



## **Oracle Buys GoAhead**

Extends Communications Industry Portfolio with Service Availability and Management Software

October 26, 2011

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 a purchasing decision. It is intended for information purposes only, and may not be incorporated into any contract.

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This document contains certain forward-looking statements about Oracle and GoAhead, including statements that involve risks and uncertainties concerning: Oracle's proposed acquisition of GoAhead; 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 GoAhead, 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 GoAhead 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 GoAhead.

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# What We Are Announcing

- **Oracle buys GoAhead**

- Extends Oracle's communications industry portfolio with service availability and management software
- The transaction has closed

- **About GoAhead**

- Privately-held company headquartered in Bellevue, Washington
- Pioneer in the development and delivery of packaged service availability software
- Deployed by leading Network Equipment Providers (NEPs), such as Ericsson, Motorola and Alcatel Lucent

- **The combination is expected to create a more comprehensive NEP offering from Oracle by adding carrier-grade service availability, performance and manageability for communications services**

- Extends Oracle's high availability offering to provide service availability required for real time network applications

- **GoAhead brings significant domain knowledge and engineering strength**

- Employees are expected to join Oracle, providing continuity of relationships with customers, partners and communities

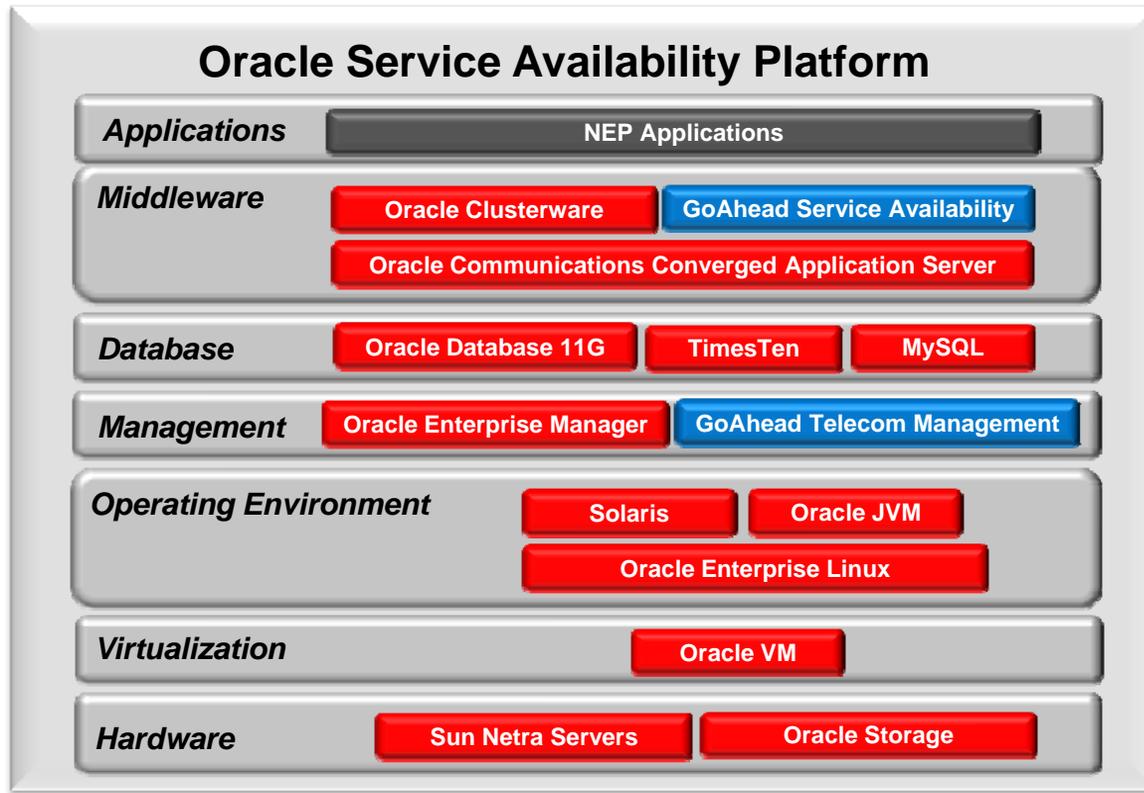
# Strategic Rationale

- **Network equipment providers are moving to a standardized hardware and software platform that can deliver and manage carrier-grade services for their customers**
  - NEPs need to deliver predictability of performance and deployment of services
  - Packaged software solutions significantly reduce the time to market for new products and services
  - Service availability delivers the highest level of service up-time and is required for real-time network applications that are in the call path of communication services
- **GoAhead products are carrier-grade and deliver service availability**
  - Rated for deployment on the call path of the network which is required for service availability up-time
  - Maintain and preserve the integrity of active services to ensure service is always available
  - Embedded management enables rapid provisioning, configuration and monitoring
  - Leading commercially-available solution that is compliant with the Service Availability Forum specifications
- **The combination is expected to help enable NEPs focus on high value services by leveraging best-in-class technology from a single hardware and software provider**
  - Simplifies infrastructure deployment and maintenance of services
  - Significantly reduces the cost and risks associated with rolling out new services

# Service Availability Helps Ensure Uninterrupted Service for Network Applications

<b>High Availability (without GoAhead)</b>	<b>Service Availability (with GoAhead)</b>
<b>Definition</b> <ul style="list-style-type: none"><li>• Ensures a degree of operational continuity throughout a given measurement period</li></ul>	<ul style="list-style-type: none"><li>• Service is always available regardless of hardware, software or user fault</li></ul>
<b>Performance Expectation</b> <ul style="list-style-type: none"><li>• Usually measured by “5 nines”</li><li>• Available for all but 5.25 minutes per year</li></ul>	<ul style="list-style-type: none"><li>• Measured by “7 nines”</li><li>• Available for all but 3 seconds per year</li></ul>
<b>Failure Recovery</b> <ul style="list-style-type: none"><li>• Failure handled by restart of the application</li><li>• Information stored in database</li><li>• Typical recovery mechanism for IT systems</li></ul>	<ul style="list-style-type: none"><li>• Maintains and preserves the integrity of active services</li><li>• Required for real-time network applications</li></ul>
<b>Application State after failure recovery</b> <ul style="list-style-type: none"><li>• “Stateless”</li><li>• Recovery rolls back to a previously known point</li></ul>	<ul style="list-style-type: none"><li>• “Stateful and seamless”</li><li>• Recovery preserves information from the previous session, making service always available</li></ul>

# Oracle's Best-in-Class Communications Industry Solution to Deliver Service Availability and Telecom Management



- Comprehensive and integrated offering
- Supports carrier grade service availability in the call path of the network
- Compliant with leading Service Availability standards



# GoAhead Technology is Proven with Industry Leaders

“Starting with one CDMA wireless network element, Motorola now leverages GoAhead to ensure uninterrupted service of more than ten different network elements across our wireless portfolio. From project to project, this common COTS application-ready platform works deterministically out of the gate. This significantly increases our success in new projects.”



“Using GoAhead software will help to extend the market leadership of Emerson Network Power by giving our OEM customers new solutions that further reduce development costs and risks.”



\* Customer quotes and logos provided by GoAhead Software.

# Combination will Benefit NEP Customers

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+



GOAHEAD®

## Expected benefits to include

- Access to a complete stack of carrier grade software and hardware from a single vendor
- Simplifies infrastructure deployment and maintenance
- Significantly reduces the time and cost needed to develop and deploy services, helping to spur innovation and improve ROI
- Improves predictability of performance and deployment of new services reducing risk for NEPs and operators

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