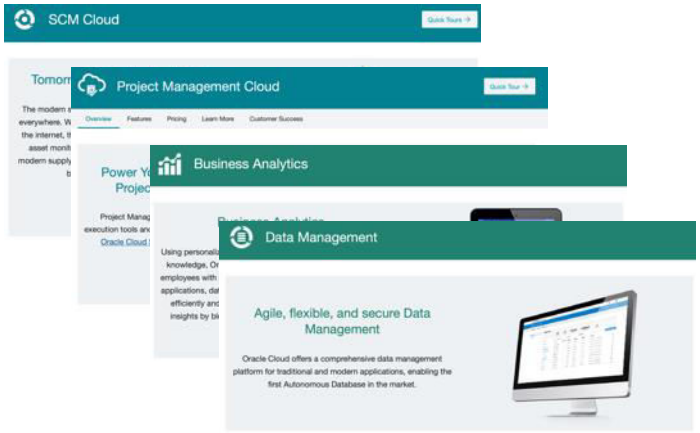
References

SISTEMSKI DOBAVITELJI:

Unior & Oracle

- 1989
  - Oracle DB 6 & Oracle Development tools
- 2007
  - Oracle E-Business Suite R11
    - Sales & Order Management
    - Procurement
    - Inventory
    - Financials
    - Human Resource
    - Discrete Manufacturing
    - Enterprise Asset Management
- 2017
  - Oracle E-Business Suite R12
- 2018
  - Oracle Cloud (SCM, PM, OAC, ADW)





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2019
UNIOR
IT STRATEGY
ANNIVERSARY OBLETNICA
100
UNIOR
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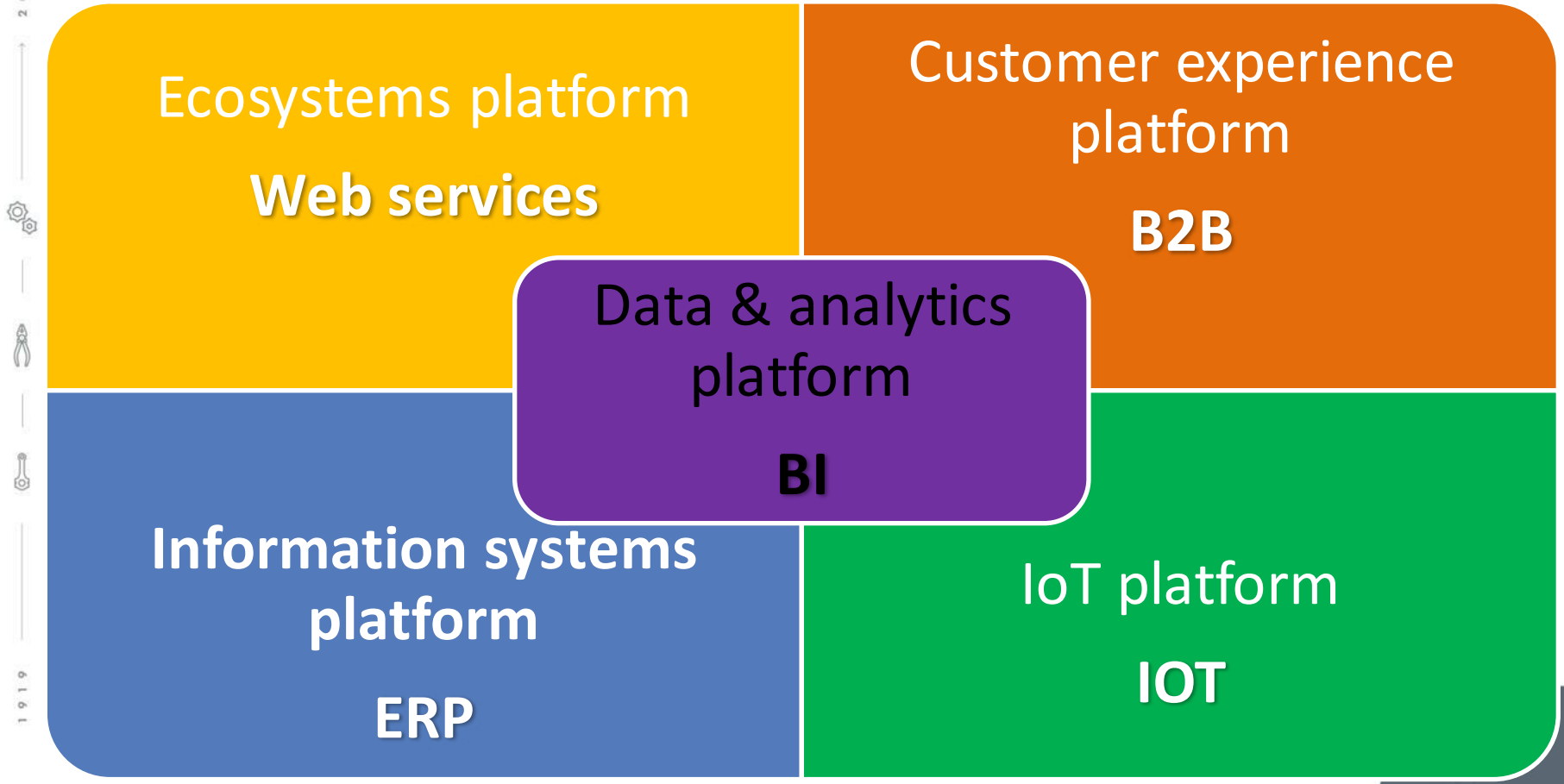
Stoletje izkušenj za novo tisočletje

Unior IT architecture blocks



“Cloud” Question you should ask

1919 2019

Cloud + Autonomous

- They represent a new IT model
  - Oracle DB as Paas
  - Immediately available
  - "Off" option
- Challenges
  - IT: eliminations of unnecessary tasks
  - Business user: use of new IT services without IT
- Reduces dependence on employees
  - The pressure of a deficient staffing need is lower

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BUSINESS
INTELLIGENCE
PROJECT
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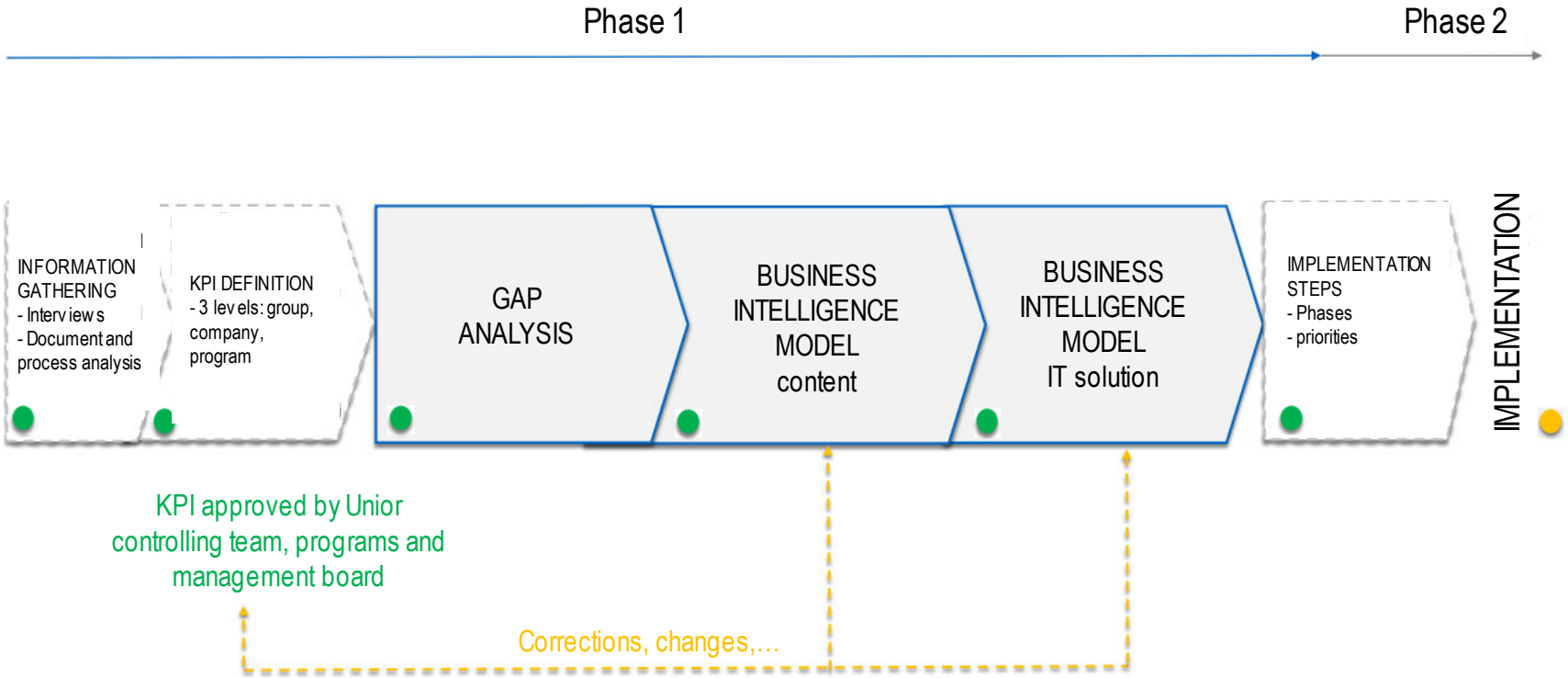
The solution

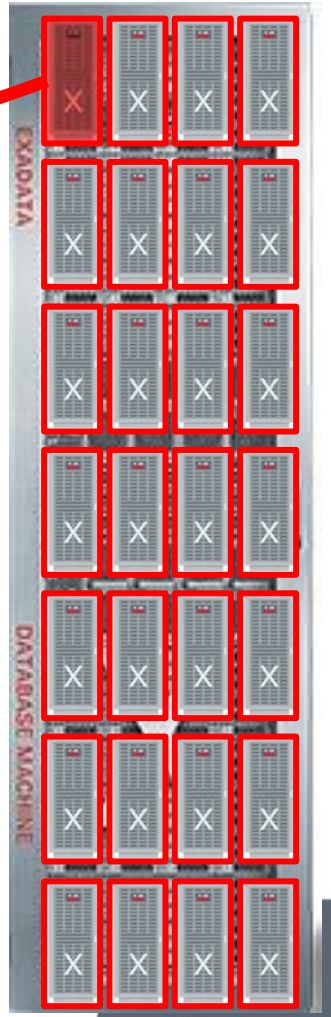
- Decision: use Oracle technologies
- Deployment of ADWC
- OAC will sit on ADWC
- Universal Credits
- Involve in project experienced teams: Fakta+ & QUBIX

Project phases

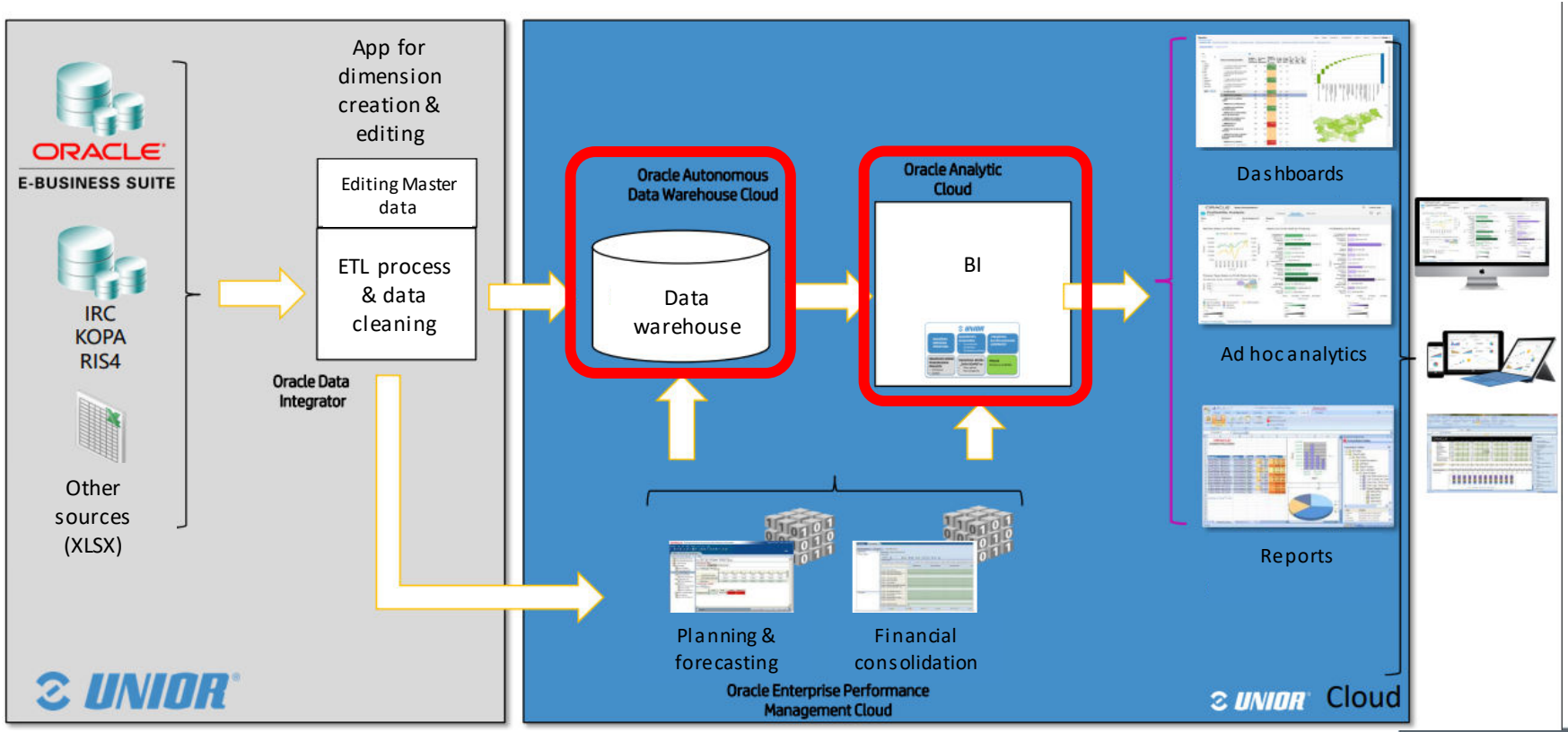


Our Oracle Cloud environment

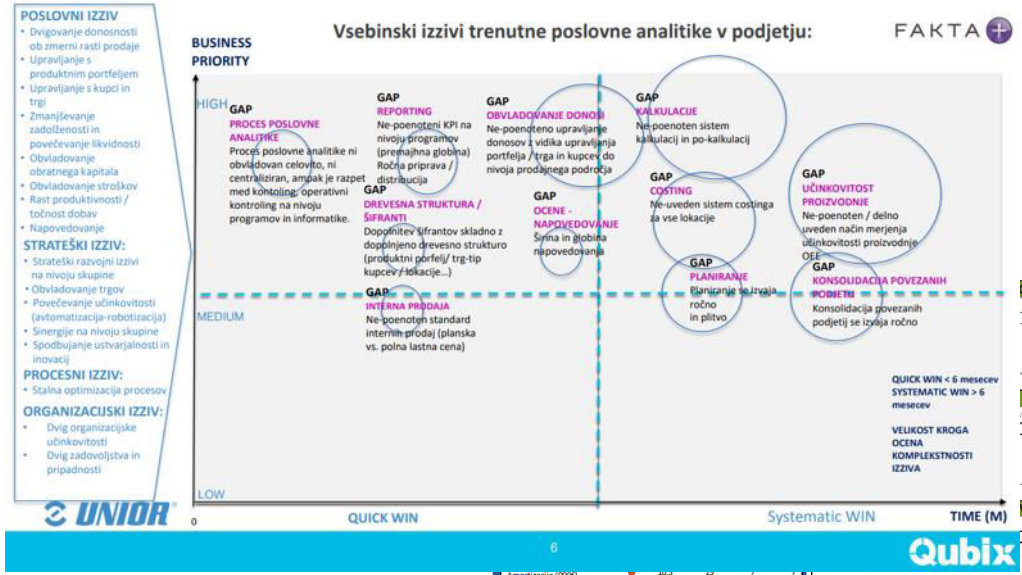
- ADW server is located in Frankfurt
- We use pluggable database
  - Not whole Exadata server
  - We host DB with 1TB and 2 OCPU
    - More TB & OCPU can be added anytime
  - Potential performance issues
    - I/O
    - CPU clock at high temperature
    - Oracle doesn't guarantee performance

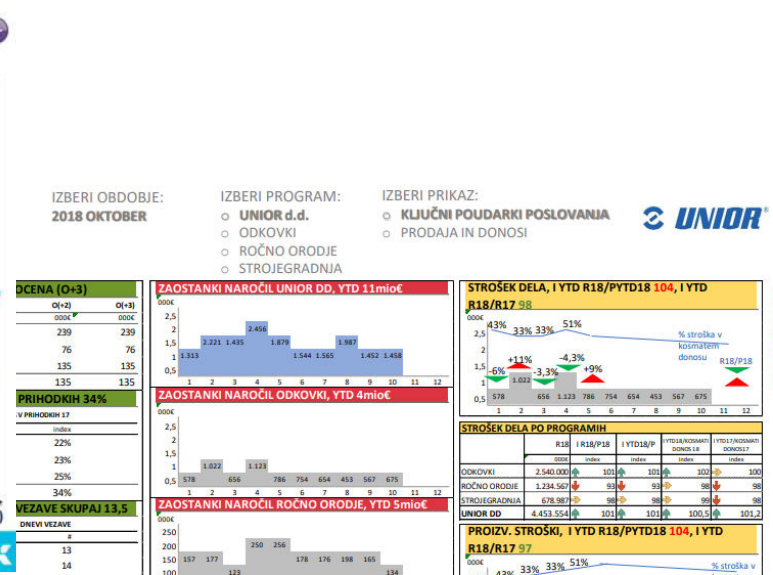


Architecture



Benefits for the business





Amortizacija (000€)		16,3	15	7
Dnevi zalog		72	70	77
Dnevi terjatev		71	70	81
Dnevi obveznosti		68	65	75
Prodaja na zaposlenega (000€)		71	73	81
Strošek dela (000€)		5.670	5.432	41.790
Bruto dod.vrednost/zaposl.(€)		35.255	34.255	36.671

		77	77	77
		81	81	81
		75	75	75
		81	81	81
		5.434	5.434	5.434
		36.671	36.671	36.671

STANJE ZAPOSLENIH IZ UR SKUPAJ 1500

	R18	P18	R17	iz ur	ABSENTIZEM I R18/R17
	#	#	#	#	% index
ODKOVKI	700	680	670	375	5,8% 1,1
ROČNO ORODJE	800	780	760	385	3,3% 2,2
STROJEGRADNJA	320	300	300	415	7,8% 3,1
SKUPNE SLUŽBE	45	45	43	134	3,3% 4,1
VZDRŽEVANJE	32	33	35	189	7,8% 5,1
UNIOR DD	1.820	1.795	1.825	1.498	6,9% 3,4

STROJEGRADNJA	15	243	15	
UNIOR DD	55	560	13,5	

TERJATVE SKUPAJ YTD 75mio€, ZAPADLE SKUPAJ 56mio€, od tega PP podjetja 20mio€

	R18	ZAPADLE	NEZAPADLE	% ZAPADLOSTI
	000€	000€	000€	%
ODKOVKI	351	188	11	13
od tega P.PODJETJA	234	35	200	15
ROČNO ORODJE	132	112	11	14
od tega P.PODJETJA	98	90	8	15
STROJEGRADNJA	288	243	11	15
od tega P.PODJETJA	200	150	50	12,5
UNIOR DD	555	560	33	13,6

OBVEZNOSTI SKUPAJ 25mio€, ZAPADLE SKUPAJ 15mio€

	R18	ZAPADLE	NEZAPADLE	% ZAPADLOSTI
	000€	000€	000€	%
ODKOVKI	351	188	11	13
ROČNO ORODJE	132	112	11	14
STROJEGRADNJA	288	243	11	15
UNIOR DD	555	560	33	13,6

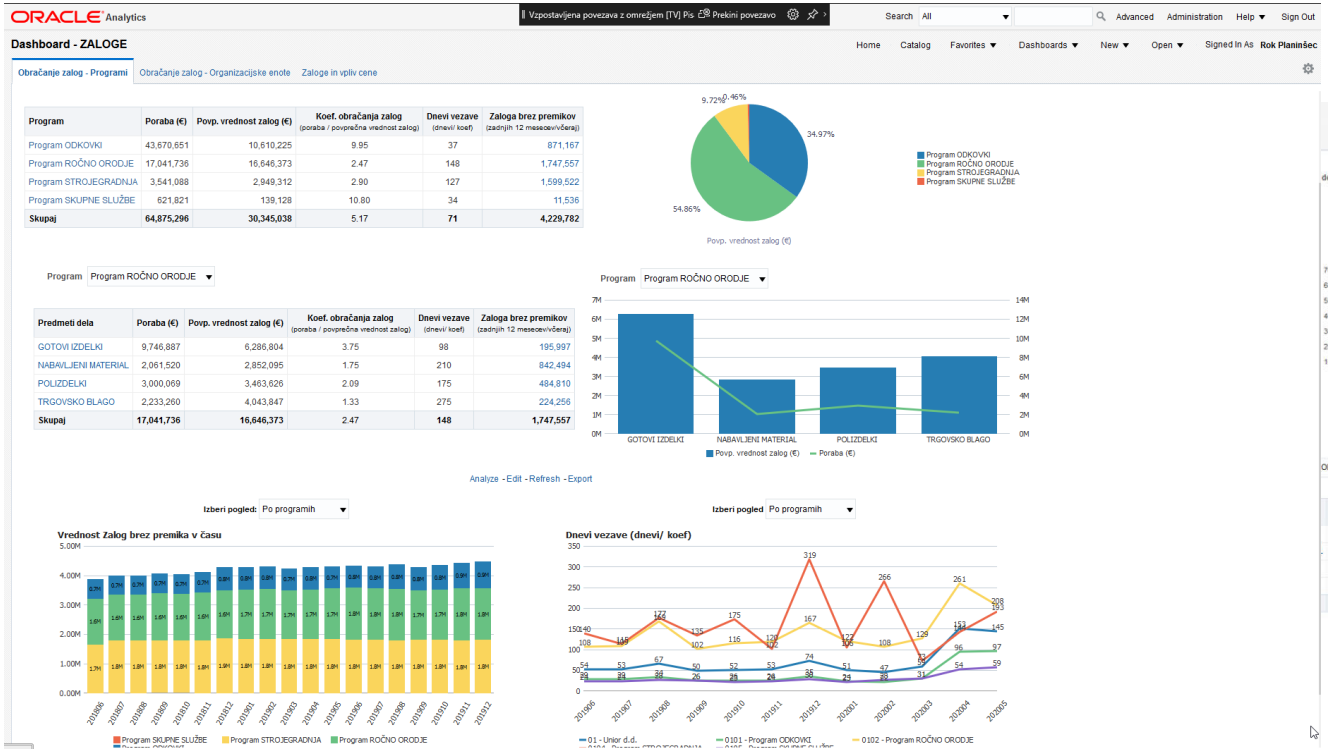
	YTD 000€	I YTD18/P %	YTD NEPOR. SRED. 000€
ODKOVKI	1.987.654	105%	0
ROČNO ORODJE	1.013.456	76%	450.000
STROJEGRADNJA	498.976	75%	236.678
UNIOR DD	3.500.086	88%	686.678

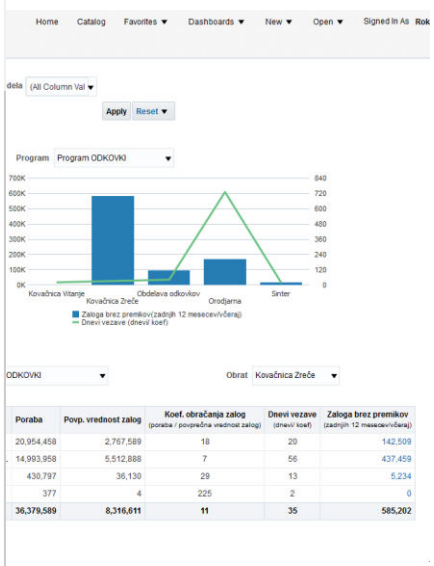
	R18 000€	I R18/P18 index	I YTD18/P index	I YTD18/KOSMATI DONOSI 18 index	I YTD17/KOSMATI DONOSI17 index
ODKOVKI	2.540.000	101	101	102	100
ROČNO ORODJE	1.234.567	93	93	98	98
STROJEGRADNJA	678.987	98	98	99	98
UNIOR DD	4.453.554	101	101	100,5	101,2

	R18 000€	I R18/P18 index	I YTD18/P index	I YTD18/KOSMATI DONOSI 18 index	I YTD17/KOSMATI DONOSI17 index
ODKOVKI	7.500.900	101	101	105	100
ROČNO ORODJE	5.567.890	93	93	87	98
STROJEGRADNJA	567.897	98	98	99	101
UNIOR DD	13.636.687	101	101	100,5	101,2

	R18	I R18/P18	I YTD18/P	I YTD18/KOSMATI DONOSI 18	I YTD17/KOSMATI DONOSI17
	000€	index	index	index	index
ODKOVKI	7.500.900	101	101	102	100
ROČNO ORODJE	5.567.890	93	93	98	98
STROJEGRADNJA	567.897	98	98	99	98
UNIOR DD	13.636.687	101	101	100,5	101,2

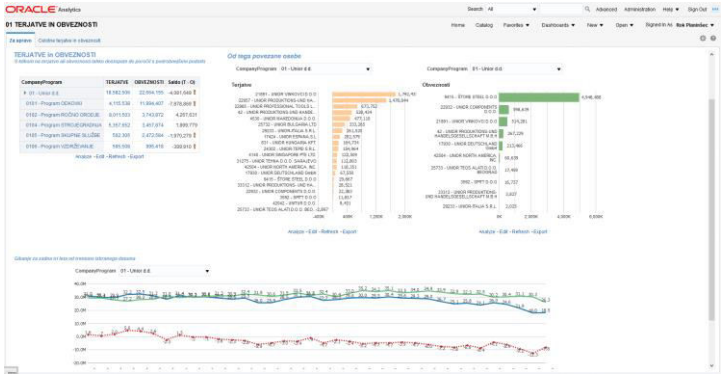
Unior Dashboards





https://obiprod-unior.eucom-north-1.oraclecloud.com/analytics/saw.dll?Dashboard

Use of BI



- Predicting events
  - Predictive maintenance
- Business intelligence
  - Dashboards, KPI, real-time reports, drill-down or up analysis,...
- Identification of samples
  - Defects in production, detection of fraud
- Trends analysis
  - Sales and marketing, services, supply chain, maintenance
- Process automation and decision making
  - production control - error detection-deviation-anomaly

2019
1919

thank you
danke
謝謝
ngiyabonga
teşekkür ederim
gracias
merci
obrigado
dziękuję
bedankt
go raibh maith agat
mochchakkeram
sukriya
kop khun krap
terima kasih
grazie
arigatô
dakujem
takk
tapadh leat
спасибо
рахмат
Баярлалаа
dank je
mersi
barka
welalin
tack
spas
kia ora
faafetai lava
vinaka
спасибі
blagodaram
misaotra
matondo
paldies
grazzi
mahalo
хвала
asante
manana
obrigada
tenki
murakoze
chokrane
mamnun
дякую
djiere dieuf
tau
kiitos
dankie
nanni
nandri
dhanyavad
bayarlalaa
gràçie
hvala
mauruuru
köszönöm
akun
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gratias ago
gràcies
sulpáy
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sobodi
dēkuji
sagolun
mèsi
didi madloba
najis tuke
kam sah hamnida
rahmat
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tanemirt
rahmet
diolch
dhanyavadagalu
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감사합니다
তোমাকে ধন্যবাদ

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SKANSKA

We build for a better society.

Conny Björling

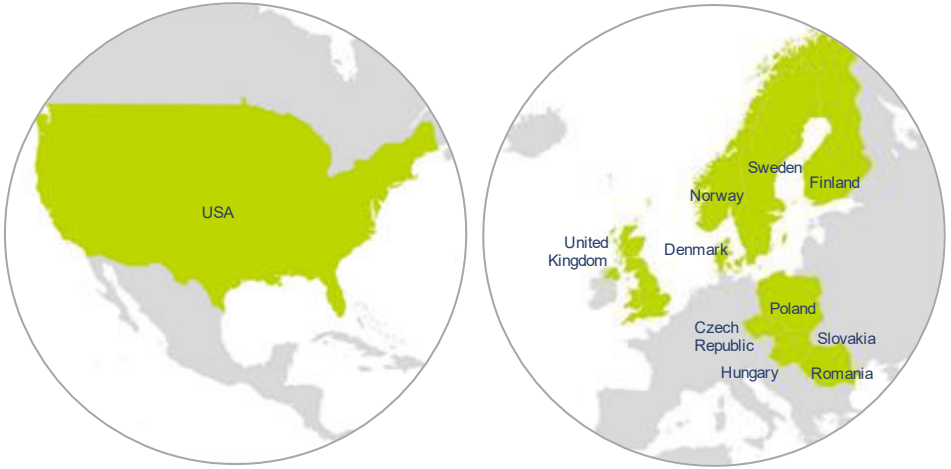
Head of Enterprise Architecture

Group Function IT, Skanska HQ

Skanska in brief

- Founded 1887 in Sweden
- International business since 1897
- Quoted on the Nasdaq Stockholm
- 2019 revenues SEK 177 billion
- 34,000 employees

We are active in selected home markets



Product and Services areas being used today

Oracle Applications - SaaS

- Enterprise Resource Planning (ERP)
- Human Capital Management (HCM)
- Supply Chain Management and Manufacturing (SCM)
- Enterprise Performance Management (EPM)
- Customer Experience (CX)

Oracle Tech - PaaS and IaaS

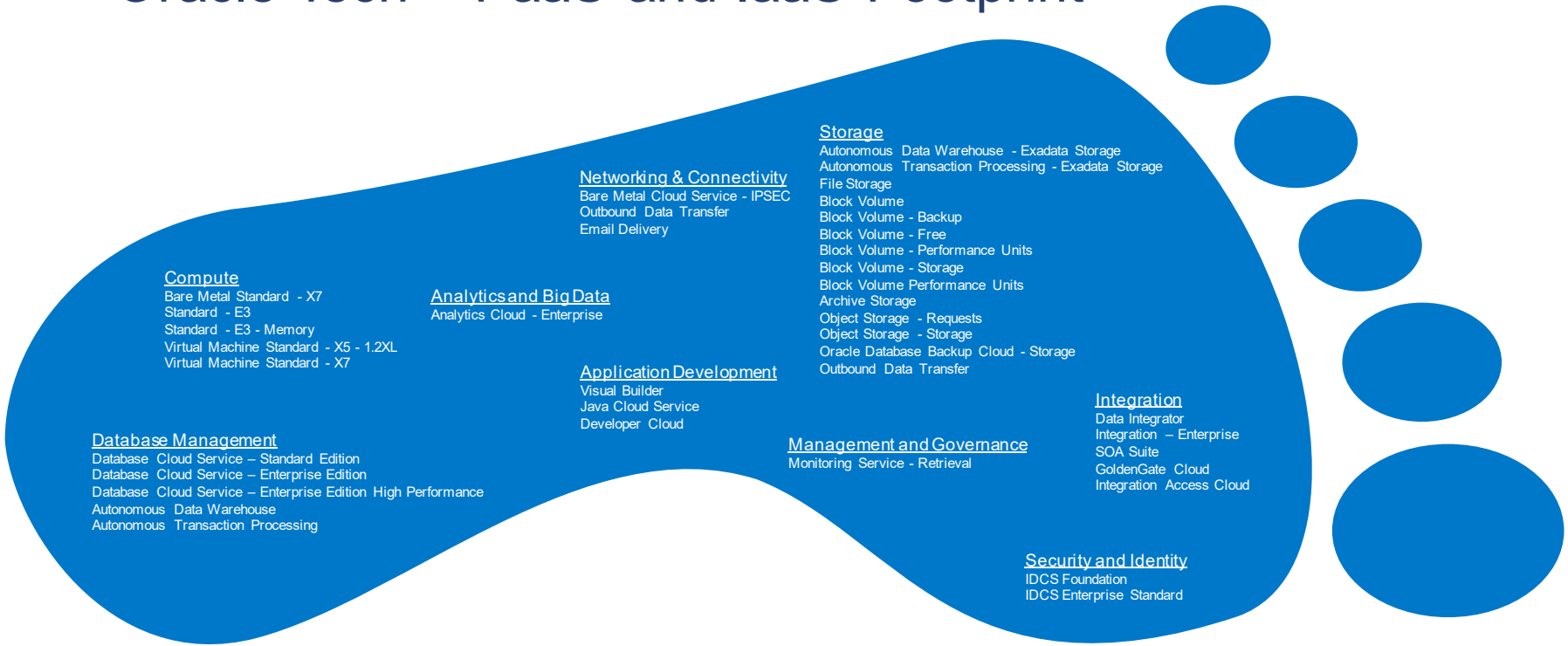
- Analytics and Big Data
- Application Development
- Compute
- Database Management
- Infrastructure Integration
- Management and Governance
- Networking, Connectivity, and Edge Services
- Security and Identity
- Storage

Oracle Industry Applications

- Construction and Engineering

Oracle Applications - SaaS Footprint

Oracle Tech – PaaS and IaaS Footprint

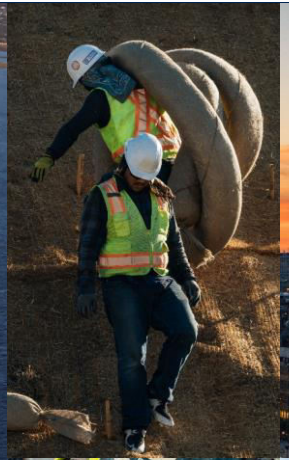


“Knowledge and Experience” in Oracle Cloud

- 8 years on Oracle Cloud
- PaaS and IaaS
  - First customer on Analytics Cloud (BICS), September 2014
  - Multiple data center migrations for multiple services (“before classic” to classic, classic to OCI
  - SSO with MSAD and Azure Active Directory
  - Multiple IDCS, primary IDCS Foundation, secondary IDCS Standard
  - VPN, IP-Whitelisting
  - Multiple VCN’s allocated to compartment structure
  - Internal billing requirement
  - Consolidation on one Cloud Tenancy

“Knowledge and Experience” in Oracle Cloud

- SaaS
  - Lift and Shift on-premise Fusion Applications to Fusion Cloud (ERP, HCM, SCM, Manufacturing) and On-premise Fusion Middleware to PaaS / IaaS
  - HCM Cloud consolidation
- Cloud agreements
  - SaaS
    - Hosted Employee, Hosted Named User
    - Customer 2 Cloud
  - PaaS / IaaS
    - Named User, Non-Metered
    - Universal Credits: Pay as you Go, Commitment



DAGENS NYHETER

SKANSKA

SKANSKA

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AkerBP

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Aker BP – Norway

dsp

Philip Brown
CTO
DSP – UK

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1. Golden Gate replication from on-prem to Autonomous
2. Automated & On-demand cloning of Autonomous DB's
3. Application on OCI Windows Compute
4. Azure – OCI interconnect

Virtual - Oracle Global Leaders Program 23rd June 2020

Erik.Dvergsnes@akerbp.com

Agenda

Erik Dvergsnes

Aker BP

Architecture Drawing

Various Computes

Advantages

The end / Questions

Erik Dvergsnes

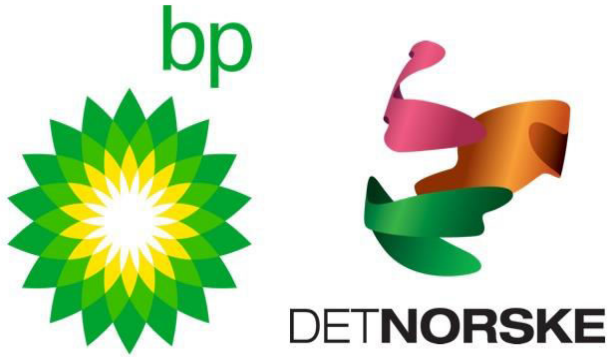
- 25 years experience Oracle
- Programming, DBA , PM & Architect
- Industries: Oil & Gas and Finance
- Companies worked for:

  Cap Gemini, Shell, Deutsche Bank, Aker Kværner, BP Norway & Aker BP

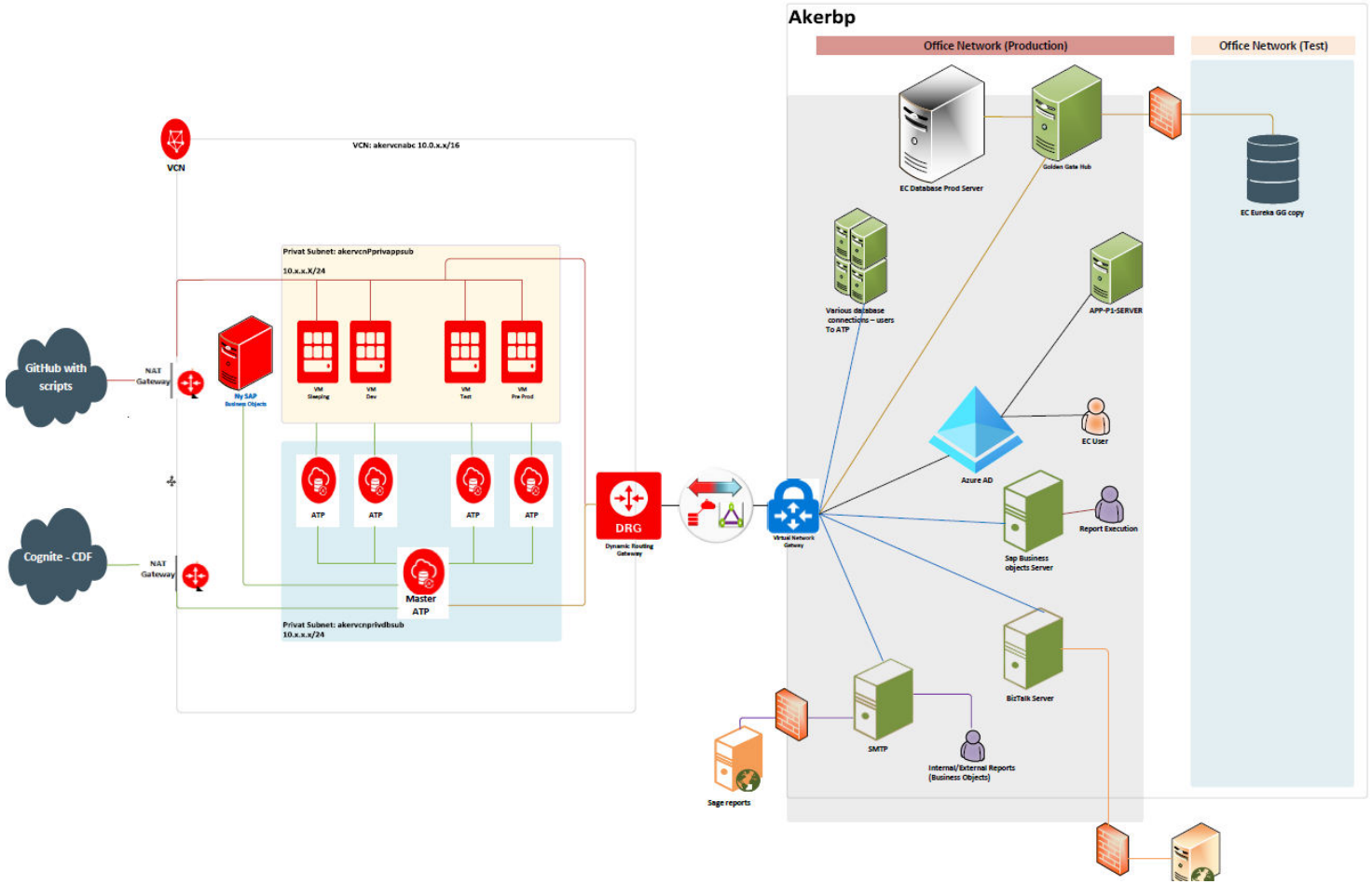
  Deutsche Bank - Quality, effectiveness, systems in place
- Setting up a Consultancy team to support others

The Company Aker BP in Norway

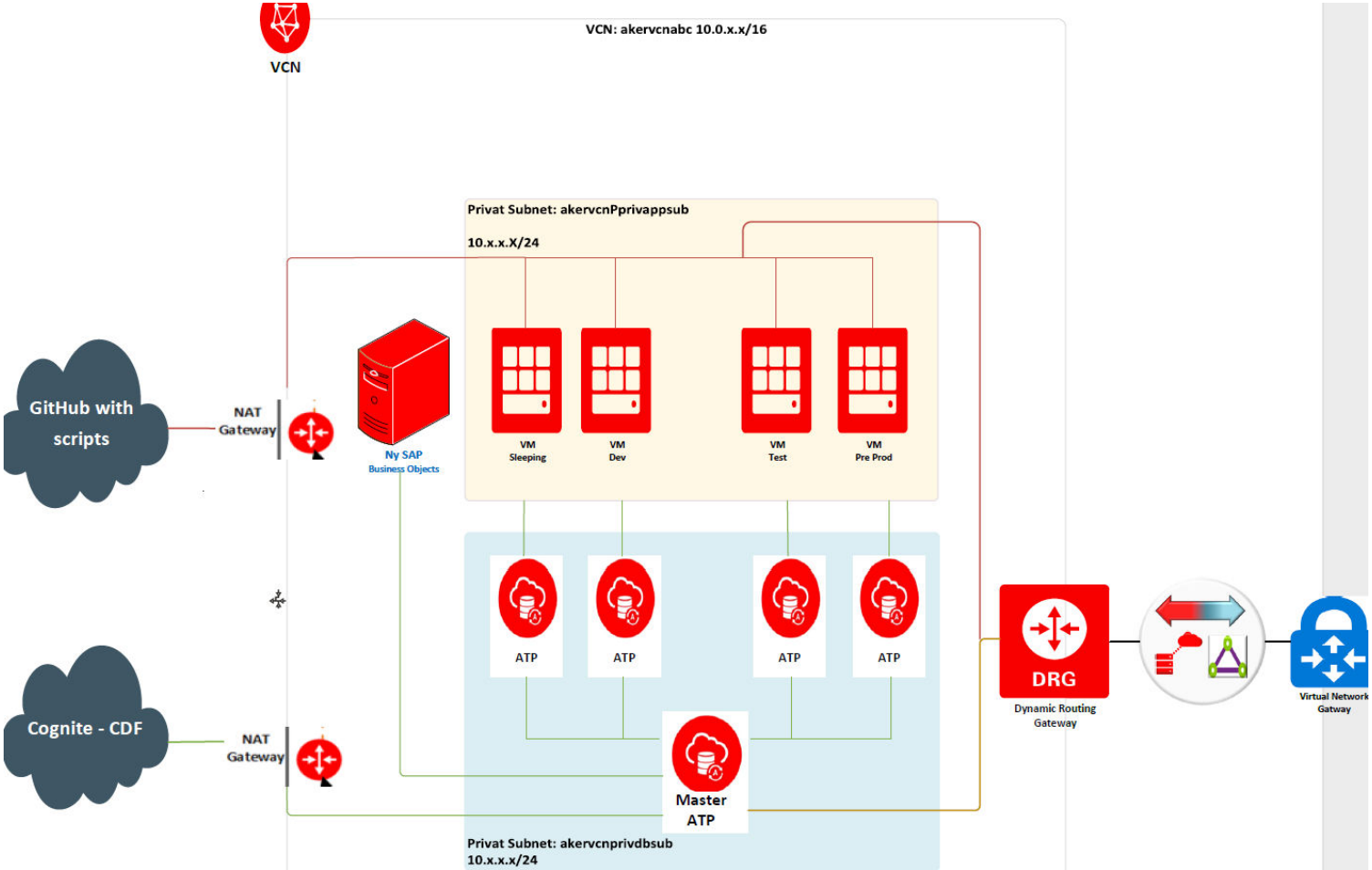
- Company has grown by M&A
- Focused on technology – future no people offshore
- Measured in production, one of the largest independent oil companies in Europe
- Plan is to double its Production



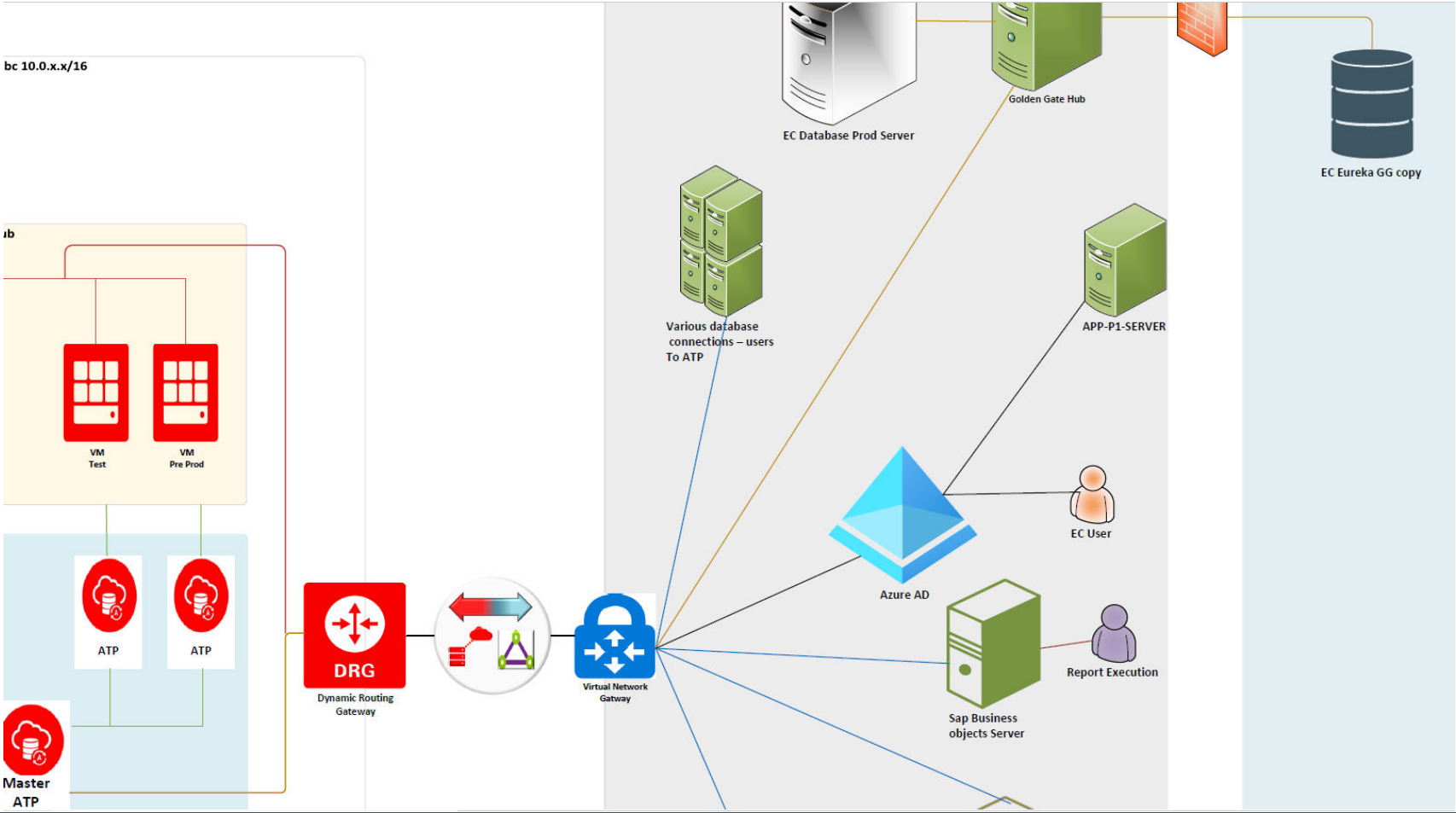
Architecture diagram overview



Architecture diagram, focus on OCI side

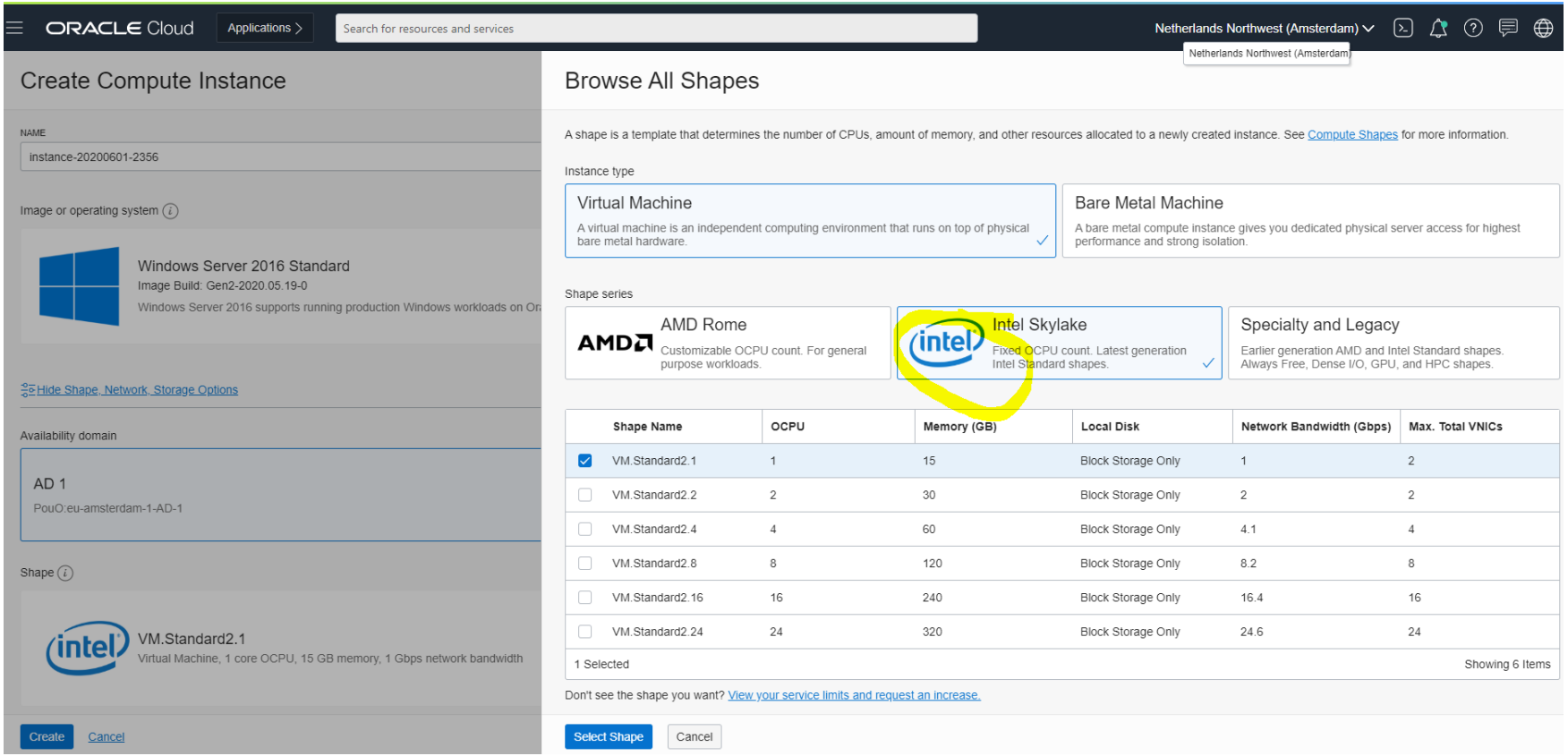


Architecture diagram, focus on Azure – Aker-bp side



Compute Image

Dev = 2 OCPU, Memory = 30 GB
Test = 4 OCPU, Memory = 60 GB
Pre-Prod = 8 OCPU, Memory = 120 GB



Summary Advantages

- Every morning fresh production data is ready
  - Before took 5-6 weeks , raising requests, waiting… import was wrong etc…
- Business can quickly evaluate new opportunities with new calculations, calibrations
- Very flexible and easy to create new projects, scale up or down or terminate ATP's
- ATP, always on supported version and avoid business disturbance with patching
- Cost savings
  - OCI infrastructure cheaper then on-prem
  - Reduced number of requests to DBA's
- Future, turn off Golden Gate replication as the production DB will be the Autonomous DB, avoid patching, disturbance to the business
- Secure interconnect between Oracle Cloud and Microsoft Azure that will allow us to have low latency, private connectivity between Oracle Cloud and Microsoft Azure.

www.akerbp.com

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DSP – UK

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DSP
Enterprise Database PaaS with
Azure and Oracle Interconnect

DSP – Enterprise DB PaaS with Azure and Oracle Interconnect

20 Years in business

24x7x365 Managed Services Operation

Experienced Management Team

Enterprise Grade Cloud Architectures

Highly skilled consultants

Increased spotlight on innovation

200 clients, annuity focus

Tier 1 Vendor Relationships

ORACLE Platinum Partner
Cloud Standard

Oracle Cloud Managed Service Provider

ORACLE Platinum Partner
Specialized
Oracle Infrastructure as a Service

ORACLE Platinum Partner
Specialized
Oracle Cloud Infrastructure

ORACLE Platinum Partner
Specialized
Oracle Database 12c

ORACLE Platinum Partner
Specialized
MySQL 5

ORACLE Platinum Partner
Specialized
Oracle Linux 6

ORACLE Platinum Partner
Specialized
Oracle VM 3.0

ORACLE Platinum Partner
Specialized
Oracle Database Appliance

DSP – Enterprise DB PaaS with Azure and Oracle Interconnect

DSP is the UK's leading provider of Database and Data Platform Managed Services and the only Oracle MSP and Microsoft CSP in the UK.

Technical Consultancy

Design, implementation and modernisation of Oracle, SQL Server and NoSQL architectures.

Managed Services

Continuous peace of mind and constant optimisation of Oracle, SQL Server and NoSQL environments.

Managed Cloud

Providing the automation, expertise and support for Oracle, Microsoft and Amazon Cloud Platforms.

ORACLE Platinum Partner

Microsoft Partner — Gold Data Analytics, Gold Data Platform, Gold Cloud Platform

We are an HM Government G-Cloud 11 Supplier

UK Managed Services awards 2019 — Highly Commended

Independent UKOUG UK Oracle User Group 2009 2019 Awards — 22 Gold, 8 Silver, 10 Bronze

dsp

DSP – Enterprise DB PaaS with Azure and Oracle Interconnect

The Enterprise Dilemma

Enterprise Estate

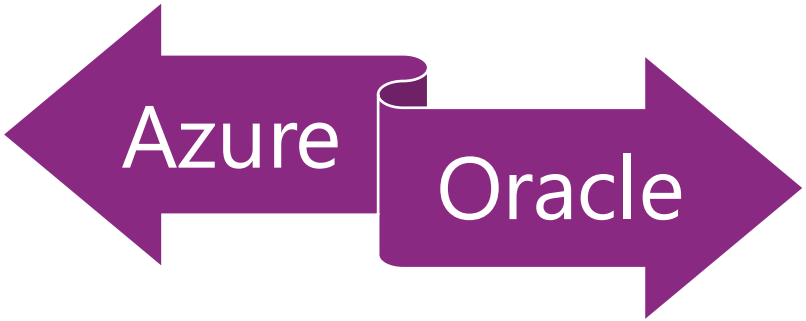
Multi-Platform
Mixed Technology
Simplified Choice

Enterprise Modernisation

Reduce Costs
Improve Efficiencies
Decrease TTV

PaaS Benefits

Deployment
Maintenance
Management



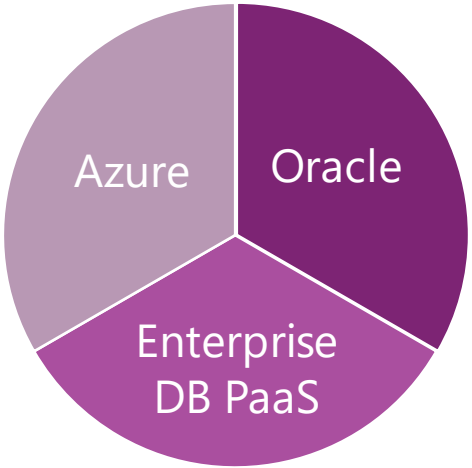
DSP – Enterprise DB PaaS with Azure and Oracle Interconnect

The Enterprise Solution

Azure DB PaaS

Azure SQL DB

Azure Managed Instance



Oracle DB PaaS

Autonomous DB

Oracle Database Cloud Service

Enterprise DB PaaS

Full Modernisation

Zero Compromise

Maintain Consistency

DSP – Enterprise DB PaaS with Azure and Oracle Interconnect

Simplified Solution – Simplified Implementation

ORACLE®

CLOUD

Microsoft Azure

Simplify Enterprise Migration

Simplify Multi-Cloud Implementation

Enable Enterprise DB PaaS

ORACLE

Oracle Global Leaders Program

June 23 - 13.15 CET

Oracle Global Leaders Summer Meeting EMEA 2020

Oracle Cloud In

Rok Planinšec
CIO
Unior - Slovenia

Conny Björling
Agile Enterprise Architecture
Skanska - Sweden

Erik
Ora
Aker BP – Norway

DSP – UK

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