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## **Oracle teams up with Fujitsu Siemens Computers to Open International ISV Migration Center in Munich**

*Center provides Independent Software Vendors (ISVs) resources for enabling successful migration of their solutions to the Oracle® 10g platform*

MUNICH, Germany, 2-July 2006 – Oracle has joined forces with Fujitsu Siemens Computers to open an International ISV Migration Center in its main offices in Munich. Starting immediately, European independent software vendors (ISVs) who want to migrate their solutions to the Oracle® 10g platform can turn to this source for the latest hardware and software resources available for testing and validation purposes. In addition, the center will be staffed with experts from Oracle and Fujitsu Siemens Computers who are specifically trained to help test and tune solutions on an Oracle and Fujitsu Siemens Computers infrastructure. Workshops which can be tailored to satisfy an ISVs' individual interests and requirements are also available; these deliver solid information on Oracle 10g, provide assistance in testing, and give recommendations for the migration.

“The use of the services in this center is free,” commented Silvia Kaske, Director of Channel Sales & Alliances at ORACLE Deutschland GmbH, during the opening ceremony at the Migration Center. “ISVs can save a considerable amount of time and money on their migration projects and their rate of success should increase significantly.”

### **State-of-the-Art Technology**

Generally, ISVs have not had access to the hardware and software environments required to conduct extensive testing. As a result, Oracle and Fujitsu Siemens Computers have teamed to establish the new ISV Migration Center in Munich that can provide ISVs with essential support. Now, they will be able to experience the capabilities and high performance of Oracle Fusion Middleware, Oracle Database 10g, Oracle Real Application Clusters and Oracle Grid Computing in the center's demo room. The Fujitsu Siemens Computers Advanced Blade Ecosystem PRIMERGY BX600 along with connected Network Appliance FAS systems deliver the hardware infrastructure for the testing environment. In addition, there are two laboratories available, each equipped with two workstations and the corresponding network infrastructure.

### **Expert Knowledge Available First-Hand**

During the testing, experts from Oracle and Fujitsu Siemens Computers are on hand to provide the ISVs assistance. Three-day workshops communicate detailed knowledge and practical experience in how to work with the Oracle technologies. The experts also provide test evaluation and, based on this information, give recommendations for the migration. In addition, ISVs can have their software validated and certified on the Fujitsu Siemens Computers FlexFrame for Oracle infrastructure solution. Workshops individually customized to the needs and interests of the ISVs on such topics as performance, high availability, scalability or data migration round out the offer.

### **A Special Focus on ISV Needs**

The ISV Migration Center in Munich is part of a large-scale European initiative Oracle has launched to support its ISVs. Later in July, for example, the company plans to open a comparable migration center in Istanbul, Turkey. In addition, Oracle is able to provide a mobile center, which offers the same hardware configuration and can be requested from anywhere within Europe. Thus, the ISV is free to choose between using the hardware and local support services on his own premises or going to one of the Oracle centers located in the vicinity.

“More than 5,200 independent software vendors are now members of our Oracle PartnerNetwork in EMEA,” said Stein Surlien, Vice President Alliances and Channels at Oracle Europe, Middle East and Africa. “And every day we welcome new ISVs who want to migrate their solutions to our products or to develop new service-oriented applications for Grid computing on its basis. At the Migration Center, we provide them with the know-how they require on Oracle 10g and Oracle Fusion Middleware and, thanks to the support of Fujitsu Siemens Computers, one of our Certified Advantage Partners, they also have the test environment they need for their migration projects. Thus, the ISVs are very well equipped to react quickly and efficiently to any inquiries or requirements their current and future customers may have with respect to innovative software solutions.”

“Our participation in the Oracle ISV Migration Center has intensified our close cooperation with Oracle to the benefit of our partners,” added Bernd Kosch, Vice President of Alliances at Fujitsu Siemens Computers. “Our Advanced Blade Ecosystem PRIMERGY BX600 delivers ISVs a powerful hardware technology they can use to test their solutions efficiently under realistic conditions. They can also have their software validated and certified for our FlexFrame for Oracle infrastructure solution, the first dynamic IT solution to be based on the Oracle Grid technology. The Dynamic Data Center solution we developed together with Oracle is already in high demand for individual applications, and we want to support ISVs on their way into the future.”

“Thanks to the partnership with Oracle, we can offer our Oracle application customers innovative solutions to secure their business processes flexibly in the long term,” said Michael Kilimann, General Manager at PITSS GmbH, an international Oracle ISV. “That’s why we are all the happier that the Migration Center is now able to provide us with the resources we require to demonstrate how easily and fast Oracle Forms can be migrated to the latest Oracle technologies using our tool PITSS.CON. This initiative is more convincing proof that Oracle takes its obligations towards its ISVs very seriously and is responsive to their concrete needs – for us, they’re the perfect technology partner.”

Photos of the opening ceremony at the ISV Migration Center in Munich can be requested from [steve.walker@oracle.com](mailto:steve.walker@oracle.com).

### **About Fujitsu Siemens Computers**

Fujitsu Siemens Computers is the leading European IT provider with a strategic focus on next-generation Mobility and Dynamic Data Center products, services and solutions. With a platform and services portfolio of exceptional depth, our offering extends from handhelds through desktops to enterprise-class IT infrastructure solutions and services offerings. Fujitsu Siemens Computers has a presence in all key markets across Europe, the Middle East and Africa, with the services division extending coverage up to 170 countries worldwide. Leveraging the strengths, innovation and global reach of our joint shareholders, Fujitsu Limited and Siemens AG, we make sure we meet the needs of customers: large corporations, small and medium enterprises and private users. To meet international standards for corporate social responsibility, Fujitsu Siemens Computers is a member of the United Nations Global Compact. For more information on Fujitsu Siemens Computers, please visit: [www.fujitsu-siemens.com](http://www.fujitsu-siemens.com).

### **About Oracle PartnerNetwork**

Oracle PartnerNetwork is a global business network of 16,000 companies who deliver innovative software solutions based on Oracle software. Through access to Oracle's premier products, education, technical services, marketing and sales support, the Oracle PartnerNetwork program provides partners with the resources they need to be successful in today's global economy. Oracle partners are able to offer their customers leading-edge solutions backed by Oracle's position as the world's largest enterprise software company. Partners who are able to demonstrate superior product knowledge, technical expertise and a commitment to doing business with Oracle can qualify for the Oracle Certified Partner levels.

### **About Oracle**

Oracle (NASDAQ: ORCL) is the world’s largest enterprise software company. For more information about Oracle, visit our Web site at <http://www.oracle.com>.

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