

ORACLE®

# Oracle Buys Instantis

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

December 11, 2012



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.

# The Announcement

- **Oracle buys Instantis**
  - Adds cloud-based and on-premise project portfolio management (PPM) offerings for IT, new product development and process improvement initiatives
  - More information can be found at [oracle.com/instantis](http://oracle.com/instantis)
- **About Instantis**
  - Private company founded in 1999, and headquartered in Santa Clara, CA
  - Instantis' EnterpriseTrack application enables IT departments, product development teams, and business process leaders to manage multiple corporate initiatives, and improve strategic alignment, execution, and financial performance
  - Customers include leading organizations across Manufacturing, Healthcare and Services industries
- **Combination of Oracle and Instantis is expected to provide a comprehensive, multi-initiative enterprise project portfolio management (EPPM) solution for organizations of various sizes and 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 along with Instantis products help organizations manage the delivery of complex programs and projects

# PPM Initiatives Have Become Mission Critical

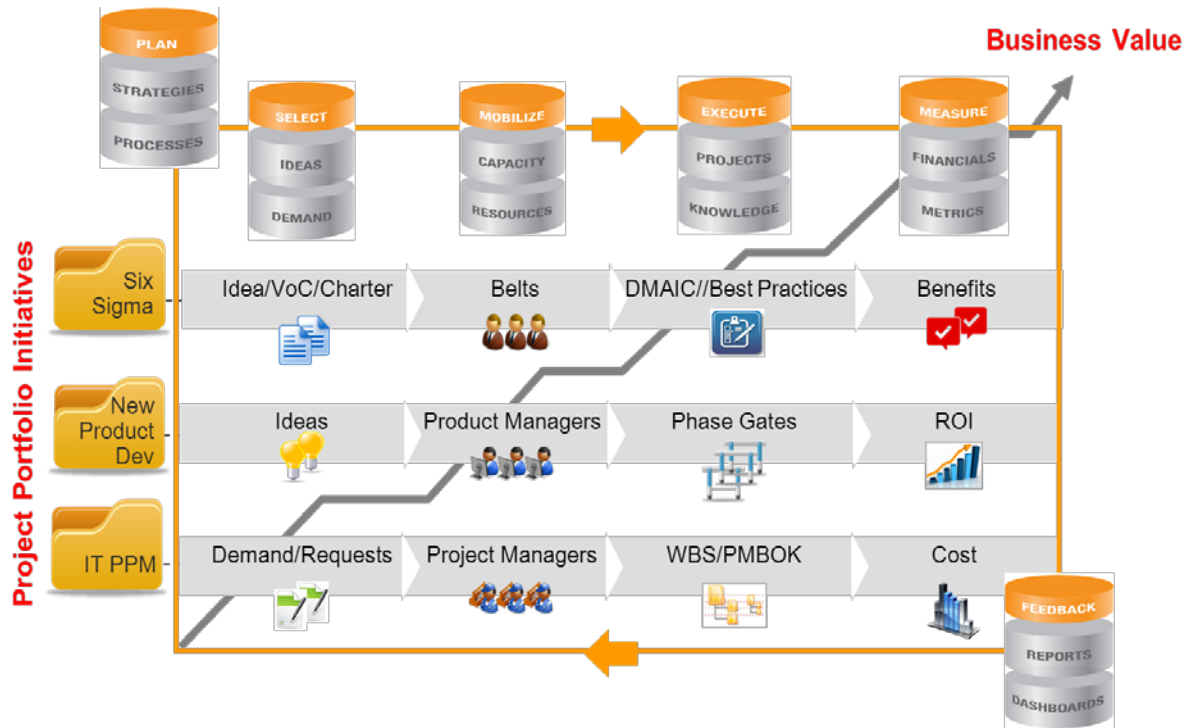
- Projects, programs, and initiatives have increasingly become change agents within an organization, resulting in new requirements for next generation software solutions



- **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

# Instantis Solutions

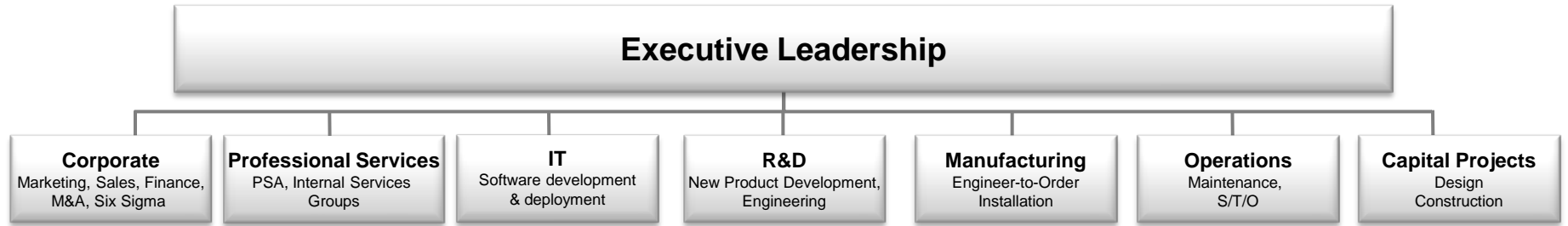
Use a Top-Down Approach to Manage Processes from Planning to Business Outcomes



## Top-Down Approach

- Define and model high level business strategies, metrics and processes for each enterprise initiative including IT PPM, application portfolio management, new product development, and Lean Six Sigma
- Tailor existing templates or build out new ones to accurately reflect project management processes within the enterprise
- Gain visibility, management and control of all initiatives, projects, resources and applications using a top-down approach, ensuring strategic and project success
- Improve business performance with accurate financial reporting tools

# Levels of PPM Needs and Maturity Vary Across Organizations



**Project portfolio-level PPM**

**Execution-level PPM**

Strategy Alignment

Ideation

Demand Capture

Resource Visibility

Contract Execution

Resource Leveling

CPM Scheduling

Optimization

**High-level Project Tracking**

**Detailed Project Management**

Capacity Planning

Best-Practice Sharing

Business Metrics Tracking

Exec-Level Reporting

Timeline

Facilities and Real Estate Management

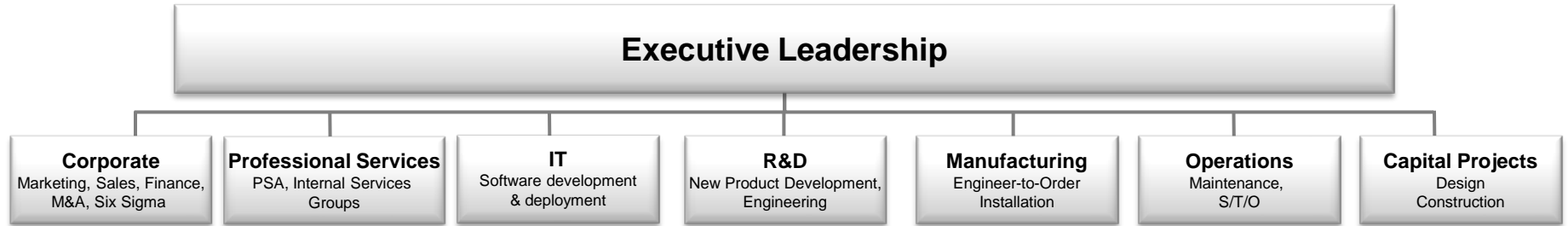
Capital Planning

Cost Controls and EVM

Simulation

# Oracle + Instantis

The Most Comprehensive EPPM Platform Across Project Types and Complexity



# Instantis' Customers Include Leaders Across Multiple Industries

<p><b>Manufacturing and Supply Chain</b></p>	
<p><b>Healthcare</b></p>	
<p><b>Services</b></p>	



# DuPont Customer Success Story

## 16 Separate Project Tracking Systems Consolidated to a Single System



### COMPANY OVERVIEW:

- DuPont is a world leader in market-driven innovation and science in the chemical industry



### CHALLENGES:

- DuPont's challenge was to implement a single system so that it could have a consolidated, trusted corporate view of project impact roll-ups
- The single system approach required a single language, architecture, system and set of operational definitions
- All 5 major business platforms and 23 business units, including all regions and all business functions were impacted

### INSTANTIS PROVIDES:

- Centralized, web-based system consolidated the records of thousands of continuous improvement projects
- Robust project tracking and financial benefits reporting roll-up and data integrity capabilities
- Executive visibility into the complete project portfolio metrics and performance

### RESULTS:

- 20,000 users in system managing 30,000 projects averaging \$300,000 in per project benefits

# Grace Customer Success Story

## One System, Multiple Project Portfolio Environments

The logo for Grace, featuring the word "GRACE" in a bold, green, sans-serif font.

### COMPANY OVERVIEW:

- Head-quartered in Columbia, Maryland and with employees located in over 40 countries, Grace is a premier specialty chemicals and materials company



### CHALLENGES:

- Leverage a single platform for PPM starting with productivity, new product development, and business development
- Address process and project visibility, accountability and strategic alignment issues
- Improve project selection, issue and status tracking and resource utilization across project portfolios

### INSTANTIS PROVIDES:

- Flexibility to adapt to organizational change and support multiple PPM environments in single system
- Ability to align ideas and in-flight projects and processes with strategic imperatives
- Robust and standardized project selection, tracking and reporting and resource management processes

### RESULTS:

- Visibility and “single version of truth” for project information and results across multiple PPM initiatives supporting 1,600 active users and 6,000 projects

ORACLE

# Oracle and Instantis

## A Compelling Combination

- Creates the most comprehensive cloud-based and on-premise EPPM solution for companies across the full spectrum of project types and complexity
- Provides 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
- Cloud-based easy to use interfaces provide customers with choice and fast adoption, delivering rapid return on investment
- Brings global scale, reach and resources to better serve clients
- The Instantis management team and employees are expected to join the Oracle Primavera Global Business Unit

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

ORACLE®