

Overview and Frequently Asked Questions

Overview

Oracle Buys GoAhead

Extends Communications Industry Portfolio with Service Availability and Management Software

Oracle has acquired GoAhead Software, a pioneer in the development and delivery of packaged service availability software for the communications industry.

The transaction has closed.

Network equipment providers (NEPs) are moving to a standardized software and hardware platform that can deliver and manage highly available services. Oracle, with the combination of GoAhead technology, plans to deliver a comprehensive, standards-based and carrier-grade platform that supports the delivery of telecom services in the call path of the network. The combination is expected to enable NEPs to focus on high value services for their customers by leveraging best-in-class technology from a single hardware and software provider. NEPs should find it easier to deploy and maintain telecom services for their customers and significantly reduce the cost and risk associated with bringing new services to market.

GoAhead is the first software company in the industry to deliver a commercially available product based on the Service Availability Forum (SAF) specifications, the most widely adopted standard for service availability software. There are over 100,000 deployments of GoAhead's software by leading NEPs. GoAhead technology is complementary to Oracle's software and Sun hardware and includes embedded management designed for rapid provisioning, configuration, and monitoring.

GoAhead employees are expected to join Oracle bringing significant domain knowledge and engineering strength. GoAhead also has strong relationships with the Service Availability Forum and OpenSAF communities, organizations dedicated to the development and adoption of service availability software for the communications industry.

BENEFITS

The combination is expected to provide NEPs with the following benefits after the transaction closes:

- Access to a complete stack of carrier-grade software and hardware from a single vendor
- Simplified deployment and maintenance of telecom services in the call path of the network
- Faster time to market and significantly lower costs to develop and deploy communications services, helping to spur innovation and improve ROI
- Improved predictability of performance and deployment of new services, reducing risk
- Accelerated development and adoption of standards to address service availability requirements

BUSINESS RATIONALE

What is the rationale for this acquisition?

Network equipment providers (NEPs) are moving to a standardized hardware and software platform that can deliver and manage carrier-grade services for their customers. Service availability represents a higher level of up-time than high availability and is required for real-time network applications. Service availability depends on a seamless and uninterrupted user experience even when a fault occurs. NEPs are trying to help reduce the risk of delivering always available service by simplifying the deployment and management of these services. Traditionally this level of performance has been delivered by custom-built applications.

GoAhead provides the leading commercially-available service availability software platform that is based on specifications from the Service Availability Forum, the most widely adopted standard for service availability software. The combination of Oracle and GoAhead is expected to create more comprehensive NEP offering by adding carrier-grade service availability, performance and manageability to Oracle's communications industry suite. By relying on proven, packaged software and hardware, NEPs are able to focus on delivering high value services that provide their customers with a competitive advantage.

What is the difference between Service Availability and High Availability?

In the IT world, systems are typically engineered to deliver "five 9s" of availability. In other words, the system is functional for all but about 5 minutes a year. In instances where the system goes down for any reason, the most common restoration approach is to power down, then power up the solution. While this "high availability" approach to restoration is sufficient for most enterprise applications, it is insufficient for real-time network services.

Real-time network services require high levels of "service availability" – typically "seven 9's". That is, the system must be functional for all but 3 seconds a year. When there is a fault of any kind, the system must be able to auto-restore in milliseconds, so that the user or application perceives no interruption.

Why did Oracle select GoAhead to extend its Communications industry portfolio?

GoAhead software is the leading commercially-available solution that is compliant with the Service Availability Forum specifications.

GoAhead has been a pioneer in the development and delivery of packaged service availability software and has over 100,000 deployments by leading NEPs. GoAhead products are rated for deployment on the call path of the network and can maintain and preserve the integrity of active services to ensure the service is always available. Embedded management enables rapid provisioning, configuration and monitoring of network services.

GoAhead employees are expected to join Oracle. GoAhead is a founding member of the OpenSAF Foundation and the Service Availability Forum, organizations dedicated to the development and adoption of service availability standards and software for the communications industry. GoAhead employees are expected to bring significant domain knowledge and engineering strength and to provide continuity of relationships with customers, partners and SAF communities.

How will the acquisition of GoAhead extend Oracle's offering for NEPs?

GoAhead has a strong track record of delivering solutions to and partnering with global NEPs. The combination is expected to deliver a comprehensive, standards-based software and hardware offering that supports carrier-grade service availability. This is expected to enable NEPs to focus on high value services by leveraging best-in-class technology from a single vendor. The combination should help NEPs to spur innovation and improve their customers' return on investment.

How does Oracle plan to support the Service Availability Forum (SAF) and OpenSAF going forward?

Oracle has a history of supporting industry standards and Open Source communities to promote the availability of standards-based technology. Oracle's commitment to open standards provides its customers with flexibility and choice. In the communications industry alone, Oracle professionals actively participate in 65 technical working groups and 4 policy committees across 27 standards organizations, including the TeleManagement Forum, ETIS, and Open Mobile Alliance (OMA), and Wholesale Applications Community (WAC).

Oracle has been an active member of the Service Availability Forum and OpenSAF communities and plans to continue to participate and support these initiatives after the acquisition closes.

PRODUCT OVERVIEW AND STRATEGY

What products does GoAhead currently develop and support?

GoAhead delivers service availability software that resides in the call path of the communications network. GoAhead is currently the industry's leading provider of a commercial service availability software solution based on SAF specifications - the communications industry's most widely adopted standard for service availability. GoAhead's software delivers carrier grade availability that maintains and preserves the integrity of active services.

GoAhead products include embedded management designed for rapid provisioning, configuration, and monitoring. The software enables efficient implementation of management interfaces, access to telecom-specific protocols and represents management requests, responses, and events in an object-oriented design.

How will GoAhead fit into Oracle's overall communications industry strategy?

GoAhead is expected to extend Oracle's carrier-grade communications industry solutions by adding service availability and management software to Oracle's best-in-class technology stack. Oracle plans to help network equipment providers simplify infrastructure deployment and maintenance through a complete stack of carrier grade software and hardware.

How is this expected to impact GoAhead's product roadmap?

Until the closing of the acquisition, GoAhead and Oracle will remain separate companies. GoAhead intends to continue delivering enhancements and improvements to its products. After the closing, Oracle plans to support customers' investments in GoAhead products, which will become a component of Oracle's communications industry portfolio.

Will Oracle continue to support customers running GoAhead technology?

Oracle has initiated a review of the GoAhead product portfolio, and when the evaluation is complete, Oracle will provide guidance to customers in accordance with Oracle's standard product communications policies. Research and development investments in GoAhead's solutions are expected to increase after the transaction closes. Oracle plans to continue to support and participate in the Service Availability Forum and OpenSAF.

Will Oracle continue to support GoAhead's Aerospace and Defense customers?

Yes. Aerospace and Defense is a key industry for Oracle and all of GoAhead's Aerospace and Defense customers are also Oracle's customers. Oracle plans to support customers' investments in GoAhead products.

If I am an existing customer of SelfReliant and SAFfire will I still be able to acquire new licenses for new customer projects?

Yes, existing customers of SelfReliant and SAFfire will have the ability to purchase licenses for additional capacity.

How does Oracle plan to maintain GoAhead's industry and domain expertise after the closing?

The goal of the combination is to complement Oracle's solutions for the communications industry. GoAhead brings significant domain expertise in delivering service availability and management software. GoAhead also brings key relationships and staff that contribute to the Service Availability Forum, and OpenSAF.

CUSTOMERS AND PARTNERS

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

Customers' investments in GoAhead's products will be protected as GoAhead's products become part of Oracle's communications industry product portfolio. GoAhead 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 \$4 billion R&D investment and technology base driving advances to GoAhead's products and delivering new technology to market faster.

How is the proposed transaction expected to benefit Network Equipment Providers?

Network equipment providers are expected to gain access to a complete stack of carrier grade software and hardware from a single vendor, enabling them to simplify infrastructure deployment and maintenance. It is expected that NEPs will be able to significantly reduce the time needed and cost of developing and deploying new services. NEPs are also expected to improve service predictability and performance.

BUSINESS CONTINUITY

Can I still purchase GoAhead products?

Yes, GoAhead and Oracle will remain separate companies until the closing of the acquisition. Please contact your existing GoAhead sales representative to assist you, or visit www.goahead.com for contact information.

Should GoAhead customers continue to call GoAhead customer support?

Yes, GoAhead and Oracle will remain separate companies until the closing of the acquisition. GoAhead customers should continue to use existing GoAhead contacts for support, professional services and sales to address immediate and ongoing needs. We will communicate all changes and transitions occurring after the close of the transaction well in advance through familiar channels.

Should GoAhead customers continue to contact their GoAhead sales representative?

Yes. Until the closing of the transaction, GoAhead continues to operate as a separate business and, until further advised, customers should continue to rely on existing relationships.

Will training on GoAhead products continue?

Yes. Until the closing of the transaction, GoAhead continues to operate as a separate business. After the closing, we plan to combine the GoAhead education program with 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 GoAhead employees be retained?

The goal of the combination is to complement Oracle offerings. The acquisition of GoAhead demonstrates Oracle's commitment to providing leading service availability solutions. As a result, GoAhead's employees are expected to continue with Oracle as a part of the Communications Global Business Unit. Oracle expects to retain a vast majority of employees as we accelerate efforts on a combined basis.

Where can I find out more information about the proposed Oracle and GoAhead combination?

For more information, please visit oracle.com/goahead

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

Oracle is currently reviewing the existing GoAhead 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 GoAhead's product roadmap are at the sole discretion of Oracle. All product roadmap information, whether communicated by GoAhead or by Oracle, does not represent a commitment to deliver any material, code, or functionality, and should not be relied upon in making purchasing decision. It is intended for information purposes only, and may not be incorporated into any contract.