

Overview and Frequently Asked Questions

■ OVERVIEW

Oracle Acquires G-Log to Extend Logistics and Transportation Offerings

On November 2, 2005, Oracle completed the acquisition of Global Logistics Technologies, Inc. ("G-Log").

G-Log was founded in 1999 with a vision to deliver a single platform to plan, optimize, execute, analyze, and react to every aspect of how goods flow through a supply chain and became a leading provider of logistics and transportation management software. G-Log's flagship GC3 (Global Command and Control Center) product is a best-in-class solution for complex logistics networks with multiple tiers, business units, geographies, modes, logistics service providers, and large transaction volumes. G-Log has assembled one of the largest teams focused on applications for the logistics and transportation segment that will now work with Oracle's development team to continue to build innovative products.

There are several industry trends that are driving the increased requirements for sophisticated logistics systems. These trends include: (i) globalization, (ii) complex supply chains, (iii) capacity shortages, (iv) increased regulations, (v) escalating fuel costs, (vi) shrinking margins due to commoditization of basic transportation services, (vii) efficiency initiatives at shippers and carriers, and (viii) increased use of outsourced logistics.

The combination of Oracle and G-Log's respective products is expected to enable a Logistics Hub solution--an integrated offering helping customers in all industries address critical logistics and information requirements across global supply chains. G-Log's proven transportation management solutions, combined with Oracle's leading technology infrastructure and existing ERP and supply chain applications, provides the seamless solution necessary for the lean enterprise.

■ CUSTOMER BENEFITS

The combination of Oracle and G-Log is expected to offer many key benefits to customers:

- Together, the Oracle and G-Log solutions form the basis of a Logistics Hub solution, an integrated offering that will help solve customers' critical logistics requirements more effectively and enhance their ability to manage transportation across complex networks.
- For the first time, customers will have access to proven best-in-class transportation and logistics capabilities combined with comprehensive, world-class capabilities in ERP applications and technology infrastructure – all from the same vendor. This is expected to significantly reduce total cost of ownership while increasing customers' ability to drive an integrated, information driven enterprise.
- By combining the talents of both organizations, we are better able to address evolving customer needs and effectively respond to industry trends that are driving the demand for complex logistics solutions.

In summary the combination is expected to facilitate transformation of customers' logistics operations to leading-edge infrastructure that improves their competitive advantage.

■ PARTNER BENEFITS

The combination of Oracle and G-Log is expected to offer several benefits to our mutual partners:

- We plan to broaden existing ISV and developer partnerships, and establish new partnerships to complete an end-to-end solution footprint for logistics planning, optimization, execution, and analysis.
- Our systems integration partners who specialize in logistics and transportation will have the opportunity to provide world-class solutions to customers across multiple industries.
- The expanded application product offering is expected to offer additional opportunities for partners.
- G-Log partners will benefit from strengthened go-to-market capabilities through Oracle's global sales force.

■ PRODUCT OVERVIEW

What are G-Log's products?

G-Log's flagship product GC3 (Global Command and Control Center) is a recognized leader in global logistics software. GC3 is a best-in-class solution for complex logistics networks with multiple tiers, business units, geographies, modes, logistics service providers, and large transaction volumes. GC3 enables new levels of collaboration for shippers, consignees, third-party logistics providers, carriers, and freight forwarders who need to manage freight operations in a multi-client environment – across the country or around the world. GC3 represents an advanced logistics management solution with its powerful union of technology innovation and infrastructure:

- GC3 ties multiple application components including planning, optimization, execution, re-planning, freight billing, reporting, and dynamic content into a seamless, cross-enterprise process driven solution.
- GC3 is designed specifically to accommodate real world multi-modal, multi-leg, multi-enterprise planning and execution.
- Architected from the ground up as a 3-tier web application, using service oriented architecture (SOA) and a user extensible event management system, GC3 provides an unparalleled technical platform for delivering these leading edge functional capabilities.

GC3 continues to be available for sale from your existing sales contacts.

What is the current release of GC3?

The current release of GC3 is Release 5.0. This was made generally available in June 2005.

How will this acquisition change the current GC3 release plan and schedule?

The existing plans for the next GC3 release contains initiatives that are very much in alignment with our goals for the product. As a result, we plan to maintain the existing development commitments, especially those where there has been direct customer involvement. We also plan to accelerate development of integrations with Oracle supply chain management applications as well as with complementary products. We are also evaluating a port to Oracle Application Server. We plan to communicate any changes to the existing release schedule and plan, if necessary.

How compatible are these technologies with Oracle applications?

Very compatible. GC3 has been written from the ground-up as a 3-tier Java-based Web-application. It is architected over a common data model (implemented in Oracle RDBMS) as a set of components, which interact using XML messaging, controlled by a workflow engine. It includes a user configurable event/action engine and the external interfaces are web-service enabled. In summary, it is architecturally advanced, and compatible with current Oracle products, and very well aligned with Oracle's goals for Fusion infrastructure.

How does this fit into your Oracle Fusion strategy?

Very well. G-Log's GC3 will form a basis for Oracle's Logistics Hub capability for our Fusion infrastructure. This is in alignment with Oracle's approach to Oracle Product Data Hub and Oracle Customer Data Hub. This hub approach will facilitate improved flexibility in terms of upgrades, deployment, and integration.

Will Oracle continue to sell existing Oracle Transportation Execution and Oracle Transportation Planning products?

We are evaluating our plans for Oracle Transportation Execution and Transportation Planning products. We expect that the combination will protect and support customers' investments in Oracle transportation planning and execution products in addition to offering G-Log's comprehensive capabilities and a compelling end-to-end solution footprint.

What should existing users of Oracle Transportation Execution and Oracle Transportation Planning do and what should they expect?

Oracle plans to support existing customers of the Oracle transportation products, including upgrades to Oracle E-Business Suite Release 12 (R12), so there is no need for these customers to make any change. Since we expect that the combination will protect and support customers' investments in Oracle transportation planning and execution products in addition to offering G-Log's comprehensive capabilities and a compelling end-to-end solution footprint, customers should discuss their options with their Oracle account executive.

Will the R12 plans for Oracle Transportation Execution and Oracle Transportation Planning change?

We plan to deliver versions of Oracle Transportation Execution and Oracle Transportation Planning which contain, at a minimum, 11i10 functionality. We intend that any existing customer of Oracle Transportation Execution and Oracle Transportation Planning will be able to upgrade their current version to Release 12.

When will the integrations be available between GC3 and the various Oracle product families?

We have started the design process for integration and will communicate our release schedule as soon as possible. We plan to integrate GC3 initially with Oracle E-Business Suite, and then Oracle Retail (Retek), PeopleSoft Enterprise, and JD Edwards EnterpriseOne. Meanwhile, it is important to understand that GC3, Oracle E-Business Suite and Oracle Retail have extensive, existing integration capabilities that several shared customers have already implemented.

■ PRODUCT OVERVIEW (CONTINUED)

How will the GC3 be integrated with the Oracle E-Business Suite?

We plan to integrate the G-Log solution with E-Business Suite, however it will be in its own database instance, supplying a distinct, shared Logistics function. Many of our customers want this level of seamless functional integration that helps drive down total cost of ownership. However, several of them have transportation needs that span multiple source systems and our intent is that GC3 continues to support this capability. GC3 can supply these multi-systems capabilities, providing transportation and logistics services to combinations of Oracle and Oracle Retail products, as well as other suite and legacy systems. This is aligned with the needs of the Logistics Service Provider segment, and also our directions for Fusion.

Will you continue to sell GC3 into otherwise non-Oracle Application situations?

Yes. We plan to pursue GC3 opportunities that do not involve other Oracle applications. G-Log has consistently demonstrated its ability to compete for and to win business from customers running varied applications suites, including SAP. This is based on their superior functionality and proven ability to manage complex, global transportation in a heterogeneous environment.

■ BUSINESS CONTINUITY

Are G-Log's solutions still available for purchase?

Yes. Please contact your G-Log sales representative to assist you, or visit www.G-Log.com for contact information.

How will G-Log's GC3 family of products be priced?

Please refer any question regarding price or other terms for G-Log's products to your current sales contact from G-Log.

Should G-Log customers continue to call G-Log technical support?

Yes. Customers will continue to see continuity in support and services, and should continue to use existing G-Log contacts for support, professional services, and sales to address immediate and ongoing needs. We will communicate all changes and transitions occurring after the close of the transaction well in advance through these familiar channels.

Should G-Log customers continue to contact their G-Log sales representative?

Yes. Until further advised, customers should continue to rely on existing relationships.

Will training on G-Log products continue?

Yes. We currently plan to combine the G-Log education program with Oracle University. We want to ensure that our customers' software provides the best possible service for their organizations, and we know excellent training is critical to reach that goal.

Will existing G-Log customer contracts be honored after the closing of the transaction?

Yes. Oracle intends to honor the terms and conditions of existing G-Log contracts.

What happens next?

The transaction was completed on November 2, 2005. A series of communications will take place to inform you of next steps from support plans to future product roadmaps. Please visit G-Log.com and/or oracle.com/G-Log for up to date information on the transaction and integration.

What is the purchase price of the transaction?

The terms are confidential and will not be publicly disclosed.

Will the G-Log leadership and employees be retained?

The goal of this combination is to complement Oracle offerings with G-Log leadership, development, sales and service teams.

Where can I find out more information about G-Log and the proposed G-Log acquisition?

For more information about this acquisition please visit oracle.com/G-Log.

This document is intended to outline our general product direction. It is intended for informational purposes only, and may not be incorporated into any contract. It is not a commitment to deliver any material, code, or functionality and should not be relied upon in making a purchasing decision. The Development, release and timing of any features or functionality remains at the sole discretion of Oracle.