

ONE

ORACLE NEWS FOR MIDSIZE ORGANISATIONS



INSIDE ONE

Information Security

Discover how to achieve compliance in an automated and secure manner.

Talking Point

Find out how to manage compliance and protect key data assets at the same time.

Product Spotlight

Solutions to ensure compliance whilst securing information and managing costs.

WELCOME TO ORACLE ONE – NEWS FOR MIDSIZE ORGANISATIONS



Regulatory compliance – not exactly words to stir the blood. But achieving it across your company is a crucial issue. With automated processes that protect important business information from theft or loss whilst improving efficiency, midsize organisations can actually turn compliance to their advantage.

Whether you're a business executive looking for better ways to stop data leakage, a finance manager tasked with regulatory

compliance, a legal officer grappling with discovery and records retention, or an IT director managing multiple Governance, Risk, and Compliance project requests; Oracle can help.

Learn more about how Oracle can help you turn compliance into a business advantage. **ONE**

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ENSURING INFORMATION SECURITY

Your organisation's information resources are among its most valuable assets. You probably already have some protection measures in place, like antivirus and similar products. But risks can come from many different directions – inside as well as outside. Network outages, systems failures, lost or stolen laptops, accidental data deletion – unfortunately, they are all everyday occurrences.

ARMOURING INFORMATION

Recent compliance regulations have also brought data protection requirements in their wake. There are more and more directives covering data security, traceability and retention, regular backups and archiving. Suffering a full IT outage could mean permanent data loss. And if the loss violates a legal requirement, the company could be in serious trouble. Keeping up with changing requirements and ensuring your information systems are up to date can be time-consuming – and time is probably something you don't have a lot of.

ACCESS ALL AREAS?

Confirming who is using company systems is another area where compliance and good practice go hand-in-hand. Many midsize companies manage user identities and access permissions manually. Automating identity and access management can reduce the burden on the IT team and cut operational expenditure.

From another perspective, it is just as important that authorised employees are able to view and edit necessary data at any time. When company activity heats up, inaccessible applications and databases can lead to lost business. Reliable and scalable data protection solutions are essential.

COMPLIANCE WITHOUT SACRIFICING PERFORMANCE

So how can you reconcile the need to put effective security and compliance controls in place with the need to grow a



“Oracle's midsize company solutions are packaged to suit your needs and budgets.”

profitable company? Many analysts advise midsize organisations to steer away from technologies that are “compliance-specific”. In other words, invest in solutions that deliver a tangible and long-term benefit to the company. These products should actually support future growth first – and compliance second. For more information visit www.oracle.com/goto/data-security/uk and download the Oracle Business Brief “Make compliance work for you”.

DATA: IN CONSTANT PERIL

You will already have some protection measures in place for your valuable information resources, but risks can come from inside the firewall as well as out:

- Lost or stolen laptops
- Network outages
- System failures
- Accidental deletion >

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Visit

> www.oracle.com/goto/data-security/uk

now and access:

- Oracle Business and Product Briefs
- Oracle Self Assessment Tests
- Free Trial Software DVD

> Data disasters large and small can strike at any time. And then there is the human factor. In a volatile economy, staff departures are a fact of life and sometimes crucial data will leave with them. Midsize organisations without adequate protection expose themselves to serious difficulty. First, because sensitive business information could fall into the hands of competitors. But also, if the lost data is governed by a regulatory requirement (or requirements) for storage and protection, the company could find itself in deep legal trouble.

CAN ORACLE HELP?

Oracle's midsize company solutions are packaged to suit your needs and budgets. Alongside stringent data protection measures, Oracle helps midsize companies automate rote processes and release IT staff from the distraction of ongoing system checks and controls.

Oracle provides a reliable compliance infrastructure with multiple levels of security, including access protection, user identity management, data encryption and fail-safe operation. We help you safeguard brand and reputation through information reliability and data protection. We can even help you transform uncertainty into opportunity, by giving you visibility of key risk and performance indicators. **ONE**

ORACLE SELF ASSESSMENT TESTS FOR MIDSIZE ORGANISATIONS



Getting the most from your data? Let's find out.

Oracle's self assessment tests for midsize organisations will help clarify how well your current infrastructure is performing.

- Is your data properly protected?
- How well does your company information deliver real insight?
- Are your business processes flexible and future proofed?

Our quick, online questionnaire will help you measure your standing and make the most of your hard won data.

Take the test at:

www.oracle.com/goto/test-your-IT/uk



TALKING POINT



OPTIMISING YOUR IT SECURITY INFRASTRUCTURE

We spoke with David Tweddle to find out how Oracle can help with this thorniest of compliance issues.

WHY HAS SECURITY COMPLIANCE BECOME SUCH A HEADACHE?

Midsized companies are faced with a growing set of rules for data traceability, encryption, retention and backups. The list goes on and on. Staying abreast of them can be expensive, time-consuming and a big distraction.

WHY ARE WE HEARING SO MUCH ABOUT THIS NOW?

Data now adds more value to a business than ever before – so it needs the same level of protection you'd give to any corporate asset. Its infrastructure should have multiple levels of security, including protection on the access level, comprehensive user ID management, data encryption, and fail-safe operation.

WON'T THAT BE EXPENSIVE?

Not necessarily. An optimal infrastructure helps drive cost savings and productivity. But more to the point: Oracle Identity Management and Information Rights Management can offer midsized companies data protection on multiple levels. They are already priced and packaged specifically for midsized organisations. The cost issue starts to fade a bit when you consider the scale of the threat. Let's say an employee leaves your company and takes a USB stick worth of files with him. That is multiple gigabytes of data in the hands of a competitor. With the right infrastructure in place you can lock down your data wherever it goes, and keep the access rights where they belong. **ONE**

GOVERNANCE, RISK, AND COMPLIANCE MANAGEMENT (GRC): WITH ORACLE APPLICATIONS

Complying with all relevant laws, regulations and appropriate business practices is a central business issue. David Tweddle explains how Oracle can help take the complexity out of GRC.

CAN WE REALLY SIMPLIFY AND AUTOMATE A COMPLEX AREA LIKE GRC?

By managing multiple regulatory requirements through a single platform, you simplify GRC processes and reduce costs whilst doing it. Plus, having that single platform in place elevates the visibility of key risk and performance indicators.

IS 'SINGLE PLATFORM' JUST CODE FOR 'RIP AND REPLACE'?

Not at all. An Oracle infrastructure is designed to minimise disruption to midsized companies. It fits many existing environments including Windows® and Linux® – and installs easily.

WHEN WILL I SEE ROI?

Oracle GRC is designed to address the needs of midsized organisations, and that includes pricing. Savings also come from automated tools that highlight areas where control is weakest – let's call it proactive problem avoidance. And the process of taking corrective action is simplified by an automated loss and investigations capability. Rather than creating more headaches around GRC, midsized companies can look forward to fast return on investment. And some well deserved peace of mind. **ONE**



David Tweddle

Senior Sales Director,
Technology General Business UK

PRODUCT SPOTLIGHT: COMPLIANCE, YOUR WAY

Oracle offers you a reliable information infrastructure, with security at multiple levels, that automates many backup and retention processes. So if a system crashes, all of your data will have been saved up to the moment of the incident. That saves time – and gives you peace of mind.

Oracle Database 11g Standard Edition One and **Oracle Database 11g Standard Edition** are packaged and priced for midsize organisations. Based on open technology, Oracle Database 11g consolidates data across all your applications – even a mix of systems from different vendors. That makes it easier for you to find crucial customer information in a single repository. It accelerates your decision-making, lowers operating costs and makes maintenance simpler.

Oracle Information Rights Management (IRM) extends the management of information beyond the database to every copy of an organisation's most important information, wherever it is stored and used. Sensitive documents, e-mails and other data can be "sealed", associating each with a set of policies that prevent unauthorized viewing.

Oracle Identity Management (IdM) allows midsize organisations to manage the end-to-end lifecycle of user identities. By automating provisioning of user accounts and streamlining compliance audit and reporting, the security of your data is further enhanced – without breaking the bank.

GOVERNANCE, RISK AND COMPLIANCE

Times are tough but when the economic turnaround beckons and your organisation grows, you can integrate a range of robust applications from Oracle that help you meet the challenges of scale that come with success.

Oracle's Governance, Risk, and Compliance application suite replaces labour-intensive and unreliable manual activities with automated processes for risk assessment, policy documentation, and certification. The solution also continuously monitors controls that govern how critical business applications are configured, who has access to which systems, and what types of transactions are being executed. Best-practice application control libraries are pre-delivered so you can get up and running quickly.

All of these applications are enhanced when used in conjunction with integrated ERP application suites from Oracle.

Oracle's JD Edwards EnterpriseOne solutions are used by midsize companies around the world. JD Edwards EnterpriseOne is an integrated suite of comprehensive enterprise resource planning applications. It combines business value, standards-based technology, and deep industry experience into a business solution with a low total cost of ownership (TCO).

Oracle's E-Business Suite solutions comprise a comprehensive suite of integrated global business applications. These provide a complete business intelligence portfolio; fully adaptable business platform and customer-focused applications strategy. The suite is functionally rich and designed for the particular needs of midsize companies. **ONE**



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For the latest pricing go to

> [http://oraclestore.
oracle.com](http://oraclestore.oracle.com)

Terms, conditions and restrictions apply.

ORACLE SERVICES, TECHNOLOGY THAT TRANSFORMS

Oracle offers a range of services to help you acquire and implement your IT infrastructure and help manage, share, use and protect your information assets.

MY ORACLE SUPPORT

Customers are demanding a more proactive support from their providers to transform their ownership experience, and My Oracle Support platform delivers on this promise. My Oracle Support is available to all our customers under their existing Premier Support contracts. For more information about Oracle Customer Services and My Oracle Support, please visit www.oracle.com/support.

ORACLE ON DEMAND

By letting Oracle manage your infrastructure and critical business applications, you get powerful IT capabilities and superior service at lower cost. That means you can focus on what matters: growing your business. Reduce operating expenses, speed the return on your technology outlays, and free up scarce capital resources with Oracle's highly standardised IT environment.

For more information on Oracle On Demand for midsize organisations visit www.oracle.com/solutions/mid/oracle-ondemand.html and view customer success stories at www.oracle.com/customers/services/outsourcing.html.

ORACLE UNIVERSITY

Oracle University is the premier provider of training for Oracle, PeopleSoft, JD Edwards, Siebel, Hyperion, Portal and other Oracle Solutions. We offer thousands of in-class, on-site, Web-based, and CD-ROM courses.

Why Oracle University?

- 100% student satisfaction
- Instructor quality and expertise
- Large selection of training courses
- Oracle, Siebel, PeopleSoft and Hyperion certifications
- Personalised, customised training options
- Job-role training from administrator to end user



Oracle University delivers comprehensive training courses for Oracle Database 10g, Database 11g, Developer 10g, Application Server 10g, Hyperion solutions and Oracle Applications. In addition, we can deliver training on request for any of our 1400+ globally available courses.

ORACLE EXPERT SERVICES

Managing information technology systems can be challenging and sometimes an extra pair of hands would be useful. From tactical projects to strategic initiatives such as a large-scale Oracle systems consolidation, our expert consultants can support and advise you on recommended approaches.

We help you to:

- Reduce development time and costs
- Control software management costs
- Increase performance and availability
- Lower integration costs
- Protect your Oracle investment
- Minimise risk by using Oracle experts **ONE**

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For more information about **Oracle University Training** visit

> <http://education.oracle.com>

For more information about **Oracle Expert Services** visit

> www.oracle.com/goto/experts

YES, YOU CAN



COMPLIANCE THE EASY WAY

Eliminating compliance headaches preoccupies us all. But with processes that drive efficiency and provide a competitive edge, compliance can become an advantage. Looking for better ways to manage risk? Grappling with discovery and records retention? Managing multiple Governance, Risk, and Compliance project requests? Oracle can help. We help you make the most of your budgets with easy to install solutions that automate routine tasks and make compliance with data security requirements less labour and time-intensive.

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