



Oracle Buys Pillar Data Systems

Adds to Oracle's Storage Portfolio

July 18, 2011

Oracle is currently reviewing the existing Pillar product roadmap and will be providing guidance to customers in accordance with Oracle's standard product communication policies. Any resulting features and timing of release of such features as determined by Oracle's review of Pillar's product roadmap are at the sole discretion of Oracle. All product roadmap information, whether communicated by Pillar or by Oracle, does not represent a commitment to deliver any material, code, or functionality, and should not be relied upon in making a purchasing decision. It is intended for information purposes only, and may not be incorporated into any contract.

Cautionary Statement Regarding Forward-Looking Statements

This document contains certain forward-looking statements about Oracle and Pillar Data, including statements that involve risks and uncertainties concerning: Oracle's proposed acquisition of Pillar Data; the acquisition helping Oracle deliver a complete line of storage products that runs Oracle software faster and more efficiently; anticipated product information and strategy; advantages and benefits of the acquisition to customers, partners and others in the industry; and general business outlook. When used in this document, the words "anticipates", "estimates", "may", "can", "will", "believes", "intends", "projects", "likely", "expects", "plans", similar expressions and any other statements that are not historical facts are intended to identify those assertions as forward-looking statements. Any such statement may be influenced by a variety of factors, many of which are beyond the control of Oracle or Pillar Data, that could cause actual outcomes and results to be materially different from those projected, described, expressed or implied in this document due to a number of risks and uncertainties. Potential risks and uncertainties include, among others: the possibility that the transaction will not close or that the closing may be delayed; the anticipated synergies and benefits of the combined companies may not be achieved after closing; the combined operations may not be successfully integrated in a timely manner, if at all; general economic conditions in regions in which either company does business; the possibility of litigation related to the acquisition; and the possibility that Oracle or Pillar Data may be adversely affected by other economic, business, and/or competitive factors. Accordingly, no assurances can be given that any of the events anticipated by the forward-looking statements will transpire or occur, or if any of them do so, what impact they will have on the results of operations or financial condition of Oracle or Pillar Data.

In addition, please refer to the documents that Oracle files with the U.S. Securities and Exchange Commission on Forms 10-K, 10-Q and 8-K. These filings identify and address other important factors that could cause Oracle's expectations, plans and results to differ materially from those contained in the forward-looking statements set forth in this document. You are cautioned to not place undue reliance on forward-looking statements, which speak only as of the date of this document. Neither Oracle nor Pillar Data is under any duty to update any of the information in this document.

What We Are Announcing

- **Oracle buys Pillar Data Systems**

- Adds leading provider of innovative and highly scalable SAN Block I/O storage systems
- The transaction has closed

- **About Pillar**

- Privately held company headquartered in San Jose, CA
- Approximately 600 customers in 24 countries across key industry segments
- Pillar's Axiom enterprise SAN storage platform combines exceptional performance scaling characteristics with patented Quality of Service (QoS)

- **The combination is expected to help Oracle deliver a complete line of storage products that runs Oracle software faster and more efficiently**

- Database I/O – Oracle Exadata Storage Servers deliver extreme performance for OLTP, data warehousing, and database consolidation
- NAS File I/O – Oracle ZFS Storage Appliances deliver high-performance, efficient NAS storage
- SAN Block I/O – Pillar Axioms deliver highly scalable SAN storage
- Tape – Oracle StorageTek Tape delivers superior archive and data protection storage

Why Pillar?

- **Oracle is in need of a strong SAN Block I/O solution to complement the ZFS Storage Appliance that is strong in NAS File I/O environments**
 - Sun traditionally resold third-party products for SAN storage, including Hitachi and LSI
 - Critical for Oracle to own a proprietary storage asset, especially for building engineered systems
- **Pillar has a very talented team with many years working on complex storage problems**
 - Founded in 2001, Pillar has a rich history of innovation
- **Pillar's storage products are proven in mission-critical situations**
 - Nearly 600 customers running approximately 1,500 systems
- **Combination will utilize Oracle's global resources to more effectively market, sell, service and support the Pillar storage products around the world with the backing of the Oracle brand and reputation**

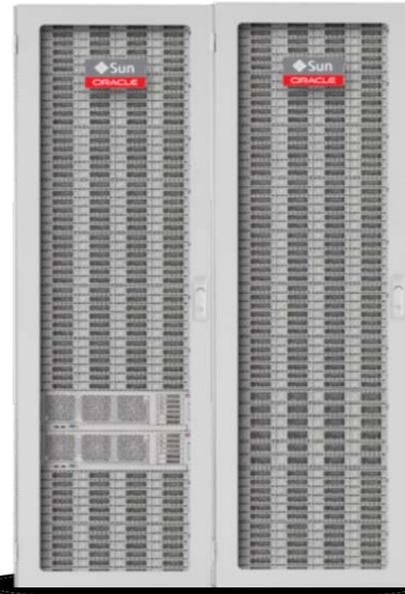
Oracle's Storage Portfolio

Database I/O



Oracle Exadata

NAS File I/O



Oracle ZFS Storage Appliance

SAN Block I/O



Pillar Axiom

Tape

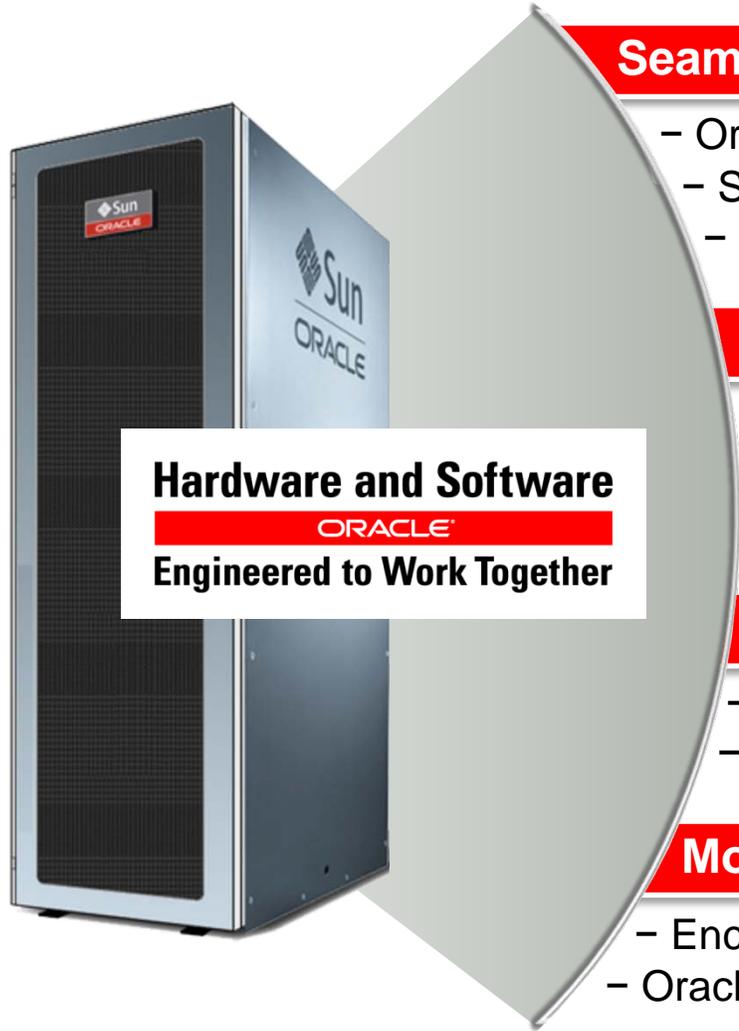


Oracle StorageTek Tape

Oracle Software Runs Faster and More Efficiently on Oracle Storage

Oracle Storage Differentiators

Engineered for Oracle Software / Best of Breed for Mixed Environments



Hardware and Software
ORACLE
Engineered to Work Together

Seamless Integration

- Oracle applications auto-provision and tune Oracle Storage
- Single system interface for all statistics, alerts, faults, analytics, provisioning
- Dynamic and deterministic QoS driven by Oracle applications

Highest Performance

- Oracle Database dynamically exchanges I/O requirements with Oracle Storage
- Database query pre-fetch and off-load with optimized data caching
- End-to-end data transport with zero buffer copies over InfiniBand fabrics

Most Efficient

- Data compression without rehydration from database to disk to tape
- Seamless automated backup and recovery across the entire Oracle stack

Most Secure

- Encryption keys auto-generated from application, database, and storage
- Oracle unified security key management across apps, database, disk and tape

Introducing Pillar Axiom

Oracle's Premier Product for SAN Block I/O



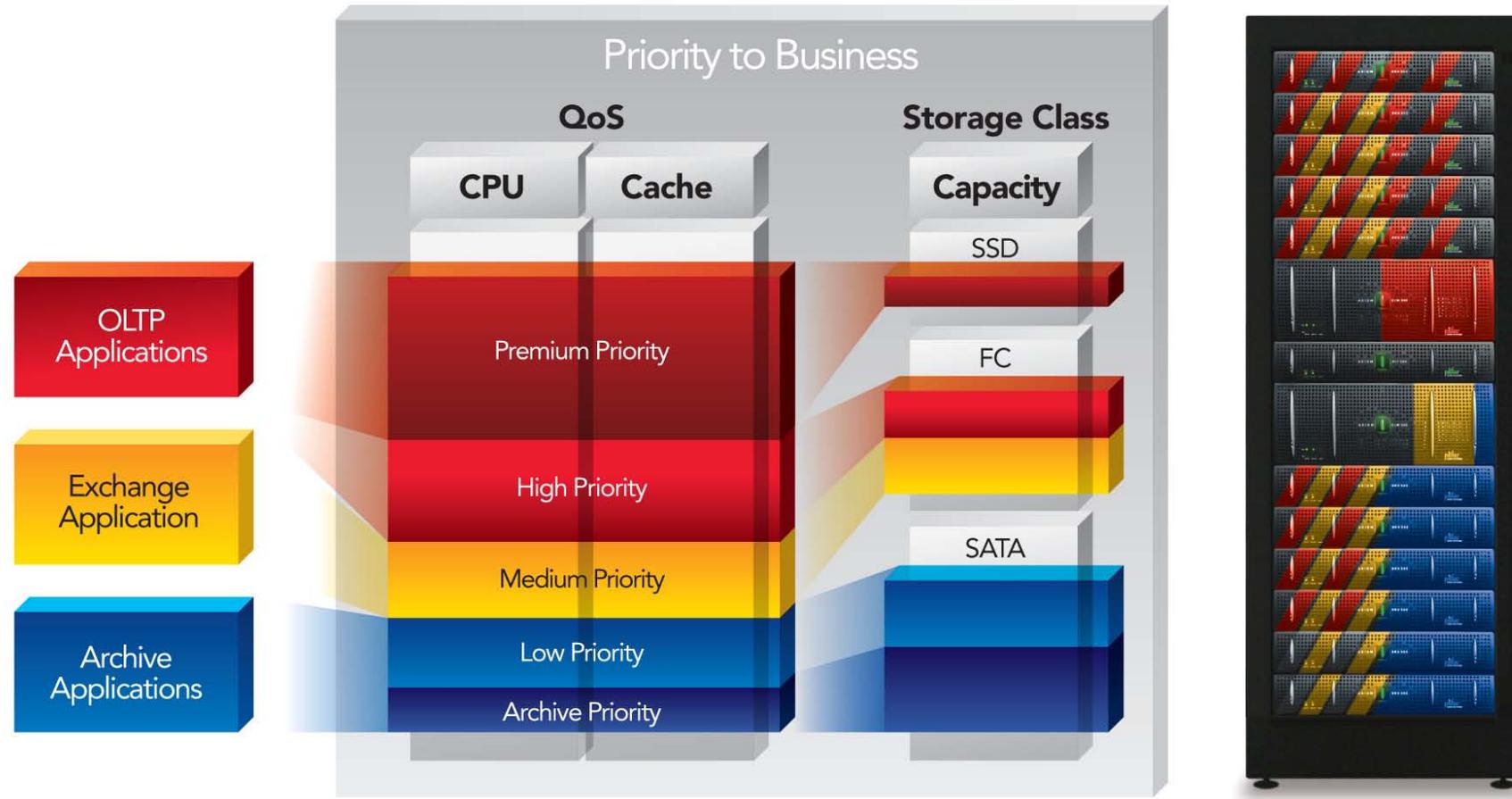
- **Improved Application Performance**
 - Application-aware storage tiering
 - Dynamic, deterministic resource management
 - Linear scaling of capacity and performance
- **Increased Efficiency**
 - Consolidated SAN storage
 - Multiple concurrent workloads on a single system
 - Add-on/upgrade components, not whole systems
- **Simplified Management**
 - Multiple storage tiers managed as a single resource
 - Faster deployments with application profiles
 - Policy-driven automated storage management

Pillar Axiom Architecture Value Proposition

Leading Capacity Utilization with Storage Tiering

Applications

Axiom System Resources



Pillar Axiom

Enterprise SAN Storage Consolidation



- Deployed in mission-critical environments, with over 1,500 systems sold to nearly 600 customers
- Enterprise SAN consolidation with exceptional performance/capacity scaling and Quality of Service
- Industry leading efficiency
 - Confidently consolidate applications on a single platform
 - Deterministic, guaranteed Quality of Service

Pillar Axiom

Better than EMC for SAN Block I/O



	EMC Clariion	Pillar Axiom
Quality of Service	No	Yes
Maximum Controllers	2	8
Drive Rebuild Times	Hours	Up to 60% Faster
Guaranteed Utilization	None	80%
Application Profiles	No	Yes
Oracle Database Columnar Compression	No	Yes

Comparison of EMC CX4-960 and Pillar Axiom 600
Drive rebuild times provided by Demartek '07

Pillar Customer Success Story

Consolidate and Simplify Storage Infrastructure with One Easy-to-Use System

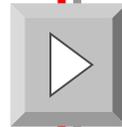


CUSTOMER OVERVIEW:

- R.L. Polk & Co. is a premier provider of automotive information and marketing solutions to the automotive and related industries

PILLAR SOLUTIONS:

- Pillar Axiom storage system delivered a total of 17 TB of high-performance and 29 TB capacity
- Pillar AxiomONE Dynamic Performance technology delivers a single management interface to impose business policies on the storage array



CHALLENGES:

- Simplify the management of existing storage systems while planning for significant growth
- Add data storage to support an emerging enterprise information management solution
- Update its backup technologies to minimize growing backup windows and speed up restore times by 75% with minimal disruption to its existing infrastructure

RESULTS:

- Consolidated information management solution and backup-to-disk on one flexible storage system
- System implemented and scaled easily without sacrificing performance, reliability or scalability

Pillar Customer Success Story

20x Performance with 6x Lower Energy Consumption

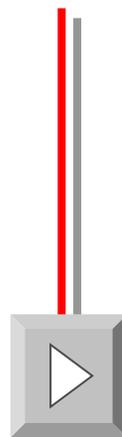


CUSTOMER OVERVIEW:

- SEMTAO manages the urban transportation network of approximately 100,000 passengers per day for the city of Orléans in France

PILLAR SOLUTIONS:

- Pillar Axiom SAN system with 16TB of capacity replaced existing storage infrastructure
- Additional 50TB+ of capacity to store and manage video from municipal surveillance cameras and to accommodate their transportation simulation application



CHALLENGES:

- Develop a highly available and accurate system to monitor and alert drivers and 100,000 daily passengers of possible breakdowns in real time
- Improve performance and reliability of infrastructure
- Add capacity to accommodate a video archive project without business disruption

RESULTS:

- Oracle requests ran 7x to 10x faster on Pillar Axiom than NetApp or EMC with 6x lower energy consumption
- Fast and easy deployment, data migration and upgrades without taking any service interruption
- 20x performance improvements for the simulation application due to Quality of Service (QoS)
- Ease of use allowed team to focus on customer not IT issues

Pillar Customer Success Story

Scalability that Supports Fast Growing Video Storage Requirements

UNIVERSITY
OF MIAMI



CUSTOMER OVERVIEW:

- The University of Miami based in Coral Gables, Florida has more than 15,000 students and 13,000 faculty and staff members, with a security system that includes several hundred security video cameras throughout their 260-acre campus

PILLAR SOLUTIONS:

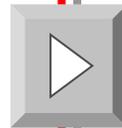
- One Axiom storage system for the security project with 288TB in storage
- One Axiom storage system for data center management with 36TB of raw capacity

CHALLENGES:

- Increase storage capacity to support growing storage requirements for the motion-sensitive cameras and video servers
- Manage the new environment with existing staff that had no previous SAN experience

RESULTS:

- Took less than two weeks to deploy the SAN array for multiple levels of storage
- Quality of Service with simple interface allowed the IT team to improve performance by assigning different priorities to different types of data
- Power efficiency and high capacity utilization fit in with UM's Green University program



Oracle Storage

Key Points of Differentiation

- **Oracle Stack Integration and Optimization**
 - Single system interface for provisioning and analytics
 - Application-driven QoS
- **Storage Performance Advantages**
 - Database compression and offload
 - End-to-end data transport over InfiniBand fabrics
- **Storage Cost Advantages**
 - Improved storage efficiency
 - Reduced space and resource consumption
- **Coherent Integration**
 - With existing enterprise storage environments

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