

## Overview and Frequently Asked Questions

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### Overview

#### Oracle Buys Secerno

Oracle has acquired Secerno, adding a heterogeneous database firewall to Oracle's industry-leading database security solutions. This combination is expected to further enable customers to reduce the cost and complexity of securing their information throughout the enterprise with a protective perimeter around Oracle and non-Oracle databases.

Demand for data protection is on the rise, as attacks on enterprises continue to grow in sophistication. Countering today's threats against internal breaches and external attacks requires a comprehensive security solution – including database firewall functionality to prevent threats from reaching databases.

Secerno's DataWall product blocks against unauthorized database activity in real-time, over the network – before attacks reach the database. Secerno provides a first line of defense against external threats and unauthorized internal access by creating a defensive perimeter around Oracle, Microsoft SQL Server, and Sybase ASE databases.

Secerno's products are expected to expand Oracle's portfolio of security solutions to ensure data privacy, protect against insider threats, and enable regulatory compliance. Secerno adds a database firewall to Oracle's solutions for privileged user control, transparent data encryption, data classification, auditing, monitoring, and data masking, allowing customers to deploy reliable data security solutions that do not require any changes to existing applications, saving time and money.

Together, Oracle and Secerno's technologies are expected to further extend Oracle's comprehensive database security solutions to safeguard critical business information across the enterprise.

## ORACLE CUSTOMER BENEFITS

The combination of Oracle's industry-leading database security solutions and Secerno's DataWall product is highly complementary, and is expected to provide customers with the following benefits after the transaction closes:

- Strong synergy with Oracle's database security portfolio including Oracle Audit Vault, Oracle Database Vault and Oracle Advanced Security
- Complementary to Oracle database native auditing and access with real-time SQL monitoring and blocking from the network
- Expands Oracle's portfolio of security solutions to ensure data privacy, provide protection against insider threats, and enable regulatory compliance

## SECERNO CUSTOMER BENEFITS

The combination of Secerno and Oracle's solutions is expected to provide customers with the following benefits after the transaction closes:

- Increased R&D investment in Secerno's solutions for a more complete database security offering
- Highly complementary products to Oracle's database security products
- Access to Oracle's global support and services organizations

## PARTNER BENEFITS

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

- Extensive R&D investment from Oracle to further advance Secerno's product offering
- Highly complementary combination of product offerings delivering a more complete, open and integrated offering
- Access to Oracle's global support and services organizations

## BUSINESS RATIONALE

### What is the rationale for this acquisition?

Data protection continues to be a challenge for enterprises. Data security breaches frequently result in financial losses at companies, but perhaps just as important is an organization's reputation if their customer's personal data is stolen or accidentally lost. Protecting an organization's database requires a comprehensive security solution which includes firewall functionality to prevent increasingly sophisticated attacks and internal breaches from reaching databases.

Secerno's product is expected to complement Oracle's database security solutions, and provide critical functionality requested by customers, and include the following:

- Secerno's DataWall product provides a first line of defense to protect data privacy and integrity by creating a defensive perimeter around Oracle, Microsoft SQL Server and Sybase ASE databases
- Secerno's product can be configured in monitoring or blocking mode giving deployment flexibility

The combination of Oracle and Secerno underscores Oracle's commitment to provide customers with the most comprehensive and advanced security offering that helps reduce the costs and complexity of securing their data enterprise-wide. Adding Secerno's technology augments Oracle's database security solutions with a firewall to provide companies with capabilities to accurately block against unauthorized database activity-before reaching the database.

Secerno's product augments Oracle's database security solutions to further ensure data privacy, protect against threats and breaches, and enable regulatory compliance.

### Why did Oracle select Secerno?

Secerno offers proven database firewall technology and an experienced team with deep domain expertise in database security. This combination extends Oracle's database security solutions with a defensive perimeter around Oracle and non-Oracle databases, including Sybase and Microsoft SQL Server databases.

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## PRODUCT OVERVIEW AND STRATEGY

### How does Secerno's Solution augment Oracle's Database Security offering?

- Unique capability to analyze SQL statements to determine database activity in real time — establishing a complete picture of application behavior and applies its intelligence to decide what activities are acceptable, blocked or audited
- An easy-to-deploy and manageable product that allows companies to implement access policies improving enterprise-wide security with zero-false positives
- Unparalleled view of application to database interactions, offering application developers greater insight into application behavior to allow fine tuning of application security and performance during testing

### How is this acquisition expected to impact on-going development of Secerno's products?

Oracle has initiated a review of Secerno's product portfolio, and when the evaluation is complete, Oracle will be providing guidance to customers in accordance with Oracle's standard product communications policies. After the closing, Secerno will be able to leverage Oracle's multi-billion R&D budget.

### How does Oracle plan to maintain Secerno's domain expertise after the closing?

The goal of the combination is to complement Oracle's solutions. Secerno brings significant domain expertise in the area of database security. After the close of the transaction, Secerno employees are expected to join Oracle.

## CUSTOMERS AND PARTNERS

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

Secerno products are complementary to Oracle database security offerings and the combined solution is expected to provide a more comprehensive solution than available today. Secerno's customers are expected to benefit from the increased investments in R&D and are also expected to receive improved customer support through access to Oracle's 24/7 global support and services organization.

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

We expect business to continue as usual for Secerno partners. To provide for a smooth transition, we will continue to honor valid Secerno partner agreements until further notice. Partners should continue to reach out to their existing Secerno contacts until we advise otherwise. 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 planned increased product support and investment, Secerno 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.

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## **BUSINESS CONTINUITY**

### **Can I still purchase Secerno products?**

Yes. Please contact your existing Secerno sales representative to assist you, or visit [www.secerno.com](http://www.secerno.com) for contact information.

### **Should Secerno customers continue to call Secerno customer support?**

Yes, Secerno customers should continue to use existing Secerno 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 Secerno customers continue to contact their Secerno sales representative?**

Yes, customers should continue to rely on existing relationships.

### **Will training on Secerno products continue?**

Yes, we plan to combine the Secerno training services with Oracle University. We want to ensure that our customers' products provide the best possible service for their organizations, and we know excellent training is critical to reach that goal.

### **Will the Secerno leadership and employees be retained?**

The goal of the combination is to complement Oracle offerings. The acquisition of Secerno demonstrates Oracle's commitment to provide leading database security solutions for our customers. Secerno's management and employees have significant domain expertise in database security, and are expected to become an integral part of Oracle.

### **Where can I find out more information about the proposed Oracle and Secerno combination?**

For more information, please visit [oracle.com/secerno](http://oracle.com/secerno)

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

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