

Overview and Frequently Asked Questions

Overview

Oracle Buys Instantis

Adds Cloud-based and On-premise Project Portfolio Management Offerings for IT, New Product Development and Process Improvement Initiatives

On November 8, 2012, Oracle announced that it has entered into an agreement to acquire Instantis, a leading provider of cloud-based and on-premise project portfolio management (PPM) solutions.

The transaction has closed.

Projects, programs, and initiatives have increasingly become change agents within an organization, resulting in new requirements for next generation software solutions. Enterprises in many industries realize the need to provide IT departments, product development teams, and business process leaders with an application to manage multiple corporate initiatives, and improve strategic alignment, execution and financial performance.

By combining Instantis with leading capabilities from Oracle's Primavera and Fusion Applications, Oracle expects to provide the most comprehensive set of cloud-based and on-premise Enterprise Project Portfolio Management (EPPM) solutions allowing customers to plan and execute initiatives throughout their organizations.

The Instantis management team and employees are expected to join Oracle as part of the Oracle Primavera Global Business Unit, ensuring the continuity of products and services delivery for Instantis customers and bringing significant domain expertise to Oracle. To learn more about the combination of Oracle and Instantis, please visit oracle.com/instantis.

PRODUCT OVERVIEW AND STRATEGY

What is the rationale for this acquisition?

Project portfolio management initiatives have become mission critical to enterprises resulting in new requirements for next generation software solutions.

- **Easy-to-Use Single System:** Maximize project success rates with an easy-to-use PPM application
- **Consistency:** Institutionalize a culture of success with structured and repeatable frameworks for aligning, selecting, executing, tracking and reporting on all types of project initiatives
- **Full Spectrum:** Enable usage for a variety of PPM initiatives across all types of organizations, replacing disparate project system silos
- **Cloud:** Deploy cloud-based solutions for widespread adoption of applications among executive stakeholders, project managers, resource managers and team members
- **Quick ROI:** Achieve quick return on investment with fast deployments, pervasive adoption and timely PPM data and reports to drive strategic business outcomes

The combination of Oracle and Instantis products is expected to provide enterprises with a more simplified approach to address PPM initiatives. By adding Instantis products with leading capabilities from Oracle's Primavera and Fusion Applications, Oracle can help customers gain complete visibility and control of their mission-critical project initiatives using a top-down approach suited for projects throughout the enterprise.

What does the combination of Oracle and Instantis products plan to address?

The combination of Oracle and Instantis products is expected to provide a comprehensive EPPM platform to address the needs across the full spectrum of PPM initiatives throughout the organization and at all process maturity levels.

- Instantis enables project managers, portfolio managers and executive stakeholders to manage multiple initiatives through a single, simple to use, top-down system
- Oracle's Primavera and Fusion Applications help organizations manage the delivery of complex programs and projects

How will the acquisition impact Instantis' product roadmap?

Instantis' cloud-based and on-premise PPM solution for IT, new product development and process improvement initiatives are complementary to Oracle's Primavera product offerings. Oracle plans to support customers' investments in Instantis products, which are expected to become a part of Oracle's Primavera and Fusion PPM applications portfolio. Oracle plans to continue to invest in Instantis' technology, evolving the solutions organically and deepening the integration capabilities with Oracle technology. Any updates to product plans will be communicated through normal channels.

CUSTOMERS AND PARTNERS

What are the benefits of the acquisition for Oracle customers and partners?

Oracle customers and partners are expected to benefit from a broader set of capabilities to support business sponsors and project teams with a complete solution to manage, track and report on enterprise strategies – from capital construction and maintenance to manufacturing, IT, new product development, Lean Six Sigma and other corporate initiatives. Oracle expects to create the most comprehensive set of cloud-based and on-premise EPPM solutions for companies across the full spectrum of project complexity.

How is the transaction between Oracle and Instantis expected to benefit Instantis' customers?

Instantis customers are expected to benefit from the complementary Oracle Primavera and Fusion PPM solutions for a complete EPPM platform across project types and complexity, from project-portfolio-level PPM to execution-level PPM. Furthermore, Instantis' leading capabilities will be backed by a trusted and global brand, and customers will benefit from more investment in research and development, fueling more rapid innovation to the products and platform.

How is the transaction expected to benefit Oracle partners?

Instantis' solutions are expected to become a part of Oracle's Primavera product portfolio to further extend Oracle Primavera's leading capabilities for organizations to execute the right projects to successful completion. This is expected to provide partners with the opportunity to broaden their specialized offerings to project and asset intensive industries. Partners are expected to gain improved access, support and training for Instantis products and solutions. In addition, partners are expected to benefit from the complementary solution that provides an opportunity to increase business value and improve the project and program management process through an integrated EPPM solution.

BUSINESS CONTINUITY

Can I still purchase Instantis products?

Yes. Instantis products continue to be available from Instantis. Please contact your existing Instantis sales representative to assist you, or visit <http://www.instantis.com> for contact information.

Should Instantis customers continue to call Instantis sales and customer support?

Yes. Instantis customers should continue to use existing Instantis contacts for sales, support and professional services to address immediate needs. All future changes and transitions will be communicated in advance through familiar channels.

How is the acquisition expected to impact any existing project, deployment or services engagement?

The transaction is not expected to impact any existing project, deployment or services engagements.

Will training on Instantis products continue?

Yes. Oracle plans to combine Instantis' education program with Oracle University. We want to ensure customers' software provides the best possible service for organizations, and we know excellent training is critical to reach that goal.

How does Oracle plan to maintain Instantis' industry and domain expertise?

The Instantis management and employees are expected to join the Oracle Primavera Global Business Unit. The acquisition of Instantis demonstrates Oracle's long-term commitment to investing in solutions that benefit the needs of customers in project and asset intensive industries. Instantis' employees will bring additional industry, product, and services knowledge and expertise and are part of Oracle's plans to continue to grow the Oracle Primavera business.

How will Oracle provide for a smooth integration of Instantis into Oracle?

Oracle will focus on integrating Instantis quickly and efficiently. Oracle is focused on customer and partner satisfaction and plans to provide a smooth transition that minimizes customer and partner disruption. We will communicate regularly throughout this process to keep customers, partners and employees well informed.

Where can I find more information about the Oracle and Instantis transaction?

For more information, please visit oracle.com/instantis.

Oracle is currently reviewing the existing Instantis 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 Instantis' product roadmap are at the sole discretion of Oracle. All product roadmap information, whether communicated by Instantis or by Oracle, does not represent a commitment to deliver any material, code, or functionality, and should not be relied upon in making purchasing decisions. It is intended for information purposes only, and may not be incorporated into any contract.

Cautionary Statement Regarding Forward-Looking Statements

This document contains certain forward-looking statements about Oracle and Instantis including statements that involve risks and uncertainties concerning Oracle's acquisition of Instantis, anticipated customer benefits and general business outlook. When used in this document, the words "anticipates", "can", "will", "look forward to", "expected" and similar expressions and any other statements that are not historical facts are intended to identify those assertions as forward-looking statements. Any such statement may be influenced by a variety of factors, many of which are beyond the control of Oracle or Instantis, that could cause actual outcomes and results to be materially different from those projected, described, expressed or implied in this document due to a number of risks and uncertainties. Potential risks and uncertainties include, among others, the possibility that, the anticipated synergies of the combined companies may not be achieved after closing, the combined operations may not be successfully integrated in a timely manner, if at all, general economic conditions in regions in which either company does business may deteriorate and/or Oracle or Instantis may be adversely affected by other economic, business, and/or competitive factors. Accordingly, no assurances can be given that any of the events anticipated by the forward-looking statements will transpire or occur, or if any of them do so, what impact they will have on the results of operations or financial condition of Oracle or Instantis. You are cautioned to not place undue reliance on forward-looking statements, which speak only as of the date of this document. Neither Oracle nor Instantis is under any duty to update any of the information in this document.