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
- **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
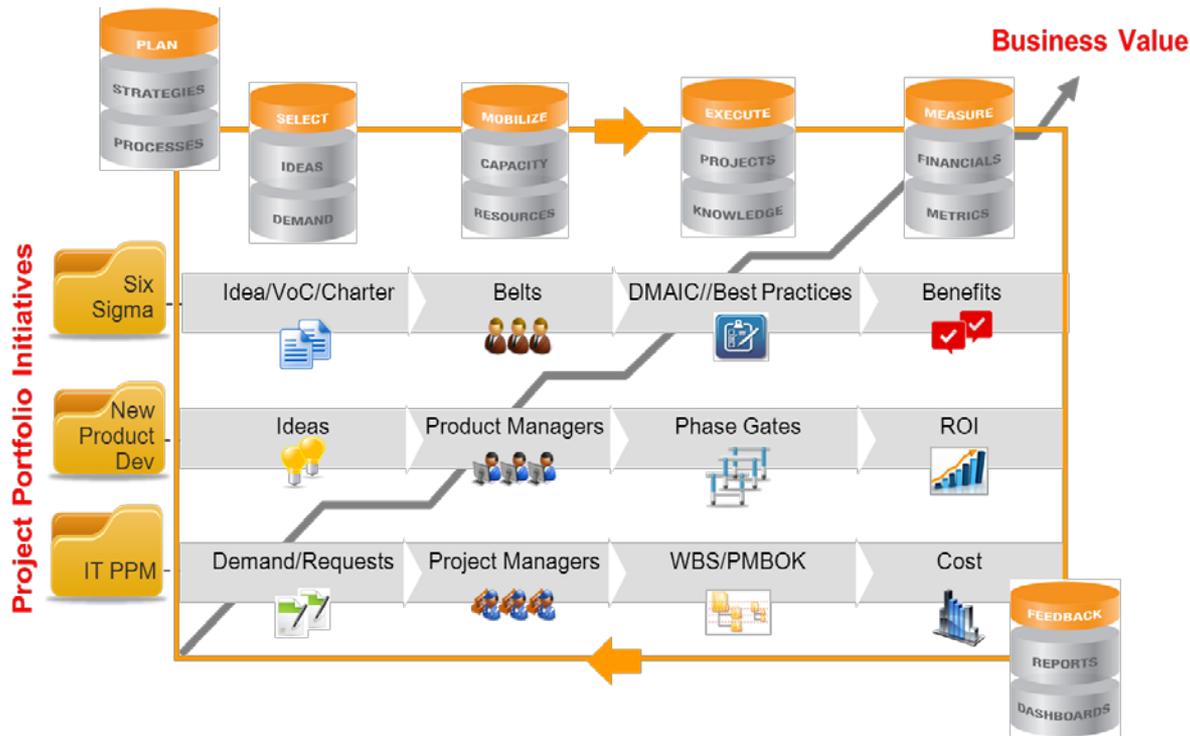
Top-Down Approach

- 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

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Levels of PPM Needs and Maturity Vary Across Organizations

Executive Leadership

| **Corporate** Marketing, Sales, Finance, M&A, Six Sigma | **Professional Services** PSA, Internal Services Groups | **IT** Software development & deployment | **R&D** New Product Development, Engineering | **Manufacturing** Engineer-to-Order Installation | **Operations** Maintenance, S/T/O | **Capital Projects** Design Construction |
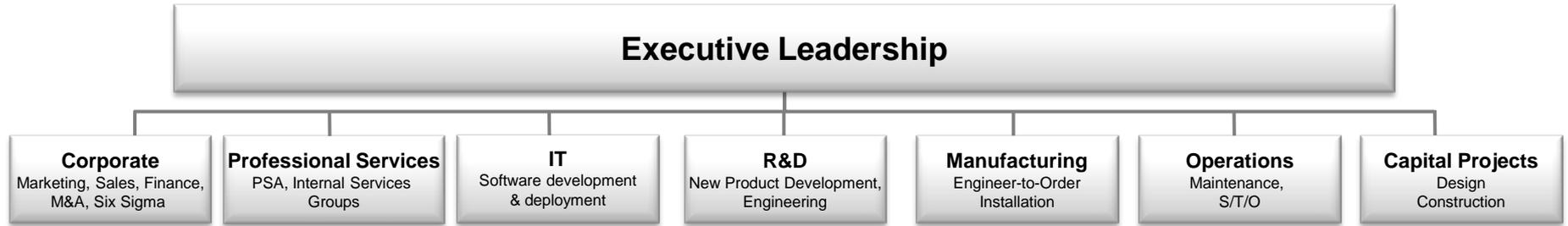
Project portfolio-level PPM

Execution-level PPM

| Strategy Alignment | Ideation | Demand Capture | Resource Visibility | Contract Execution | Resource Leveling | CPM Scheduling | Optimization |

High-level Project Tracking   **Detailed Project Management**

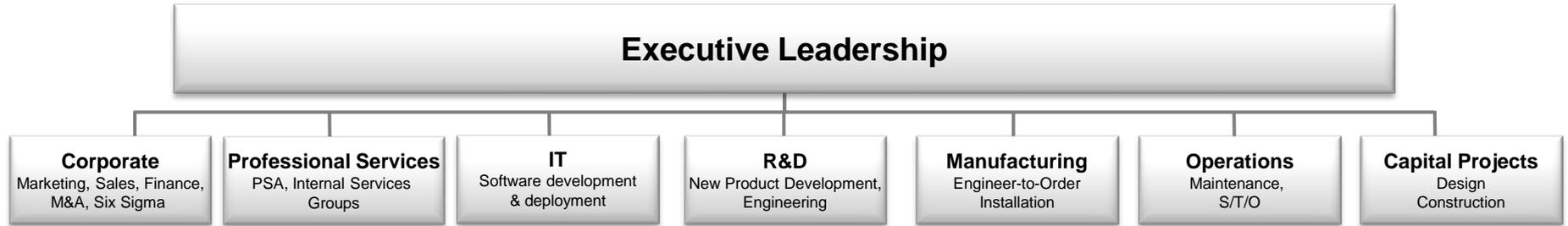| Capacity Planning | Best-Practice Sharing | Business Metrics Tracking | Exec-Level Reporting | Timeline | Facilities and Real Estate Management | Capital Planning | Cost Controls and EVM | Simulation |

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Oracle + Instantis
The Most Comprehensive EPPM Platform Across Project Types and Complexity

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Project portfolio-level PPM

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Execution-level PPM

Execution-level PPM

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Instantis' Customers Include Leaders Across Multiple Industries

Manufacturing and Supply Chain	CAMERON, INGRAM MICRO, NCR, UNIPART, DUPONT, GENCO, GRACE, BORUSAN, Suominen, Brambles, LONMIN, SCA, SONOCO, xerox, MOMENTIVE
Healthcare	Genentech IN BUSINESS FOR LIFE, Abbott, Quest Diagnostics, TEVA, astellas, J&J, CardinalHealth, COVIDIEN, Catalent, Boehringer Ingelheim Ben Venue Laboratories, Edwards, Lilly, Baxter, CareFusion
Services	recall Your Information. Securely Managed., CREDIT SUISSE, BB&T, 'yes' OPTUS, TD Bank, UNITED STATES POSTAL SERVICE, Trover, Transcontinental, AXIS CAPITAL, SingTel, LSAC, ComericA Bank, nationalgrid, verizon

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* Customer Information and Logos Provided by Instantis.

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

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* Customer Information and Logos Provided by Instantis.

Grace Customer Success Story
One System, Multiple Project Portfolio Environments

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

COMPANY OVERVIEW:

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

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* Customer Information and Logos Provided by Instantis.

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

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