

## Overview and Frequently Asked Questions

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### Overview

#### Oracle Buys Relsys:

#### Adds advanced drug safety and risk management applications to extend Oracle's leadership in health sciences

Oracle has acquired Relsys International, Inc ("Relsys"), a leading global provider of drug safety and risk management applications for the health sciences industry.

The combination delivers the only application suite that supports the end-to-end safety processes across clinical development, post-market surveillance and patient care. Pharmaceutical companies, biotech firms, clinical research organizations, medical device manufacturers, health care institutions and government agencies are expected to be able to improve the collection, monitoring and analysis of safety data and help to proactively manage safety risk. Oracle's leading health sciences software suite combined with Relsys's safety and risk management solutions are expected to enable customers to identify safety risks earlier in the development cycle, provide greater transparency into safety reporting and allow companies to better perform post-market surveillance through an integrated and proactive risk management strategy.

Relsys is a leading provider of safety software for the health sciences industry and has a history of developing innovative and integrated products. In addition to their leading adverse events reporting software, Relsys brings significant domain expertise in delivering safety, pharmacovigilance, risk management and analytics solutions to their customers globally. Relsys's management and employees will join Oracle as a part of the Health Sciences Global Business Unit (HSGBU) and continue to develop and deliver focused and leading applications to customers.

#### CUSTOMER BENEFITS

**The combination is expected to provide customers with a comprehensive drug safety application suite that:**

- Supports an integrated risk management strategy across clinical development, post-market surveillance and healthcare delivery
- Enables customers to develop more cost effective and safer therapies
- Provides better insight and visibility across safety processes through an integrated and comprehensive view of data across adverse events, clinical studies and observational data
- Helps identify safety issues earlier in the development process which can significantly reduce the costs associated with bringing drugs and devices to market
- Creates a best-in-class, comprehensive health sciences software suite from a single business software provider

#### PARTNER BENEFITS

**The combination is expected to provide partners with the following benefits:**

- System integrators are expected to be better enabled to provide a single integrated risk management solution that addresses their life science customers' safety requirements
- Relsys's partners are expected to gain access to Oracle's worldwide resources and partner ecosystem

## Frequently Asked Questions

### BUSINESS RATIONALE

#### What is the rationale for this acquisition?

Complex regulatory requirements, costly late stage failures and post-market safety concerns have propelled the industry to re-examine their product safety strategies. As the number and complexity of global clinical trials increases, companies are seeking to streamline their safety reporting processes, thereby providing faster and greater visibility into the safety profile of a drug or device. Late stage failures in the clinical development process can also be avoided by identifying safety issues earlier and can help to significantly reduce the costs associated with bringing drugs and devices to market. High profile examples of drug adverse events have raised the awareness of regulators and the public. The industry has quickly responded by pledging to provide greater transparency into their drug safety reporting and to develop more integrated and proactive risk management strategies that span their clinical development, post market and healthcare delivery network environments.

Currently, data relevant to safety monitoring is being collected and managed in silos by departments across organizations responsible for developing and delivering drugs and therapies to patients and consumers. In addition to traditional sources of information collected during the development process and by regulators, observational data such as electronic medical records and claims data is increasingly being utilized by the industry to support and augment their risk management programs. To adequately monitor and analyze relevant safety data, systems need to support an integrated and collaborative process that spans the entire process. Software to support and enable greater visibility and insight into these data is required in order for the industry to meet the challenging demands of safety monitoring today.

The combination of Relsys's leading safety and risk management suite and Oracle's Health Sciences application portfolio is expected to uniquely position Oracle to deliver the most comprehensive software suite to the industry that can enable an integrated safety and proactive risk management strategy. The acquisition of Relsys is consistent with Oracle's strategy to provide software that enables a complete, open and integrated solution for health sciences industry customers.

#### Why did Oracle select Relsys to extend its applications strategy?

Relsys is a leading provider of safety and risk management software for the health sciences industry and has a history of developing innovative, open and integrated products. Twenty-one of the top 50 global pharmaceutical companies currently rely on Argus, Relsys's award winning adverse event reporting system. Relsys offers a superior user experience and a highly configurable software suite that is scalable to perform under the most stringent workloads. Relsys's solutions are used globally and currently support over 100 pharmaceutical and biotech companies, contract research organizations and medical device manufacturers. Relsys's management and employees bring significant domain knowledge and expertise in safety, pharmacovigilance, risk management and safety analytics.

#### How will the acquisition of Relsys accelerate Oracle's strategy to become the leading enterprise applications provider for the health sciences industry?

In June 2008, Oracle developed the Health Sciences Global Business Unit to help health sciences organizations discover, develop and successfully market innovative products and services to prevent and cure disease, enhance quality of life and meet their shareholder and stakeholder expectations. Oracle today offers the industry's most comprehensive suite of software applications for clinical development.

The acquisition of Relsys combined with Oracle's leading health sciences application portfolio is expected to accelerate Oracle's strategy of providing the industry's only comprehensive suite that can support the end-to-end clinical development, safety and risk management processes. Relsys's leading suite of products is anticipated to extend Oracle's leadership in drug safety and risk management. In addition, Relsys's staff has over 20 years experience in delivering safety and pharmacovigilance software solutions for the health sciences industry. As a part of Oracle's Health Sciences Global Business Unit, Relsys's employees are expected to continue to focus on drug safety and pharmacovigilance to address one of the industry's most pressing needs.

## PRODUCT OVERVIEW AND STRATEGY

### What products does Relsys currently develop and support?

Relsys's leading software applications help companies to monitor, analyze and manage the safety of drugs and devices. With the most advanced safety and risk management software suite in the industry, Relsys's solutions are highly configurable and designed for the web.

Relsys's application portfolio enables companies to uncover statistically significant data to assess the risk benefit profile of drugs and devices. The Relsys suite of products which includes signal detection and management, advanced analytics and ad hoc reporting capabilities provide visibility into strategic data across the enterprise, thereby unlocking data that is traditionally held in silos, managed by separate departments.

### How will Relsys fit into Oracle's overall health sciences industry software strategy?

Oracle's Health Sciences strategy is to provide a comprehensive software solution that supports clinical trials, safety and risk management.

Oracle has developed a comprehensive suite of products to uniquely address these challenges. Relsys's leading safety and risk management software complements Oracle's Health Sciences solutions and is expected to extend the product footprint and enhance Oracle's safety applications to become the industry's first comprehensive drug safety application suite.

### How will the acquisition of Relsys impact the development of Oracle's Adverse Events Reporting System (AERS)?

After the closing, Oracle intends to continue to support Oracle's Adverse Events Reporting System (AERS).

### How is this expected to impact Relsys's product roadmap?

Oracle plans to support customers' investments in Relsys products, which will become a component of Oracle's Health Sciences industry applications portfolio. Research and development investments in Relsys solutions are expected to increase after the closing as it will then be able to leverage Oracle's \$2.8 billion R&D budget.

### Will Oracle continue to support customers running Relsys solutions on non-Oracle technology?

After the closing, Oracle plans to continue to support Relsys solutions on non-Oracle technology.

### How complementary are Relsys's products with Oracle's products?

Relsys products are complementary to Oracle's products. Like Oracle applications, Relsys's solutions are open, configurable and built in a modular fashion. Relsys offers a unified product suite on a common data model, making it easy for customers and partners to implement and integrate with legacy systems and other health sciences software products. Relsys is currently a partner of Oracle and has several common customers.

### How does Oracle plan to maintain Relsys's industry and domain expertise?

The goal of the combination is to complement Oracle's solutions for the health sciences industry. Relsys brings significant domain expertise in the life sciences segment of the industry, specifically in the area of safety, pharmacovigilance, risk management and analytics. Relsys management and employees are expected to join Oracle's Health Sciences Global Business Unit.

### Will Oracle integrate the Relsys products to their existing health sciences industry applications suite?

Oracle is expected to be in a unique position to support end-to-end processes for clinical development, safety and healthcare, as well as database, middleware and business intelligence applications. Oracle has the technology foundation and enterprise application experience to drive this innovation. Oracle intends to support and develop standards and functional integration to Oracle and non-Oracle enterprise applications so that customers of Oracle's health sciences industry suite and customers of Relsys solutions secure maximum benefits.

### When will Oracle be providing this integration?

Integration timelines will be shared as they become available.

## CUSTOMERS AND PARTNERS

### How is the proposed transaction between Oracle and Relsys expected to benefit Relsys customers?

Relsys customers should benefit from the expected integration between Relsys's safety and risk management solutions with the Oracle Health Sciences applications suite. The combination will enable pharmaceutical companies, biotech firms, clinical research organizations, medical device manufacturers, healthcare institutions and government agencies to collaborate more effectively to bring safer therapies to market more quickly and ensure the ongoing safety of consumers.

Relsys customers are expected to benefit from improved service and support through the breadth and scale of Oracle's service and customer support organizations. Further, the scale of the combined business is expected to accelerate innovation for customers via Oracle's \$2.8 billion R&D investment and technology base driving advances to Relsys's product suite and delivering new and health sciences industry-specific technology to market faster.

### How will customers' investments in Relsys solutions be protected by Oracle?

Oracle plans to continue to enhance Relsys products and solutions. Oracle is expected to continue to sell and support Relsys products and to develop integrations that will streamline business processes and lower the total cost of ownership for customers. In addition, Relsys's products are expected to continue to be open and easily integrated with other software solutions and legacy systems.

### How is the proposed transaction expected to benefit partners?

Partners, such as contract research organizations (CROs) and system integrators will be able to provide customers with a single partner to address their needs for clinical development and safety. All partners will gain access to Oracle's worldwide resources and partner ecosystem providing access to resources, information, support and education from one global partner.

### How will Oracle continue to support and broaden relationships with Relsys partners?

We expect business to continue as usual for Relsys partners. To provide for a smooth transition, existing Relsys partner contracts for support, professional services and sales are expected to remain in effect until they expire or until further notice. As contact information changes, we will communicate these changes through normal channels. Relsys management will be reaching out to Relsys partners to answer any questions. Partners may also use their existing Oracle channels for support to answer any questions.

Partners are essential to Oracle's economic and growth strategy. In addition to the expected increased product support and investment, Relsys partners are expected to benefit from Oracle PartnerNetwork, our world-class, global partner program. This program provides access to a broader portfolio of solutions, comprehensive resources to support partner business and opportunities for growth with Oracle.

## BUSINESS CONTINUITY

### Can I still purchase Relsys products?

Yes. Please contact your existing Relsys sales representative to assist you, or visit [www.relsys.net](http://www.relsys.net) for contact information.

### Should Relsys customers continue to call Relsys customer support?

Yes. Relsys customers should continue to use existing Relsys contacts for support, professional services and sales to address immediate and ongoing needs. We will communicate all changes and transitions occurring well in advance through these familiar channels.

### Should Relsys customers continue to contact their Relsys sales representative?

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

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**Will training on Relsys products continue?**

Yes. We plan to combine the Relsys education program with the education and training programs provided by Oracle in health sciences, including 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 the Relsys leadership and employees be retained?**

The goal of the combination is to complement Oracle offerings. The acquisition of Relsys demonstrates Oracle's commitment to providing leading health sciences industry solutions. As a result, Relsys's management and employees are expected to continue with Oracle as a part of the Health Sciences Global Business Unit.

**Where can I find out more information about the Oracle and Relsys combination?**

For more information, please visit [oracle.com/relsys](http://oracle.com/relsys)

The above is for informational purposes and may not be incorporated into a contract.

IT IS NOT A COMMITMENT TO DELIVER ANY MATERIAL, CODE OR FUNCTIONALITY, AND SHOULD NOT BE RELIED UPON IN MAKING PURCHASING DECISIONS. THE DEVELOPMENT, RELEASE AND TIMING OF ANY FEATURES OR FUNCTIONALITY DESCRIBED FOR ORACLE'S PRODUCTS REMAINS AT THE SOLE DISCRETION OF ORACLE.