
Overview and Frequently Asked Questions

Overview

On October 9, 2006, Oracle announced that we have acquired Sunopsis SA, a leading provider of high performance and cost effective data integration software. We would like to take this opportunity to pledge our continued commitment to the success of your business and to outline the benefits that we expect this transaction to deliver.

Sunopsis delivers a leading data integration product for heterogeneous IT environments. Sunopsis' data integration products are built using next generation "Extract Load Transform (ELT)" architecture that offers superior performance and scalability in comparison to traditional ETL products. With the ELT architecture, data transformations take place within the source or target databases without the need for an ETL server. This results in higher performance and scalability along with easier maintenance for your data integration solutions.

Oracle and Sunopsis have complementary products with a shared focus on delivering the very best data integration products to our customers. Real-time information access, next-generation architectures and more mixed IT environments are driving increased requirements for

sophisticated, fast, heterogeneous data integration solutions. We plan to incorporate Sunopsis' high-performance data integration technology into the Oracle Fusion Middleware product family and make it an integrated part of Service-Oriented Architecture (SOA), Business Intelligence (BI), and Master Data Management (MDM) solutions from Oracle. Sunopsis products are optimized for heterogeneous IT environments and as part of Oracle's hot-pluggable middleware architecture, Oracle is committed to supporting Oracle and non-Oracle data sources and targets.

The Oracle Database includes the Warehouse Builder core ETL features and the Warehouse Builder Enterprise ETL and Data Quality options. Warehouse Builder has a high performance "Extract Load Transform" architecture for loading Oracle Database data warehouses and data marts from heterogeneous sources. The Sunopsis product is complementary to Warehouse Builder, as it offers enhanced solutions for loading heterogeneous target systems including IBM DB2, Teradata, and MS SQL Server.

We are excited about this acquisition and how it will accelerate innovation in data integration.

Frequently Asked Questions

Product Overview, Product Roadmap, and Strategy

Why did Oracle acquire Sunopsis?

Sunopsis was founded in 1998 by Alain Dumas to address the then-nascent market of data integration in open environments. Sunopsis quickly became a leader in high performance, high productivity data integration with its innovative “ELT” architecture and declarative design approach and its support for a broad range of heterogeneous data sources and target systems. Sunopsis’ technology complements Oracle’s existing middleware product suite and is expected to accelerate Oracle’s ability to offer a best-of-breed solution for Business Intelligence, SOA and MDM. Sunopsis also has over 500 customers worldwide across all major industries including customers such as Overstock.com, Pfizer, iBasis, Nestle, Gruppo PAM, Roche, Sabre, BMG, Grupo Cortefiel, Universal Music, AOL, Nielsen Media Research, OCBC, Total and Tribune Media Services.

What products does Sunopsis sell?

Sunopsis sells a next-generation data integration product that moves and transforms large volumes of data across a range of data sources—including databases, packaged applications, and mainframes—and to a range of target systems.

Sunopsis performs data transformations in databases rather than using proprietary Extract, Transform and Load (ETL) servers, to achieve better performance. Sunopsis also sells data movement and transformation for event-driven data, such as Changed Data Capture from databases and processing of JMS queues. The new Sunopsis product release exposes all data transformation scenarios and all data sources as web services. Altogether, Sunopsis sells a unified data integration platform for moving and transforming data in bulk, asynchronous and synchronous modes across heterogeneous IT systems.

What differentiates Sunopsis technology?

Sunopsis offers a high performance, next-generation data integration product for moving data across a range of data sources and targets. It achieves these advantages via three unique technical differentiators:

- **Heterogeneous “ELT”:** Data transformations are mostly performed in the target database, using native SQL, rather than by a proprietary ETL server. This does not require an external staging area and transformation server and thus results in optimal performance and scalability.
- **Declarative Design:** The Sunopsis product enables customers to declaratively specify set-based maps between sources and targets and the system then generates the data flow from the set-based maps automatically. As a result, the maps are simpler to develop and easier to maintain. In comparison, developers have to specify the entire data flow in a traditional ETL tool.
- **Knowledge Modules:** The Sunopsis product also captures Database and Application-specific patterns in scripted modules called “Knowledge Modules”—the runtime then interprets these modules and optimizes the instructions for targets. This helps reduce the time and effort for ELT design and enables customer extensions.

How does Sunopsis’ data integration technology fit into the Oracle Fusion Middleware product family?

Based upon current plans, Sunopsis will complement Oracle Fusion Middleware in the following areas:

- **Business Intelligence:** The combination of Oracle Business Intelligence Suite, Enterprise Edition and Sunopsis is expected to simplify creation of data warehouses and data marts and enable analytic applications to more rapidly aggregate data from a range of sources. With the combined products, customers should be able to model data warehouses independent of sources and automate the data warehouse creation and population process across heterogeneous data sources.
- **Service-Oriented Architecture (SOA):** The combination of Oracle SOA Suite and Sunopsis is expected to offer customers market leading and best-in class products for SOA and data integration. The combined offering is expected to deliver a common technology for batch, real-time, and message based data flows.
- **Master Data Management (MDM):** The combination of Oracle Data Hubs and Sunopsis should enable 2-way data reconciliation with operational systems. It should help reduce the time to establish a single source of truth by simplifying and automating the data hub creation and synchronization process.

Will this acquisition impact the product roadmap of Sunopsis' solutions?

Sunopsis' product roadmap is exactly in line with Oracle's intended direction to support heterogeneous IT environments. We plan to supplement Sunopsis roadmap with our plans to integrate Sunopsis with Oracle's Business Intelligence, SOA, and MDM offerings.

Does Sunopsis support multiple languages and multi-byte character sets?

Yes, Sunopsis is entirely Unicode enabled, and the user interface is supported today in 12 languages. Sunopsis is also available on a broad range of operating systems and hardware platforms including Windows, Linux, and Unix systems and Oracle plans to continue to broaden the operating systems and hardware platforms on which Sunopsis is supported today.

Will the acquisition of Sunopsis impact the OEM partnership with Informatica that carried over from Siebel?

Oracle Business Intelligence Applications today use Informatica's ETL Product—PowerCenter—for embedded ETL transformations from source systems to a unified data warehouse schema. Oracle will continue to support all customers with pre-packaged Siebel Analytic Applications (now called Oracle Business Intelligence Applications) that use Informatica for pre-built ETL. Oracle has an on-going partnership with Informatica, and Oracle recently extended its agreement with Informatica. Customers can be assured that the Oracle Business Intelligence Applications with embedded ETL are a strategic offering for Oracle and we plan to continue to enhance these applications.

How does Sunopsis technology relate to Oracle Warehouse Builder?

Oracle provides ETL support for building an Oracle Data Warehouse through its Oracle Warehouse Builder (OWB) product. OWB is well suited for customers that want to move data from heterogeneous information sources into an Oracle Data Warehouse. Sunopsis is a leading provider for data integration solutions in heterogeneous IT environments that include Oracle and non-Oracle systems. Oracle plans to integrate the heterogeneous data integration technology acquired from Sunopsis and Oracle Warehouse Builder to provide a unified data integration technology suite that supports both Oracle and non-Oracle environments. Through the combination of Oracle and Sunopsis, Oracle plans to deliver to customers a high speed, comprehensive next-generation data inte-

gration platform for building Oracle Data Warehouses and moving data across systems in a heterogeneous IT environment.

Will Sunopsis continue to support other vendors' databases as sources and targets?

A key advantage of Sunopsis is agnostic support for heterogeneous databases. In addition to Oracle databases, Sunopsis plans to continue to be optimized for Teradata, Sybase, Microsoft, Netezza, IBM and other data sources and targets.

Will Teradata customers using Sunopsis solutions continue to be supported by Oracle?

Teradata Warehouse is one of the heterogeneous data sources/targets supported by Sunopsis. Oracle plans to continue Sunopsis' partnership with Teradata to ensure the continued success of Sunopsis customers, and continue to support Teradata Warehouse as an optimized target server.

Customers

How are existing Sunopsis customers expected to benefit from this acquisition?

Sunopsis customers will be able to draw on Oracle's global resources, worldwide sales, consulting and support organization, as well as our R&D organization and technology groups. Oracle expects to broaden its investment in enhancing existing Sunopsis products with new capabilities. Oracle will maintain existing Sunopsis sales, development and support contracts. Additionally customers will be able to use Sunopsis more seamlessly as part of broader Business Intelligence, SOA and MDM solutions.

How can Oracle customers benefit from Sunopsis' success in the data integration segment?

With Sunopsis, Oracle will now be able to pursue plans to offer a truly heterogeneous data integration offering to its customers. The combination is expected to offer Oracle customers with better developer productivity, easier maintenance, and superior performance and scalability for their data integration needs. Customers of Oracle's BI, SOA, and Master Data Management products will have integrated data integration functionality, thus delivering faster implementation times and better performance on large data volumes.

How are Oracle's Business Intelligence Suite customers expected to benefit from this acquisition?

Customers of Oracle Business Intelligence Suite will now have the ability to buy an integrated, best-in-class, next-generation heterogeneous data integration product from Oracle. For these customers, Sunopsis will deliver higher performance, increase developer productivity, and simpler ETL mapping.

Partners

How will the combination benefit partners?

Partners are essential to Oracle's economy and growth strategy. Oracle is committed to your success and the satisfaction and retention of your customers. As our current partners know, the foundation for your success with Oracle is Oracle PartnerNetwork, a worldwide ecosystem of more than 17,700 partners, a management portal, a network of interaction centers for partner support, and a global business program. Through partnership with Oracle, you will have the opportunity to gain access to Oracle's premier products coupled with education, technical services and highly specialized go-to-market engagement, and support from across all lines of business within Oracle.

System integrators gain access to the strength of our combined product portfolios for enhanced data integration across heterogeneous database environments. The addition of Sunopsis' products offer our services partners the ability to streamline and expedite the process of pulling data from heterogeneous source systems into the target datawarehouse.

Independent software vendors and platform partners can now offer their customers higher performance, greater scalability and greater ease of maintenance through Oracle's significantly improved core data integration capabilities.

How will Oracle support Sunopsis partners throughout the integration and beyond?

Oracle is deeply committed to your success. The message for Sunopsis partners today is one of continuity, business as usual. Every effort is being made to ensure that your business continues uninterrupted through this transitional period.

Throughout the transition, we will communicate with you and provide you with the very latest information and resources to address your questions and highlight new opportunities.

Partners not yet enrolled in the Oracle PartnerNetwork program will be invited to join the program to gain access to some of the highest levels of support and resources in the industry today.

If I am a current Sunopsis partner and a member of Oracle PartnerNetwork, will my Sunopsis contracts be honored?

Yes. To ensure a seamless transition, existing Sunopsis partner contracts remain in effect, and your existing Sunopsis contacts for support, professional services, and sales remain the same. As contact information changes, we will communicate these changes through normal channels. As a Sunopsis partner, Sunopsis representatives will be reaching out to you to answer any questions you might have. You may also leverage your current Oracle channels for support for any questions.

Will training be available on the Sunopsis products going forward?

Yes. Oracle plans to combine the Sunopsis education program with Oracle University so that partners may continue to leverage these courses. It is our intention to offer you training on the complete Oracle Fusion Middleware product family to ensure that you are prepared to take advantage of the new opportunities available through this combination. Watch the OPN Portal for upcoming featured Oracle Fusion Middleware and Service Oriented Architectures sales and technical training opportunities.

How do Sunopsis partners learn more about the Oracle PartnerNetwork program and partnership with Oracle?

The Oracle PartnerNetwork portal is your best source of information about the program. You may also contact Oracle. To contact an Oracle PartnerNetwork representative directly, please go to partner.oracle.com and click on "Contact Us".

Business Continuity

Can I still purchase Sunopsis products?

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

Should Sunopsis customers continue to call the Sunopsis Support Center?

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

Will existing Sunopsis customer contracts be honored?

Yes. Oracle intends to honor the terms and conditions of existing Sunopsis contracts. Technical support will continue to be governed by the terms of the Sunopsis maintenance agreement until the current support term expires. At the first renewal with Oracle, customers' support services (and not licenses) will be migrated to an Oracle License and Services Agreement (OLSA), which will govern the next support term. The OLSA will not govern customers' Sunopsis license(s).

Should Sunopsis customers continue to contact their Sunopsis sales representative?

Yes. Until further advised, customers should continue to rely on existing relationships. Oracle will communicate any changes if necessary.

Will training on Sunopsis products continue?

Yes. Oracle plans to combine the Sunopsis education program with Oracle University. Oracle wants to ensure that customers' software provides the best possible value for their organizations and excellent training is critical to reaching that goal.

Where can I find out more information about the combination of Oracle and Sunopsis?

For more information, please visit oracle.com/sunopsis.

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