Industry Frequently Asked Questions

◼ OVERVIEW

Q. How does the Oracle and Retek combination benefit the retail industry?

A. The combined companies will provide the industry with many benefits. The first benefit will be the combined strength of an overall and complete solution for retailers – from merchandising, supply chain management and in-store solutions to back office financial and HR applications – that runs the retail enterprise. Another benefit will be the combination of the financial strength that Oracle brings to develop products with Retek's heritage of rich retail industry experience. This combination will offer the marketplace the most compelling end-to-end integrated retail application suite on a common infrastructure solution.

Q. Why should I select Oracle | Retek over other retail enterprise software providers?

A. Together we have over 1,000 retail customers using our software for mission critical retail operations. Our customer base includes some of the most successful retailers in the world. Our solutions are proven and in production, already generating benefits for our customers. As long-time partners, Oracle and Retek will use our combined strengths to ensure total customer satisfaction.

Q. Will retail be a focus long-term for Oracle?

A. Yes. Now with over one thousand retail industry customers using Oracle, PeopleSoft, JD Edwards and Retek solutions, our commitment to the retail industry continues to be strong. The addition of Retek solutions brings significant domain leadership to help accelerate retail-specific application growth. Our commitment is 100% customer and partner satisfaction.

Q. How will Retek's products be integrated with Oracle's ERP solutions?

A. Our plan is that the integration of Oracle and Retek products will occur in phases, and will begin with the integration between Oracle E-Business Suite Financials and the Retek Xi application suite. The plan is to continue by integrating Retek Xi with PeopleSoft Enterprise Financials, and eventually with select incremental Oracle E-Business Suite modules. We will, however, maintain stand-alone integration points so that customers continue to have the option of implementing point solutions or an enterprise system.

Q. When will you more fully disclose your future vision for retail?

A. We are currently working to finalize our plans and have already determined as many as 60 + elements of the Oracle application suite that we can leverage in our retail offering. We are now solidifying our product road map and development plans. We will deliver timely updates to our customers, prospects, partners and the retail industry at large, as we continue to develop more detailed plans for the future.

Q. How is the product naming convention changing and what happens to the Retek brand?

A. We believe the brand of Retek is strong, and intend to leverage the brand alongside Oracle in the marketplace. We currently do not intend to change the Retek product names.

Q. How does Oracle | Retek plan to compete against point solution providers?

A. Oracle | Retek provides significant depth of functionality in best-of-breed retail point solutions for merchandise planning and management, in-store operations, multi-channel retailing and supply chain management. Retailers will continue to have the option to implement our point solutions as part of their overall enterprise strategy. Our product management teams are committed to building point solution functional depth, yet always consider their product's role as part of an overall retail enterprise solution. This ensures the enterprise integration of data and processes that benefits retailers who wish to implement IT systems in a phased approach. Oracle | Retek is the only solution provider that allows customers the option to implement point solutions or an enterprise system, and enables them to build a fully integrated solution at their own pace.

Q. What is Oracle's acquisition strategy to round out its retail footprint? Can we expect to see more activity?

A. The industry continues to evolve as retailers look for new innovation in technology. Having intensified our focus on the retail industry with the acquisition of Retek, we will continue to monitor the requirements of retailers. We know how valuable solutions for merchandise planning and operations, supply chain management, CPFR, multi-channel retailing and in-store operations are to the retail industry, so we'll continue to invest in the development of these solution areas and further develop and extend our retail solution footprint. In certain situations, we may find the best way to quickly and efficiently meet the retail industry is to acquire and integrate solutions.

Q. How much retail-specific content is in Oracle E-Business Suite?

A. Oracle solutions offer a rich set of capabilities for retailers in the Corporate Administration area. Over 400 retailers use the Oracle E-Business suite. In addition, another 400 retailers use capabilities from PeopleSoft Enterprise. We have identified 60 + additional Oracle modules that complement the Retek suite for retail, and will be releasing a development plan that outlines how they can be incorporated into an Oracle | Retek suite of retail products.

Q. Will the Oracle | Retek combination accelerate the development process?

A. We expect to accelerate our development efforts for the retail sector as we leverage Retek's rich retail expertise across the much larger Oracle development organization.

Q. Will Oracle | Retek continue to deliver solutions for all retail verticals?

A. We already have a strong offering for all retail verticals, as demonstrated through our customer relationships with Tesco and Kroger in grocery, Federated and Nordstrom in department and apparel, The Gap in specialty soft lines, Best Buy and Williams-Sonoma in specialty hardlines and Longs Drugs in the convenience category. Oracle | Retek will strive to continue to build solutions to support all retail verticals, including grocery, hardlines, softlines, specialty, department, etc.

Q. What does Oracle | Retek have planned for Java-based technology?

A. As part of Project Fusion, all Oracle | Retek applications will be based on Java technology – a more services-oriented architecture. This underlying technology provides a more componentized approach to building and delivering applications capabilities. Oracle and Retek have been moving toward delivering Java-based for years. Together, the combined companies create the only retail solution provider that offers a services-oriented architecture and solutions based on Java technology.

Q. What plans does Oracle | Retek have for RPAS (Retek Predictive Application Server)?

A. We currently plan to continue to support and invest in the development of RPAS. It is a critical part of our solution for the retail industry, because this planning engine is focused on supporting the needs of retailers. Currently the development plans we now have in place for RPAS will continue to move forward.

Q. Will Retek solutions continue to be database independent?

A. Retek solutions are still database independent and we currently plan to continue to support non-native Oracle databases.

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

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