

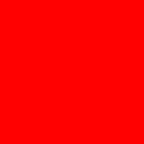


**ORACLE** | convergin

## **Oracle Buys Convergin**

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

**March 2, 2010**



Oracle is currently reviewing the existing Convergin 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 Convergin's product roadmap are at the sole discretion of Oracle.

All product roadmap information, whether communicated by Convergin 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.

# What We Are Announcing

- **Oracle buys Convergin**
  - Accelerates deployment of Next-Generation Pre-Paid and Value-Added Services in the Communications Industry
  - The transaction has closed
- **About Convergin**
  - Privately-held company, based in Israel with world-class engineering talent and deep communications domain expertise
  - Catalyst in developing J2EE-based Service Broker and network integration software product with unique patented technology\*
  - Selected by marquee companies including T-Mobile, SaskTel, TeliaSonera and others as the foundation to migrate legacy network services to IT-centric solutions
- **Extends Oracle's Service Delivery capabilities and enables a comprehensive portfolio of network-centric pre-paid and value added services for the communications industry**
  - Convergin's software product augments Oracle's pre-paid solutions and further extends Oracle's innovation and leadership in the communications industry
  - Combination is expected to provide Service Providers with more flexible service delivery and control to migrate from legacy network-centric to IT-centric solutions

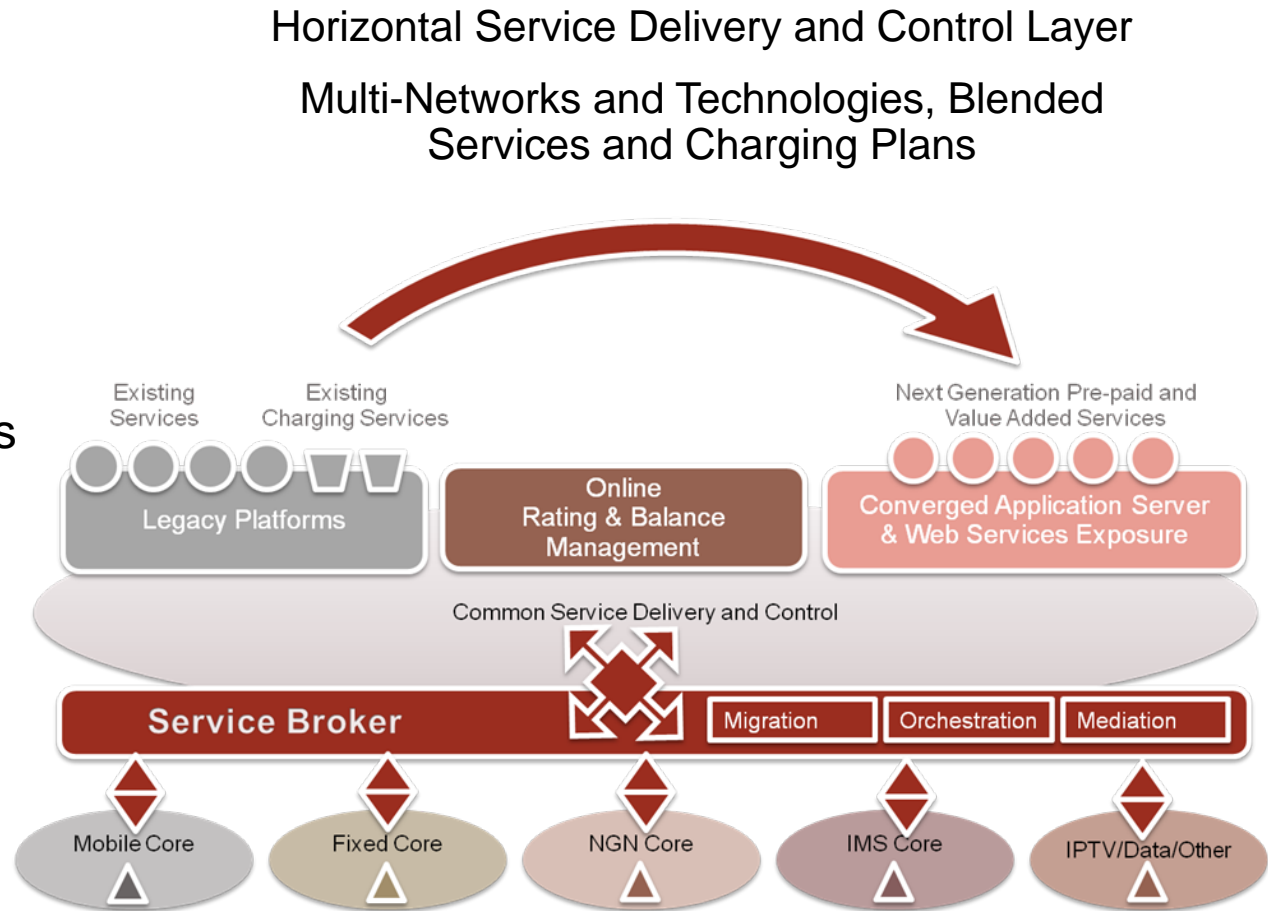
# Strategic Importance to Oracle

- **Service providers are migrating from legacy telephony networks to next-generation IP service platforms at an increasing pace**
  - Intelligent Network (IN) platforms provide pre-paid, number portability and call features known as value-added services; however these IN platforms are inflexible due to proprietary technologies and are costly to manage
  - Service providers require a phased approach for transitioning to next-generation IP networks and service platforms
  - A universal service platform supporting both traditional and next-generation services is needed to enable this phased transition
- **Convergin's advanced Service Broker solution provides real-time prepaid session control and service delivery from IN- to IP-based networks**
  - Mediate and orchestrate services for a wide range of network types and application platforms, including pre-paid charging
  - Adopt a hybrid approach to service evolution, allowing customers to focus on service innovation rather than network integration
- **The combination provides a single carrier-grade, standards-based IT platform that allows customers to:**
  - Evolve their service delivery capabilities at their own pace and at a lower total cost of ownership

# Convergin's Service Broker Solution

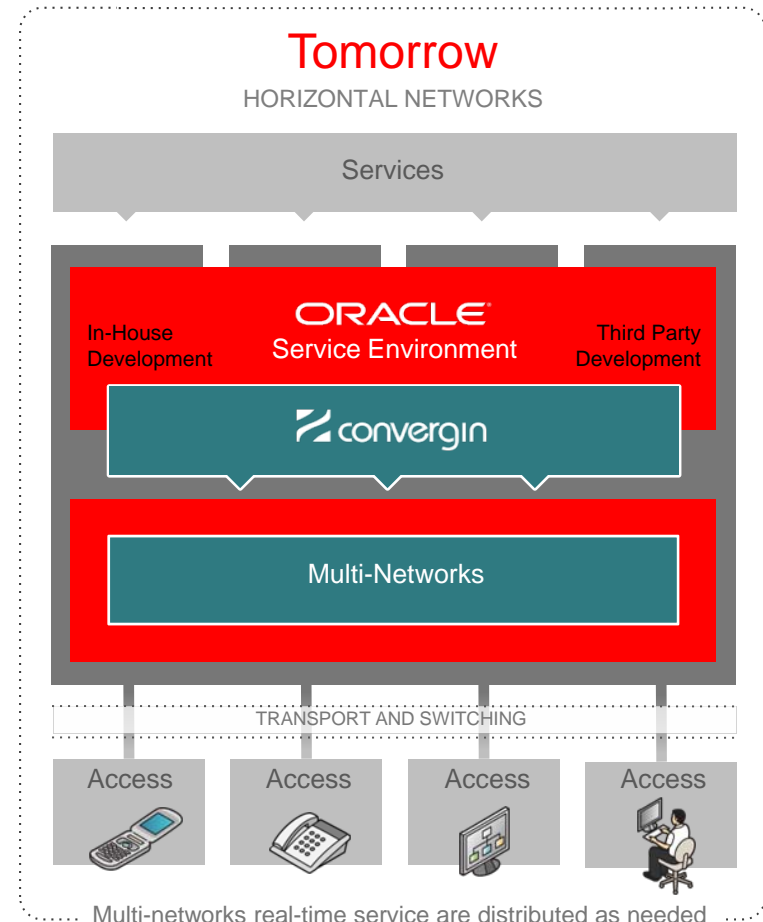
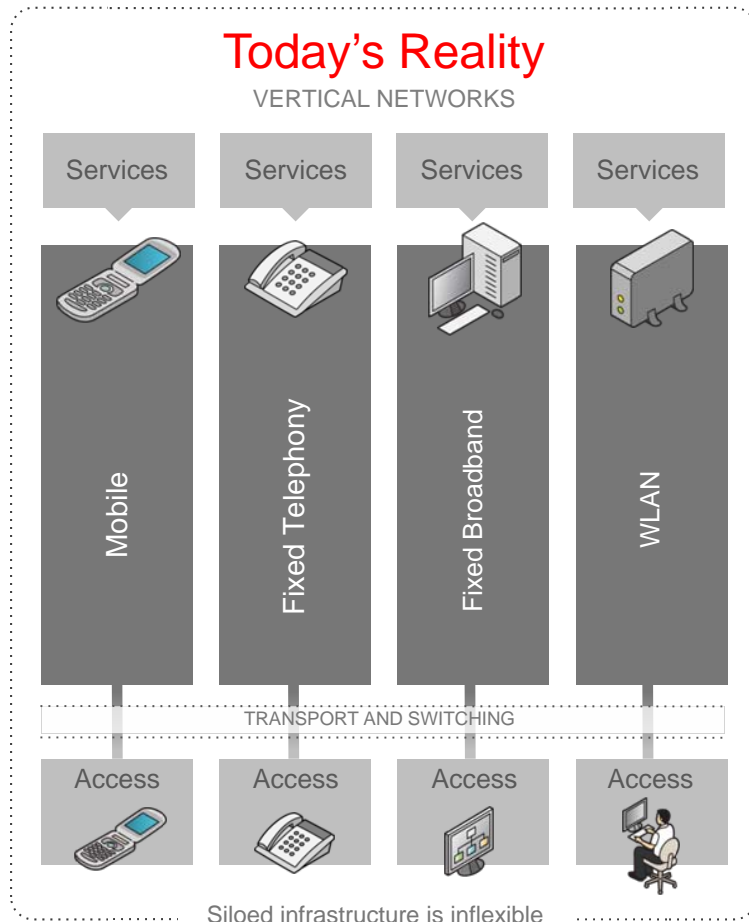
## Migrating Pre-paid Voice from IN- to IP-based Networks

- Mediation of wide range of protocols and capabilities of legacy and next generation networks
- Orchestration and blending of services and capabilities across networks and application domains
- Gradual migration of legacy platforms to IT-based platforms



# Driving Differentiated Services

## Simultaneous Network and Service Evolution



# Expected Benefits for Oracle Customers

## Accelerates migration to next-generation platforms

- 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's products are an integral component of Oracle's pre-paid strategy

- Next generation session control from common billing vendor for both online and offline charging
- Support for pre-paid on common stack with other value-added services
- Integrated pre-paid software solutions that speed time-to-market for new services while reducing cost and complexity of maintaining legacy systems

# Expected Benefits for Converging Customers and Partners

## Advanced customer services with Communications focused expertise

- Best-in-class product solution backed by Oracle's research and development investment
- Improved service through award winning support and maintenance organization
- Dedicated services team with focused expertise
- Global 24x7 support network for streamlined commercial relationship

## Access to Oracle's comprehensive offering for the Communications industry

- 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

# Oracle + Convergin

## A Compelling Combination

- ✓ **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
  - A solution which allows Service Providers to focus on launching innovative services while modernizing to next-generation network
  
- ✓ **Convergin's standards-based offering further complements Oracle's solutions for the communications industry by:**
  - Enabling customers with next-generation solutions to address network migration to an all IP core, significantly reducing integration and hardware costs
  - Enhancing value through a comprehensive delivery platform
  
- ✓ **The combination is expected to provide operators offering next-generation and traditional services a standard IT platform designed for orchestrating services**
  - Easier for customers to configure, implement, integrate and upgrade
  - Faster time to market with compelling next-generation services

# Next Steps

- Public announcement
  - February 10, 2010
- Communications with stakeholders
  - Analyst briefings
  - Customer and partner briefings
- Ongoing communications with customers, partners and employees throughout
- More information can be found at
  - [www.oracle.com/convergin](http://www.oracle.com/convergin)



**ORACLE IS THE INFORMATION COMPANY**