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## What Our Customers Are Saying



### Customers Anticipate Continued Advances

“As we see Oracle moving toward the Fusion applications, the one thing that we really like is their open architecture, and their evolutionary way that they’re going about it. We think that that’s going to serve the California State University very well.”

**Charles Reed, Chancellor, California State University**

“Oracle clearly is focused on the success of its customer, and it’s absolutely sincere about protecting investments. It’s a huge commitment that they’ve made and they really have backed it up.”

**Steve Printz, Vice President and CIO, Pella Corporation**

“The holistic view that Oracle is taking of our ownership experience is exactly the right idea.”

**Rick Davidson, Senior Vice President, Global CIO, Manpower**

“As a global technology company that has deployed Oracle, PeopleSoft, and Siebel, we are very excited by the potential of Oracle Fusion Applications. We see its future as providing the combined product performance, a way of reducing complexity and cost—and creating real value by making it easier to do business.”

**John C. Carrow, Vice President and CIO, Unisys Corporation**

“My costs of managing and administering the systems is lower than it used to be. I’m getting more functionality for less effort than I used to have to expend to get that functionality.”

**Norm Fjeldheim, Senior Vice President and CIO, Qualcomm**

"I'm excited by the steps Oracle is taking to prepare their customers for the future of Oracle Applications. Oracle is providing customers with numerous choices for moving forward through Fusion Middleware, Applications Integration Architecture, and the upcoming Fusion Applications. At the same time, Oracle is providing a means for customers to move forward at their own pace by protecting current application investments through the Applications Unlimited and Lifetime Support programs."

**Floyd Teter, System Engineer for Institutional Business Systems, Jet Propulsion Lab**

"Oracle users and user groups are behind Oracle's strategy and product roadmap. A lot of its recent acquisitions are really on target with what the user communities are needing and requesting both from the application and from the technology standpoints."

**Ari Kaplan, President, Independent Oracle Users Group (IOUG)**

"I think Fusion will result in an excellent product; we're going to have an application suite that will be the best-in-breed, best in the marketplace, and will bring customers great value."

**John Matelski, President, Quest International Users Group**

"Oracle's Fusion program makes it possible for LeapFrog to add to our existing Oracle applications from powerful products such as PeopleSoft, and hopefully soon, Seibel. We get the "best of the best" and Oracle does the work of integration. Awesome."

**Rob Moon, Senior Vice President and CIO, LeapFrog**

"We like to be on the cutting edge of technology because it gives us a competitive advantage over other competitors. So with Oracle's ability to work with us, we're able to get a better product, and that's exactly what we were looking for from Oracle."

**Andrew Albarelle, Principle Executive Officer, Remy Corporation**

"Initially, there was some fear that Oracle would do away with PeopleSoft products and require everyone to move to their application suite. And as time went on, we realized that wasn't the case and that they were planning a best-of-breed approach. And for us that brings great value because it maintains the systems that we have and allows us to upgrade them for greater functionality."

**Mark Coyne, Director of Computer Services, The Navigators**

“However, we’re very comfortable with the fact that we know that Oracle’s on the right track and is actually listening to not only PeopleSoft users but JD Edwards and across the whole application. And we think that will just make Fusion even better.”

**Nick Nyhus, Vice President, HR Planning & Analysis Ameriprise Financial**

“We are really excited about the integration of business intelligence into the transaction applications. We can now see in real time what’s going on with our business processes while they’re in action.”

**Jim Prevo, Vice President and CIO, Green Mountain Coffee Roasters**

“It’s important to be more efficient, to improve our business processes, and that’s what the new product releases bring to us.”

**Pat Dues, President, Oracle Applications User Group (OAUG)**

“The Weitz Company is quite confident that through Fusion we will be able to lower our total cost of ownership through our vanilla implementation moving forward with the Fusion architecture.”

**Mark Federle, CIO, The Weitz Company**

“Oracle Fusion Middleware is a more simple technology stack for all of our merchandising and supply chain systems, which will really lower our total cost of ownership and make it more simple for our business.”

**Colin Cobain, Group IT Director, Tesco**

“The combination of Oracle Fusion Middleware today and Fusion applications in the future offers customers a definite migration path to future versions of their product.”

**J.R. Jesson, Chief Technical Officer for Applications and Industry Frameworks, EDS**

“The [Oracle] solution appealed to us because of its superior internet architecture.”

**Jens Wandel, Project Director, Center for Business Solutions,  
United Nations Development Programme**



## Partners and Oracle Deliver Value Together

“As a leading provider of Oracle solutions—and a customer—HP is pleased to be working closely with Oracle to help our mutual customers benefit from their existing investments and enable them to take advantage of everything that Fusion has to offer.”

**Ron Eller, VP and General Manager, Enterprise Solution Alliances, Hewlett Packard**

“Accenture sees real value in offering a comprehensive solution, such as the Oracle Fusion Architecture solution—including applications, middleware, and database. And Oracle’s emphasis on protecting, extending, and evolving customer investments is very well aligned with Accenture’s value-driven approach.”

**Don Rippert, Chief Technology Officer, Accenture**

“We are pleased to see Oracle is meeting its commitments from last year to protect, extend, and evolve our customers’ investments, and look forward to continuing to solve customer business challenges with the technical solutions being developed by Oracle.”

**Jeff Plewa, Global Oracle Alliances Leader, Deloitte Consulting**

“By strategically aligning the capabilities of former industry competitors, Oracle has strengthened its product offerings, accelerated innovation and positioned itself to meet customer demands more quickly and cost effectively. As a partner of Oracle for over a decade, BearingPoint sees unique value in Oracle’s complete Fusion Architecture strategy, including applications, middleware, and database.”

**Robert Hershey, Senior Vice President and Managing Director - Global Oracle Solutions Practice, BearingPoint**

“Our customers continue to demand flexibility and extraordinary value. With Oracle’s open standards of Fusion Architecture and Red Hat’s commitment to choice and value, we are helping customers with IT infrastructure that’s right for their evolving business.”

**Mike Evans, VP Corporate Development, RedHat, Inc.**

“Intel views a service-oriented approach as a critical component to business success across all market segments. Successful implementation of service orientated enterprises (SOEs) requires powerful, innovative, and standards based servers, clients, and enterprise software from firms that have the experience to help enterprises utilize them effectively. Intel and Oracle have a long track record of driving business success for our customers separately and together.”

**Richard Wirt, Corporate Vice President, General Manager Software Solutions Group, Intel**

“As the supplier of the world’s leading banking system, we recognize the crucial importance of service-oriented architecture and strong middleware to support it. We are proud to be working closely with Oracle and its excellent Fusion product and are confident that together we can deliver exceptional quality and service to our customers.”

**Mark Gunning, Director of Group Strategy, Temenos**

“Virtually all of CSC’s Consulting Group customers have investments in multiple platforms and technologies. Leverage of that investment is key to their future. Fusion provides the means that complements our methodology to provide a quick return on their investments. Speed to market with new systems, while leveraging existing systems, allows us to provide a superior ROI.”

**Reeves Smith, Oracle Practice, Consulting Group, CSC**

Our alliance with Oracle is built on a deep mutual dedication to the delivery of preeminent business and technology solutions to our clients. We are pleased to see Oracle meeting its commitments from last year to protect, extend, and evolve our customers’ investments and look forward to continuing to solve customer business challenges together.”

**Kevin Adams, Chief Executive Officer, Intec Telecom Systems**

“Customers today demand and deserve flexibility and choice for their enterprise computing environments. Novell is committed to delivering software for the open enterprise, and Oracle’s open standards help us provide the IT infrastructure that’s tailored to customers’ specific needs.”

**Hal Bennett, Vice President of Global Alliances, Novell**

“Genesys and Oracle understand the critical importance of protecting our customers’ and prospective customers investments in enterprise customer interaction software. As strategic partners, we have worked together to tightly integrate Genesys and Oracle software, while maintaining an open architecture to leverage industry standards. Oracle Fusion provides the integration and flexibility that our joint customers demand while protecting and leveraging the value of their existing investments.”

**Karl Holzthum, Senior Vice President, Worldwide Channels & Alliances, Genesys**

“We’ve found that the Oracle Fusion Middleware has very good support tools, including the Enterprise Manager and the grid component that allow us to monitor more vital aspects of the system. One of the key things in hosting is the ability to know that the application is always available. And it is really critical, when you’re hosting hundreds of clients with thousands of users each, to be alerted of any problems and potentially correct the problem before there is any adverse impact.”

**Owen Straub, Vice President of Engineering, Architecture Groups, Cerner**

“The combination of Oracle Fusion Middleware today and Fusion in the future allows Oracle’s customers to have a definite migration path as Oracle incorporates Project Fusion in future versions of their product. We’re using both Oracle Database and deploying Oracle Applications. We find that by using Oracle Fusion Middleware, Oracle Database, and Oracle Applications, we’re able to save integration time and implementation costs.”

**J.R. Jesson, Chief Technical Officer for Applications and Industry Frameworks Fusion, EDS**

“NetApp and Oracle share a vision and commitment to help customers leverage their investments in enterprise data and make it simpler to deploy new offerings. As a primary Oracle partner, NetApp supports Fusion wholeheartedly and will help customers create the ideal storage architecture to maximize Fusion and legacy investments.”

**Patrick Rogers, VP of Products and Alliances, Network Appliance, Inc.**

“Our customers today are looking for solutions built on standards-based integration in order to lower their total cost of ownership. Integration services and validation offered by Oracle’s Application Integration Initiative enabled us to improve our integrated solution while saving considerable time and resources, thereby providing the competitive advantage. More importantly, we were able to alleviate customers’ concerns and ease the selection and deployment. Integration validation is a huge benefit for our mutual customers.”

**Tony Chavez, VP, Enterprise Solutions Group, Taxware Systems**

“Kaba Benzing has been involved in the applications integration initiatives of both PeopleSoft and Oracle for over five years. By taking advantage of the tools and support provided, we were able to reduce time and risk in implementations and decrease our time to market with our Workforce Management Solutions.”

**Joe Palladino, Director of Corporate Development, Kaba Benzing America**

“Customers turn to world-class solutions like those provided by Oracle and Citrix because their bets are proven in the marketplace. With its Application Integration Initiative, Oracle now provides customers with increased assurances of compatibility and functionality, having tested and validated a combined solution. Integration validation is a huge bent for our mutual customers. By increasing their confidence in their choice of IT solutions based on a thoroughly tested implementation model, it allows them to focus on their key business issues.”

**David Jones, Corporate Vice President, Business Development and Corporate Affairs, Citrix Systems**

“We have been able to use BPEL’s capabilities to integrate Infosys’ universal banking solution, Finacle, with Oracle E-Business Suite Financials to enable our financial services customers to streamline business processes and improve operational efficiencies. Infosys has a strong focus on developing industry-specific solutions to enable customers to maximize value from their IT investments. Our partnership on Oracle 10g BPEL (Business Process Execution Language) will offer joint solutions to standardize enterprise applications integration needs of the customers.”

**Kris Gopalakrishnan Chief Executive Officer and Managing Director, Infosys Technologies Ltd**

“The explosion of software complexity in the past decade has forced our clients to consider integration as a strategic initiative in every project plan. They need a robust method to marry the many applications they operate around their central ERP backbone. Our work with the Oracle Application Integration Initiative has been an extraordinary value in this pursuit. We collectively selected the Oracle Fusion Middleware (BPEL) as the tool to create the integration to deliver the integration in a stable, scalable, and efficient fashion. This approach will resonate well with clients who carry the fears of integration and the life cycle associated with integration.”

**Robert J. Hochberg, President, CEO, Numeric Computer Systems, Inc.**

“The value of 170 MarkView’s tight integration and validation with both the Oracle E-Business Suite and PeopleSoft Enterprise applications enables our customers to optimize all of their financial transactions across the enterprise. The Oracle Application Integration Initiative further strengthens our longstanding partnership, allowing customers to focus on their business initiatives of streamlining processes, reducing costs, and strengthening internal controls—knowing that the solutions they deploy will work seamlessly together.”

**Dave Ellenberger, President and CEO, 170 Systems**

“Our decision to integrate Oracle E-Business Suite applications will enable us to deliver out-of-the-box a common set of accounting applications—as well as expanded project and corporate performance management capabilities—across Finacle. As a Certified Advantage Partner in the Oracle PartnerNetwork, Infosys shares a long-standing relationship with Oracle. We are confident that our new integration initiative will take our relationship to even greater heights.”

**Merwin Fernandes, Vice President and Business Head – Finacle, Infosys Technologies Ltd**

“Fusion means three things to me: The best of the best applications; the technology that underpins it; A new way of working with Oracle. For example, EBS R12 had a managed release program that was a real example of best practice. More time went into testing and the partner readiness programs – they were timely and very thorough. User groups asked for more customer readiness and in return had a Managed release Program where there was 70 hours of Webcasts and other content on release 12.”

**Debra Lilley, Principal Business Consultant, Fujitsu**



## What Analysts Are Saying About Oracle's Direction

"The PeopleSoft application certification on Fusion Middleware, combined with the similar recent Oracle E-Business Suite certification, represents a key milestone in the evolution of Oracle's pre-Fusion steps to create value for customers that run both E-Business Suite and PeopleSoft Enterprise applications."

**IDC, Evan Quinn**, "*Oracle Certifies PeopleSoft Apps on Fusion Middleware - A Winning Step Via the Portal*" (December 13, 2005)

"Oracle Fusion Middleware is a comprehensive solution that will serve Oracle's customers well."

**Forrester Research, Ken Vollmer and Henry Peyret**, "*Integration Suites Scorecard Summary: Oracle*" (July 28, 2005)

"For now, Oracle's objective is to ensure that its existing customers understand that their investments are safe and that Oracle would be their preferred partner for future spending."

**IDC, Alan Tong and Jun Fwu Chin**, "*Oracle: Paving the Roadmap for Fusion*" (August 2005)

"Ultimately, customers will need to understand what is in the Fusion product, but in the meantime, they can enjoy the fact that Oracle is protecting their investment and building them a migration path."

**AMR Research, Joyce McGovern and Judy Sweeney**, "*Oracle Continues To Enhance PeopleSoft's Strategic HR Applications*" (August 15, 2005)

"Oracle's core selling point for its middleware portfolio is the breadth of Oracle Fusion Middleware portfolio, and—due to its extensive support of standards—the ability to mix and match pieces of its portfolio with middleware components from other vendors."

**Summit Strategies, Dwight Davis**, "*Middleware Could Prove Decisive in SAP and Oracle Battle*" (November, 2005)