

Overview and Frequently Asked Questions

Overview

Oracle Buys Convergin

Accelerates Deployment of Next-Generation Pre-Paid and Value-Added Services in the Communications Industry

Oracle has acquired Convergin, a catalyst in developing J2EE-based Service Broker and network integration software product for the communications industry. Convergin's product augments Oracle's pre-paid solutions and further extends Oracle's innovation and leadership in the communications industry. The acquisition of Convergin also extends Oracle's Service Delivery capabilities and enables a comprehensive portfolio of network-centric pre-paid and value-added services.

At an increasing pace, Service Providers are migrating from legacy telephony Intelligent Networks (IN) and platforms to next-generation networks and service platforms. Many Service Providers have invested in various legacy network infrastructures and require a universal service platform to enable the transition for both traditional and next-generation services. Convergin's advanced Service Broker solution provides real-time pre-paid session control and service delivery from IN to IP-based networks. This hybrid approach to service evolution allows customers to focus on service innovation rather than network integration.

The combination is expected to provide customers with the ability to evolve their service delivery capabilities at their own pace and at a lower total cost of ownership through a single carrier-grade, standards-based IT platform.

In addition to Convergin's technology solutions, Convergin's employees have significant domain expertise in delivering innovative service broker and converged charging solutions, and are expected to join the Oracle Communications Global Business Unit.

ORACLE CUSTOMER BENEFITS

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

- Flexibility and agility to enable services through configuration versus code releases
- Lower total cost of ownership with no dependence on a vendor for delivering new services
- Standards-based vs. proprietary technologies
- Convergin and Oracle have common technology and architecture vision

CONVERGIN CUSTOMER BENEFITS

The combination is expected to provide Convergin customers with the following benefits:

- Best-in-class product solution supported by Oracle
- Improved service through award-winning support and maintenance organization
- Dedicated services team with focused communications expertise
- Global 24x7 support network for streamlined commercial relationship

PARTNER BENEFITS

- Synchronized product planning and release with Oracle Communications solutions
- Broad technology access to Oracle offerings (e.g., database, middleware and applications)
- Global support and services team to ensure customer success
- Inclusion in Oracle Communication Partner Advisory Board for product steering

Frequently Asked Questions

BUSINESS RATIONALE

What is the rationale for this acquisition?

Historically, Service Providers relied on Intelligent Networks (IN) to deliver value-added services such as pre-paid, number portability and voice calling features; however these IN platforms are inflexible due to proprietary technologies, and costly to manage. Although Service Providers recognize the long-term value and future possibilities with next-generation IN platforms, many have made significant investments in IN platforms and require a phased approach to more easily evolve to next-generation pre-paid and value-added services.

Convergin addresses this migration with an advanced Service Broker solution, providing real-time session control and service delivery for services such as pre-paid voice, number portability, and toll free calling. Convergin provides mediation and service orchestration across multiple networks, which is essential as Service Providers migrate real-time telephony and charging services from their legacy to next-generation networks featuring more IP-based infrastructure and IT-centric approaches. The combination of Oracle and Convergin's products is expected to provide customers with next-generation and traditional services on a single carrier-grade, standards-based IT platform.

Why did Oracle select Convergin?

Convergin offers proven technology with deep network capabilities including service broker orchestration for traditional switched network (SS7) and next-generation (SIP) networks. Convergin's best-in-class, feature-rich service broker is built for high volume customers and has been adopted by leading Tier 1 customers including T-Mobile, SaskTel, TeliaSonera and others. In addition, the Convergin solution supports a wide set of protocols, mediation capabilities and out-of-the-box integration to 3rd party network elements.

The Convergin solution enhances Oracle Service Delivery with:

- Enabling a comprehensive portfolio of network-centric pre-paid and value-added services for the communications industry that span IN and IP-based networks
- Real-time horizontal service delivery and control layer, allowing for mediation and orchestration of services over a range of networks and application platforms, including both legacy and next-generation
- A gradual and phased approach to service evolution, as customers seek to transition from IN platforms and pre-paid to next-generation platforms
- Deeper network capabilities, including support for traditional switched network (SS7), which provides for more than 90% of all communication signaling

Convergin's solution and technology is highly complementary to Oracle. Convergin's products are built on Oracle Service Delivery technology and are aligned Oracle's architectural direction.

PRODUCT OVERVIEW AND STRATEGY

What products does Convergin currently develop and support?

Convergin is a best-in-class service broker and service delivery solution. Convergin's Accolade product, with patents (issued and pending) for Service Broker in SS7 and IP domains enables Service Providers to migrate pre-paid services to next-generation networks. The product is interoperable with all core technologies and Service Providers from major vendors.

How is this acquisition expected to impact on-going development of Convergin’s products?

With this acquisition, Oracle has initiated a review of the Convergin product portfolio, and when the evaluation is complete, Oracle will be providing guidance to customers in accordance with Oracle’s standard product communications policies. Research and development investments in Convergin’s solutions are expected to increase after the closing, as they will then be able to share in Oracle’s \$2.7 billion R&D budget.

How compatible are Convergin’s products with Oracle’s products?

Convergin and Oracle have common technology and architecture vision. Convergin’s products are highly complementary to Oracle’s technology and adhere to open industry standards. This is expected to allow customers to accelerate migration to next-generation platforms.

How does Oracle plan to maintain Convergin’s domain expertise after the closing?

The goal of the combination is to complement Oracle’s solutions. Convergin brings world-class engineering talent and deep communications domain expertise. After the close of the transaction, Convergin employees are expected to join Oracle.

CUSTOMERS AND PARTNERS

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

Convergin and Oracle have a shared vision to establish a single platform to deliver a complete portfolio of network-centric pre-paid and value-added services through a service-oriented approach to enable next-generation services. These services will allow customers to migrate to next-generation platforms as they are ready, and in a phased manner. We expect that by enabling customers with next-generation solutions to address network migration to an all IP core – this will lead to significant reduction in integration and hardware costs.

How will Oracle continue to support and broaden relationships with Convergin partners?

We expect business to continue as usual for Convergin partners. To provide for a smooth transition, existing Convergin partner contracts for support, professional services, and sales are expected to remain in effect until they expire or until further notice. As contact information changes, we will communicate these changes through normal channels. Convergin management will be reaching out to Convergin partners to answer any questions. Partners may also use their existing Oracle channels for support to answer any questions.

Partners are essential to Oracle’s economic and growth strategy. In addition to increased product support and investment, Convergin partners are expected to benefit from Oracle PartnerNetwork, our global world-class partner program, which provides access to a broader portfolio of solutions, comprehensive resources to support partner business and opportunities for growth with Oracle.

BUSINESS CONTINUITY

Can I still purchase Convergin products?

Please contact your existing Convergin sales representative to assist you, or visit www.Convergin.com for contact information.

Should Convergin customers continue to call Convergin customer support?

Yes, Convergin customers should continue to use existing Convergin 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 these familiar channels.

Should Convergin customers continue to contact their Convergin sales representative?

Yes, customers should continue to rely on existing relationships.

Will training on Convergin products continue?

Yes, we plan to combine the Convergin training services 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 the Convergin leadership and employees be retained?

The goal of the combination is to complement Oracle offerings. The acquisition of Convergin demonstrates Oracle's commitment to providing leading solutions for our customers. Convergin's management and employees have significant Service Broker domain experience, and are expected to become an integral part of Oracle Communications Business Unit.

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

For more information, please visit oracle.com/convergin

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

IT IS NOT A COMMITMENT TO DELIVER ANY MATERIAL, CODE OR FUNCTIONALITY, AND SHOULD NOT BE RELIED UPON IN MAKING PURCHASING DECISIONS. THE DEVELOPMENT, RELEASE AND TIMING OF ANY FEATURES OR FUNCTIONALITY DESCRIBED FOR ORACLE'S PRODUCTS REMAINS AT THE SOLE DISCRETION OF ORACLE. THE DEVELOPMENT, RELEASE AND TIMING OF ANY FEATURES OR FUNCTIONALITY DESCRIBED FOR CONVERGIN'S PRODUCTS REMAINS AT THE SOLE DISCRETION OF CONVERGIN.