



Oracle and Portal Software

Customer and Partner Presentation

July 3, 2006

Delivering the first integrated, end-to-end packaged solution to immediately meet the unique needs of the communications industry

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Agenda

- What We are Announcing
- Strategic Rationale
- Customer and Partner Benefits
- Portal Software Overview
- End-to-end Communications Suite

What We are Announcing

- Oracle has acquired Portal Software, a leading provider of Billing and Revenue Management applications for the communications industry
 - Expands Oracle's applications drive into communications and media
 - Transaction closed on July 3, 2006
- Combination of Oracle and Portal delivers the first packaged (commercial off-the-shelf) enterprise software suite for the communications industry
 - Oracle as the leading choice for ERP, database and infrastructure software
 - Siebel as the CRM standard for large communications call centers
 - Portal as the most modern Billing and Revenue Management system
- Portal's management and employees will continue as a dedicated business unit within Oracle concentrating on Billing
 - Retention of domain expertise and customer relationships
 - Ensure smooth transition for customers without interruption

Overview of Strategic Rationale

- Communications and media is a critical focus industry for Oracle
 - Fourth largest industry in terms of software spend
 - Billing and Revenue Management represents the largest area of customer investment
- Access to an integrated packaged applications suite is a top priority for communications service providers
 - Billing and Revenue Management at the forefront of customer strategy and competitive differentiation
 - Global convergent platform that supports all business processes, services, markets and geographies required
- Combination increases Oracle's addressable customer base and solidifies leadership in the industry
 - Significant customer commonality provides immediate benefits
 - On combined basis, Oracle is the #1 applications vendor in the communications industry
 - Additive to Oracle's goal to become #1 globally in applications

Oracle in Communications Today

Supplying applications and infrastructure software to the industry since the mid-1980's

- 90% of communications companies worldwide use Oracle applications and/or infrastructure software
- Nearly 700 communications customers globally
- 17 of the world's top 20 communications service providers run Oracle Applications
- All 10 of the world's most profitable communications service providers run Oracle Applications
- All 15 of the top U.S. communications service providers run Oracle Applications
- 8 of world's top 10 mobile operators run Oracle Applications

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Portal Software Customer Benefits

Portal applications supported and protected as the Billing standard for the combined companies

- Stronger combined vendor with complementary products
 - Removes concerns about Portal's future
 - Portal provides best in class Billing and Revenue Management
 - Oracle provides leading CRM, ERP and infrastructure software
- Enhanced support and services through scale
 - Global 24x7 distribution and support network for streamlined commercial relationships
 - Inclusion of Portal solutions in Oracle's lifetime support policy
- Maintain Portal Software as a dedicated business unit to deliver continuity and consistency
 - Ensure smooth transition for customers without interruption
 - Product availability and release plans will continue
 - Existing management team to lead Billing effort
- Extended partner ecosystem with increased investment
 - Support and broaden relationship with Portal alliance partners

Oracle Customer Benefits

Portal Software acquisition underscores Oracle's commitment to the communications industry

- Combination of Portal and Oracle delivers the first integrated, end-to-end OSS/BSS solution
 - Single code base with packaged product approach
 - Pre-built integrations to Oracle enterprise applications
 - Compatible with Oracle carrier grade infrastructure software
- Delivers unequaled benefits to communications service providers
 - Superior understanding and care of customer
 - Improved revenue management
 - Faster time to market and dramatically lower costs
- Delivered by industry experts with significant domain knowledge
 - Additive to Oracle applications and technology capabilities
- Commitment to continue Oracle's strategic partnerships with other applications and technology vendors in the industry

Oracle and Portal Partner Benefits

- Work with a single vendor to address customer needs for Billing, CRM, ERP, analytics and infrastructure software
 - Benefit from Oracle's worldwide resources and partner investment
 - Benefit from Portal's best-in-class, real-time Billing solutions
 - Preserves partners' investments and experience with Portal
- Continue partnering with Network Equipment Manufacturers in the convergent charging area
 - No change to partnerships Oracle has with network equipment providers, particularly IN-based charging solutions
 - Portal enhances Oracle's portfolio for the communications industry, and is complementary to NEP charging initiatives
- Commitment to continue supporting other Billing ISVs
 - For provision of Oracle's infrastructure software (RDBMS, In-Memory Database, Middleware, BI)
 - For integration between ISVs and Oracle's enterprise applications
 - Provision of technology support and collaboration will be conducted independently from Portal Software

Overview of Portal Software

History of Billing & Revenue Management innovation through product-based solutions

- Delivering Billing solutions for over 10 years
- Inventors of “Real-Time” Billing (patents held)
- First to market with open, product-based Billing solutions
- First service/network agnostic Billing platform

Unequaled global customer portfolio

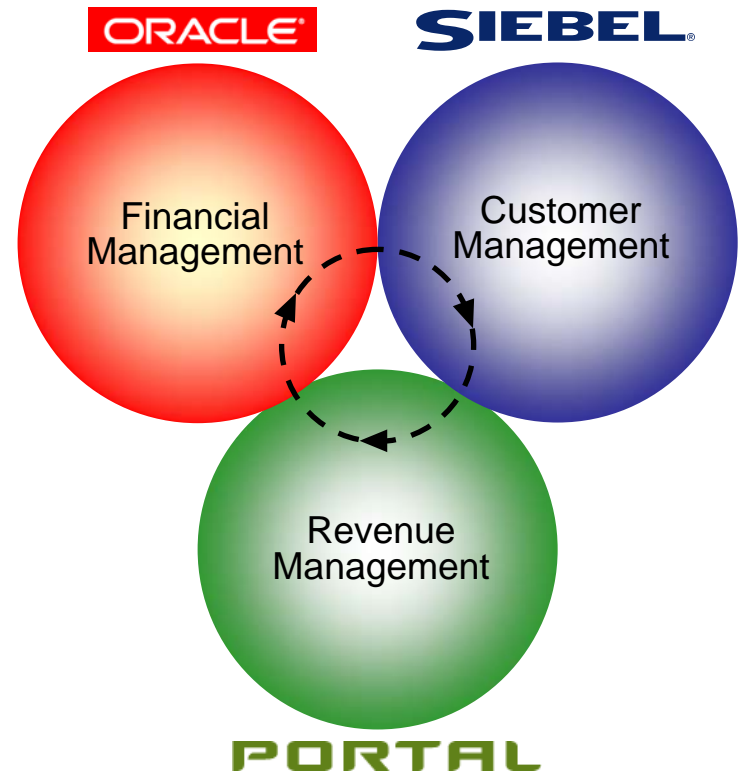
- 240 installations deployed across 60 countries
- Supporting 150 million+ live subscribers
- 21 of the Top 50 Wireless companies
- 29 of the Top 35 Wireline companies
- 3 of the Top 5 ISPs
- 50+ service categories on one platform

Industry Trends Driving Demand for Billing and Revenue Management

- Explosion of convergent and premium services
 - Increased complexity of Billing for convergent and premium services required to generate incremental revenue
- Extended value-chains and new business models
 - New mission-critical role for Billing as revenue is shared amongst content and value-add service providers
- Customer centricity
 - Ubiquitous services, regardless of access technology and channel
- Batch to online charging
 - New functionality requirements for Billing as transactions and usage are charged and rated in real-time
- Proprietary networks to IP-everywhere
 - IP standardization reduces complexity and enables adoption of packaged software for Billing and Revenue Management

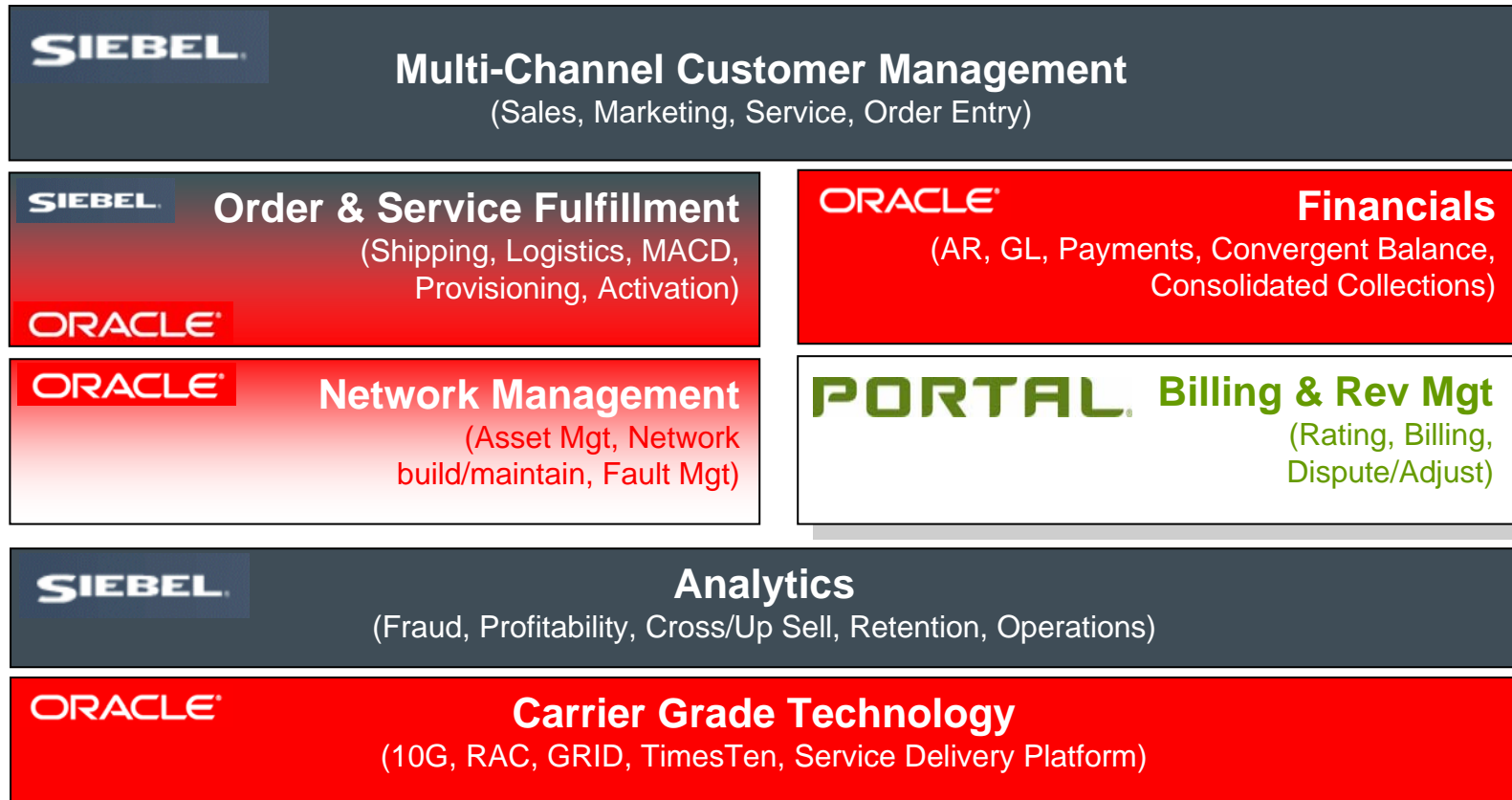
Unification of Critical Business Processes for the Enterprise

- Communications providers are consolidating and standardizing
 - Provide convergent services and a consistent customer experience
 - Need one view of customer
 - Optimize operational efficiencies
- Drive to leverage best-practices and application integration
 - Reduce investments on disparate integration
- Consolidation of enterprise solutions
 - Reduce revenue leakage
 - Improve customer service
 - Increase customer lifetime value



Industry-First: End-to-end Communications Suite

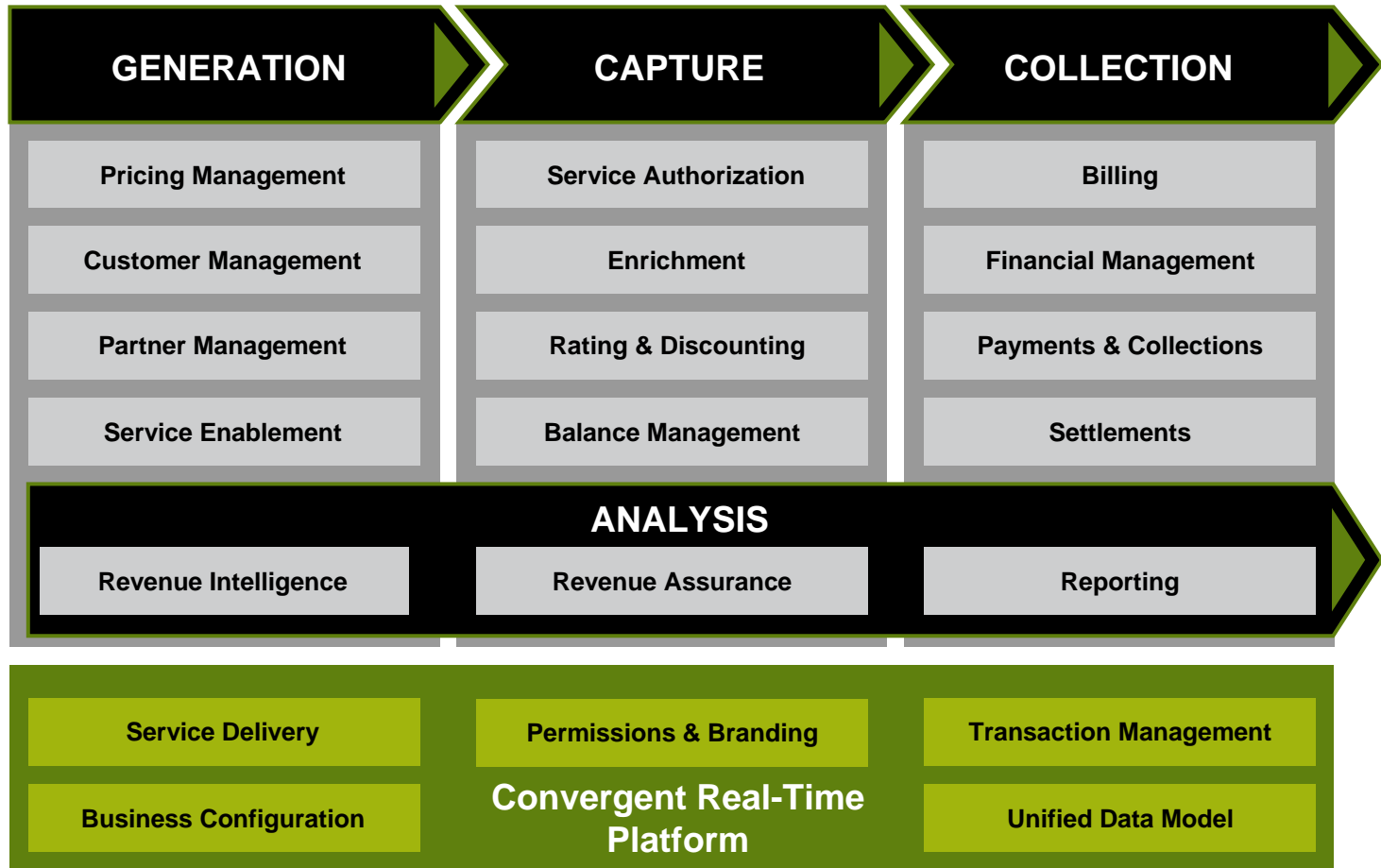
- Approximately 800 unique communications customers on a combined basis
- 96% of Portal's customers are Oracle infrastructure software customers
- 57% of Portal's customers are Oracle enterprise applications customers



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Portal's Billing and Revenue Management Footprint



Competitive Comparison Against Key Decision Criteria

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Competitors

Convergence	Single platform – all services, all payment methods	Multiple platforms for different services and payment methods
Configuration vs. Customization	Highly configurable	Requires significant and ongoing customization
Time-to-Market with New Services	Days or weeks	Typical service deployment of 9+ months
Architecture	Modern configuration model & open APIs	Legacy service deployment model; coding and database customizations
TCO	Lowest predictable TCO	Higher lifetime cost of ownership; non-product
OPEX Reduction	Unified business platform for any service and payment method	Multiple systems for multiple services & payment methods
R&D Strategy	Product-based, proven roadmap	Highly customized, unpublished R&D strategy
Delivery Model	Best all-around solution through complementary partner approach	One-stop shop, customized approach

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Portal's Key Customer Segments

Fixed & Wireline

Mobile & Wireless

Broadband

Content & Media

Cable & Satellite



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Customer: France Telecom



- Leading global telecommunications provider
 - Over 130 million customers in 220 countries
 - Wireline, mobile, IP-based services
 - FT, Orange and Wanadoo brands
- Challenge
 - Unify systems for services, payment types, geographies
- Solution
 - Established a ten year global framework and development program for the creation and implementation of Billing and Revenue Management solutions
- Results
 - Integrated solutions for convergent telecommunications services

Customer: XM Satellite Radio



- World's leading satellite radio network
 - Over 170 channels
 - 80 end-to-end fiber-optic programming and broadcast studios
 - Targeting 200 million automobile and home users
- Challenge
 - Introduction of innovative service to a new market
 - Build seamless integration between Siebel CRM, Portal Billing and OSS
 - Integration of BSS/OSS infrastructure and satellite provisioning systems
- Solution
 - Utilizing Portal as integrated Billing, rating and pricing system
- Results
 - Scaled to become the #1 satellite radio provider supporting growth from zero to over 6.5 million subscribers
 - Supporting new service and promotional roll outs such as family plans, multi-year promotions, Napster partnership, XM Online Radio and XM WX Satellite Weather

Customer: Vodafone



- World's leading mobile telecommunications company
 - Wide range of services for voice and data
 - Ownership interests in 27 countries and partner networks in 32 additional countries
 - Over 510 million total venture customers
- Challenge
 - Develop a common system and architecture for Billing and Revenue Management across the operating companies
 - Build a global brand and user experience
- Solution
 - Established a global Billing development program to standardize the creation and implementation of Billing solutions for Vodafone Group
 - Strategic Global Framework Agreement establishing a comprehensive pricing and services framework for Portal's solutions by any of Vodafone's operating companies worldwide
- Results
 - 16 operating companies utilize Portal for Billing and Revenue Management

Next Steps

- More information can be found at [Oracle.com/PortalSoftware](https://www.oracle.com/PortalSoftware)
- Questions and Comments:
 - Customer Care: 800-633-0925 in the US and Canada
 - Customer Care: 1-650-633-4490 outside of the US and Canada.