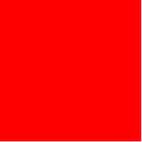**Oracle and Stellent**
Acquisition Announcement

This presentation is intended to outline our general product direction. It is intended for information purposes only, and may not be incorporated into any contract. It is not a commitment to deliver any material, code, or functionality, and should not be relied upon in making purchasing decision. The development, release, and timing of any features or functionality described for Oracle's products remains at the sole discretion of Oracle. The development, release, and timing of any features or functionality described for Stellent's products remains at the sole discretion of Stellent.

What We Are Announcing

- **Oracle has acquired Stellent**
  - Cash tender offer of $13.50 per share
  - Approximately $440 million in the aggregate
  - Transaction closed December 14, 2006

- **About Stellent**
  - Leading provider of Enterprise Content Management Solutions
  - Public company with trailing twelve month revenues in excess of $130m
  - Headquarters in Eden Prairie, Minn.
  - 575 employees worldwide; 4,700+ customers worldwide

- **Accelerates Oracle's Product Strategy**
  - Content Management is a strategic focus for Oracle
  - Stellent brings best-of-breed content management products
  - Complements Oracle's Database, Middleware, Applications

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Enterprise Content Management

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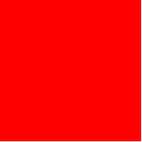
Enterprise Content Management

- **Enterprise Content is Growing Rapidly**
  - Various Forms: Documents, e-mail, voicemail, digital media
  - Various Repositories: File servers, DBMSs, PCs, mail servers
  - Difficult to find, share, secure, manage this information
  - Regulatory requirements escalating cost of management

- **Enterprise Content Needs to be Managed**
  - Create: create & capture documents
  - Manage: store, version, index, manage documents
  - Publish: publish to Web, view, search documents
  - Distribute Securely: cleanse, filter, manage digital rights
  - Retain for Compliance: declare, classify, archive, retain

- **While Integrating with Existing**
  - Applications, databases, Web sites, portals, processes

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Enterprise Content Management

Automate Process of Managing Content across Lifecycle

Version

Index

Capture

Cleanse

Create

Filter

Retain

Publish

Archive

Search

Strategic Importance to Oracle

- **Content Management is Attractive Market Segment**
  - Market segment estimated at $3.6B in 2006; 13%+ annual growth
  - Rapid proliferation of documents and digital assets
  - Rapid escalation in costs due to regulatory compliance

- **Complements Oracle's Existing Strengths**
  - Extends Oracle's position in information management to content management
  - Extends Oracle Fusion Middleware for secure content publishing and distribution
  - Integrates with Oracle's applications to capture ERP documents and drive document-centric business processes

- **Why Now?**
  - Most organizations have fragmented content strategy
  - Customers re-thinking enterprise-wide content management strategy

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Why Stellent?

- **Comprehensive & Integrated Product Suite**
  - Capture: Document capture, filtering, cleansing
  - Manage: Enterprise Document Management
  - Publish: Multi-Site Web Content Management
  - Distribute: Digital Rights and Digital Asset Management
  - Retain: Records Management
  - Integrated on a unified, industry standard architecture

- **Leading Best-of-Breed Product Suite**
  - Rated as leader by Gartner, Forrester, IDC
  - Integrates with Oracle technology & applications
  - Successfully implemented at over 4,700 global customers

- **Experienced Global Organization**
  - Highly skilled & experienced product development team
  - Global sales expertise, strong services & support capability
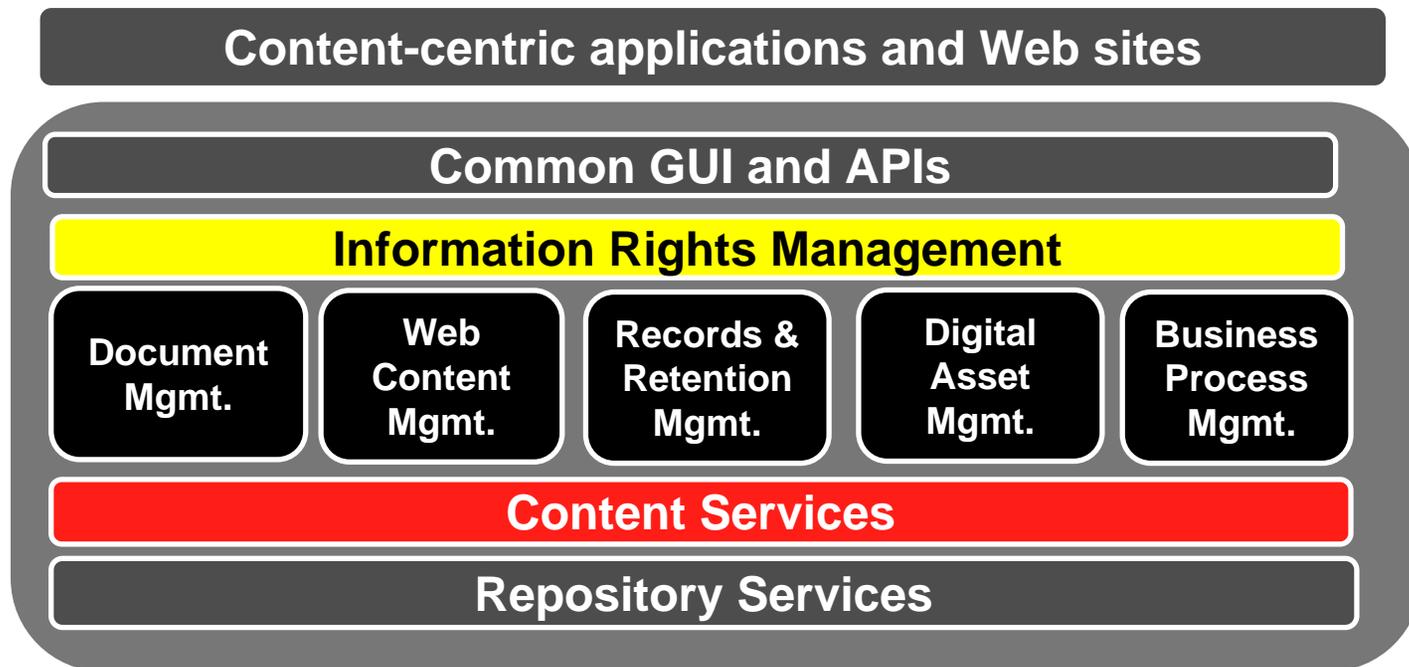 - Excellent support & adoption by Global System Integrators
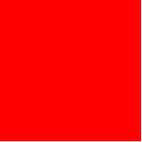
Stellent Product Offering

Comprehensive Product Portfolio

- **Universal Content Management**
  - Unified enterprise content management platform with service-based java architecture
  - Document Management, Records Management, Web Content Management, Digital Asset Management, Information Rights Management, and Collaboration Management

- **Universal Records Management**
  - Enterprise records/retention management platform
  - Central policy engine with local records, physical records, and agent API for distributed agents
  - Supports repositories and applications in-place or can move content

- **Information Rights Management**
  - Rights management platform that provides encryption and key management
  - Extends security, control, and retention policies to content beyond managed environments
  - Supports desktop documents, e-mail, HTML and Web applications and interfaces

- **Imaging/Business Process Management**
  - Platform for building imaging applications
  - Integrations with JD Edwards, PeopleSoft, Oracle

- **Governance, Risk, and Compliance**
  - Sarbanes-Oxley Solution
  - Common platform for delivering multiple compliance and risk management initiatives
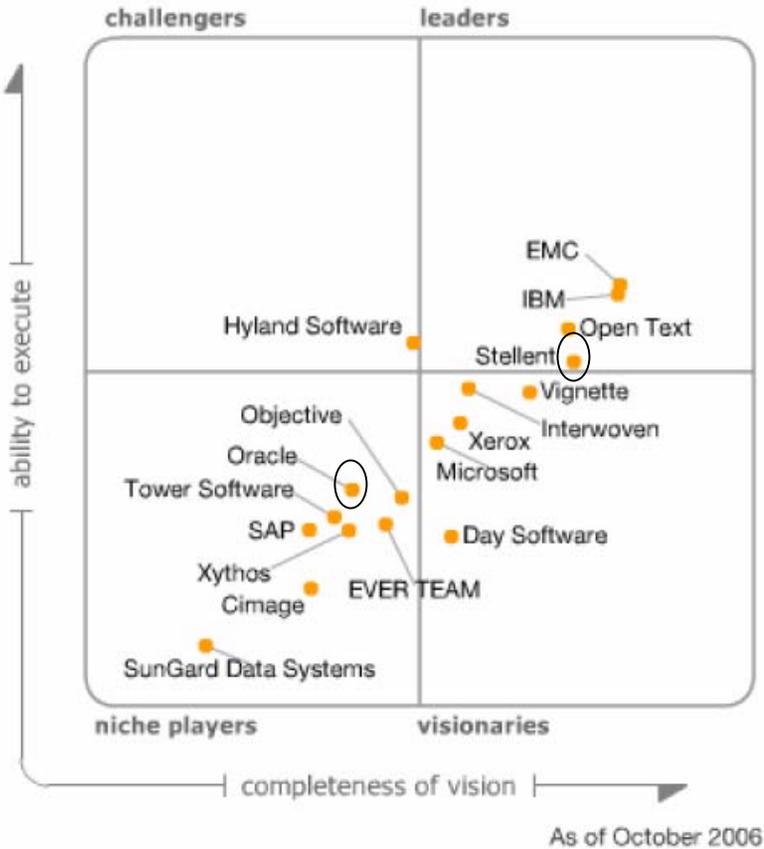
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Unified Product Architecture

- **Distinctive unified architecture**
  - Enables successful deployment of composite applications with low cost of ownership
- **Service-based architecture**
  - Enables integrations, customizations, and enterprise-wide deployments
- **Product strengths**
  - Multi-site management, financial compliance applications, records and retention management

Content-centric applications and Web sites

Common GUI and APIs

Information Rights Management

Document Mgmt.	Web Content Mgmt.	Records & Retention Mgmt.	Digital Asset Mgmt.	Business Process Mgmt.

Content Services

Repository Services

Best-of-Breed Product Suite

Gartner 2006 Magic Quadrant for Enterprise Content Management

Forrester's 2005 Enterprise Content Management Suites Wave
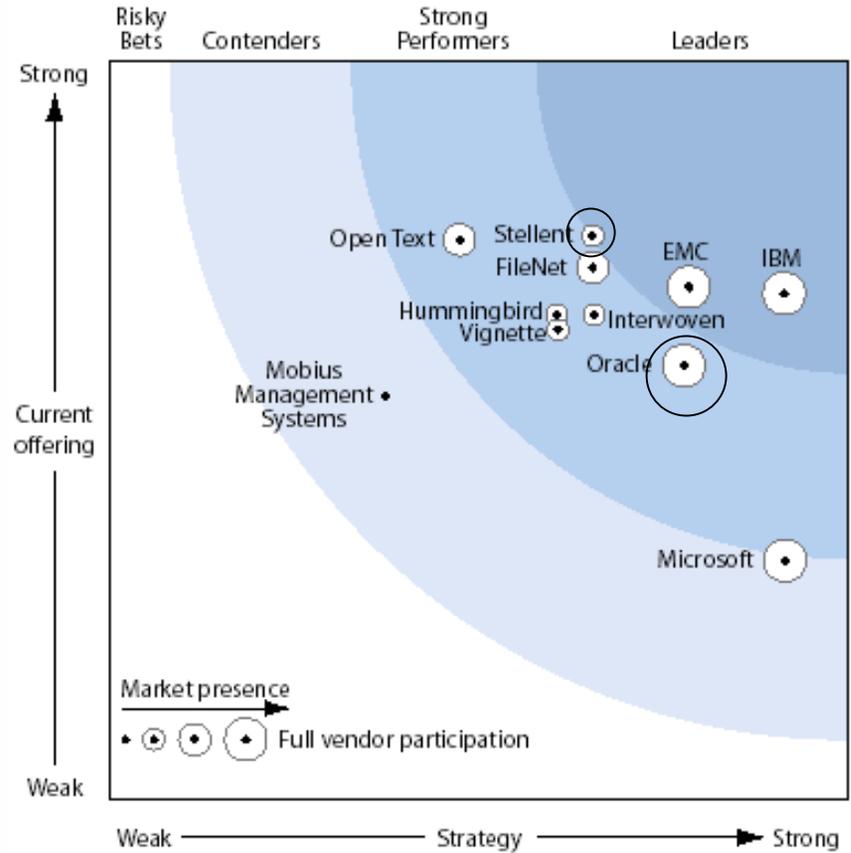
Gartner 2006 ECM Magic Quadrant

Stellent Web Content Management

- **Customer Value Proposition**
  - Create & manage multiple intranet and extranet sites
  - Centrally control branding, look and security
  - Maintain consistency of information
  - While distributing process of creating & publishing information

- **Sample Applications**
  - Multi-site management with distributed site design
  - Internet site with localized international versions
  - Corporate organization with franchisee Web sites
  - Company or division intranet or extranet sites

- **Customer Benefits**
  - Reduce Web development costs
  - Enable Web content accuracy and quality
  - Manage multiple sites with consistent brand

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Stellent Document Management

- **Customer Value Proposition**
  – Deployment of content-enabled applications
  – Workgroup and enterprise-wide document-oriented collaboration
  – User work in the tools they prefer
  – Automatic conversions of most popular formats

- **Sample Applications**
  – Workflow expense reports, invoice processing, document approval routing
  – Policy and procedure management for regulatory mandates, such as JCAHO
  – ISO 9001 documentation management
  – Web-enabled call center resources
  – Creation and distribution of training information

- **Customer Benefits**
  – Provide productivity and control to the users to manage documents in networked environment
  – Use a single platform for supporting all facets of ECM from creation to retention
  – Reduce storage and processing costs for managing document repositories

Stellent Business Process Management

- **Customer Value Proposition**
  - Automates image-based workflows all the way from capture to approvals and retention
  - Support high volume imaging applications
  - Deep integration with ERP applications
- **Sample Applications**
  - Accounts payable processing
  - Accounts receivables
  - Travel and entertainment
- **Customer Benefits**
  - Integrate paper-based processing into automated workflows
  - Integrate paper-based workflows with Oracle/ PeopleSoft/JD Edwards applications
  - Manage and retain paper-based documents along with electronic documents in a single platform

THE HOME DEPOT

FLEXTRONICS

COSTCO.COM

Simplot

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Stellent Digital Asset Management

- **Customer Value Proposition**
  - Search and quickly identify files via thumbnails
  - Automatically creates renditions, reducing manual steps
  - Storyboards and closed caption allow immediate viewing of specific video scenes

- **Sample Applications**
  - Management of training materials
  - Geographic Image System (GIS) integrations
  - Management of medical images
  - Product image database
  - Digital image library
  - Digitization of archival images

- **Customer Benefits**
  - Intuitive and productive user environment dealing with image-based documents
  - Much better automation, change control and consistency over multiple renditions

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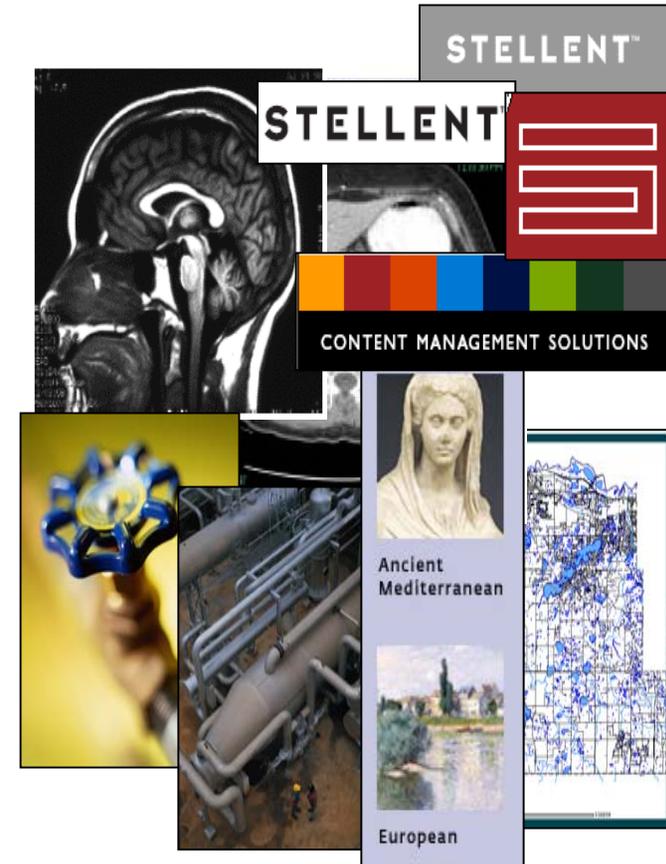
Stellent Records Management

- ## Customer Value Proposition
  - Control what happens to content over time
  - Apply and manage legal holds
  - Enable systematic content reviews
  - Apply additional security layer—including classified security
  - Audit and report on all activity that impacts content

- ## Sample Applications
  - Discovery Preparedness
  - Central catalog of content
  - Apply legal holds centrally
  - Model warehouse space
  - Barcoding
  - Library services

- ## Customer Benefits
  - Reduce risk by eliminating unneeded content
  - Compliance automation for regulations and laws

Stellent Information Rights Mgmt.

- **Customer Value Proposition**
  - Policy driven security and lifecycle management regardless of content location
  - Centralized revocation of access rights
  - Auditing of online and offline usage of content

- **Sample Applications**
  - Board of Directors communications
  - Mergers and Acquisitions activities
  - Intellectual property protection
  - Enterprise Information Rights Management infrastructure

- **Customer Benefits**
  - Minimal impact to end users
  - Utilize native applications
  - Centralized, policy driven control

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Governance, Risk and Compliance

- **Customer Value Proposition**
  - Identify corporate risk factors
  - Build and maintain controls to manage risk
  - Implement processes to achieve regulatory compliance
- **Sample Applications**
  - Sarbanes-Oxley compliance
  - Policies and Procedures Portal
  - Enterprise Risk Management
- **Customer Benefits**
  - Centralize management of all governance, risk and compliance activities
  - Consistent, repeatable execution of processes
  - Visibility of compliance information across the enterprise

HONDA
The Power of Dreams

ST PAUL TRAVELERS

UNUMPROVIDENT
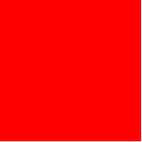
Customer Success

Stellent Customers

Stellent has 4,153 ECM customers and 549 OEM customers

Customer Case Studies

- **Large Movie Picture Studio**
  - One of the world's largest media companies
  - Huge portfolio of digital assets & Web content
  - Strong need to coordinate site creation with movie releases
- **Customer Challenge**
  - Managing documents associated with movie creation
  - Managing digital assets associated corporate brand image
  - Delivering digital media via studio and individual movie Web sites
  - Enabling marketing & legal departments to share documents
- **Solution**
  - Stellent Web Content Management
- **Customer Benefits**
  - Lower costs, better information, faster site creation

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Customer Case Studies

- **Federal Government Organization**
  - One of the world's largest government organizations
  - Annual budget of over $90 Billion USD
  - Manages extremely large volumes of content

- **Customer Challenge**
  - Implement enterprise infrastructure for managing content across projects and departments
  - Provide information to end users via portals and Web sites
  - Implement government guidelines for retaining and destroying information

- **Solution**
  - Stellent Universal Content Management

- **Customer Benefits**
  - Lower costs through unified platform, ease of implementation

Customer Case Studies

- **Regional Government Organization**
  - Regional government entity in bi-lingual environment
  - High volume of regulated content
  - Multiple departments interacting with content subject to government policies

- **Customer Challenge**
  - Consistently manage documents across departments
  - Centrally create and manage policies related to document retention
  - Bring records management to a large and diverse user base
  - Attain correct policy classification of content with content contributors who may not be certified records managers

- **Solution**
  - Stellent Document Management and Stellent Records Management

- **Customer Benefits**
  - Lower costs, centralized policy management, ease of end-user adoption

Customer Case Studies

- ## Large US Based Insurance Company
  - A leading U.S. personal lines property/casualty company
  - Large network of insurance agents

- ## Customer Challenge
  - Improve public affairs communication method with agents and employees
  - Eliminate bottlenecks related to the publishing of content to multiple Web sites
  - Reuse corporate documents as Web content
  - Synchronized delivery of content to multiple host locations to meet comprehensive disaster recovery policies

- ## Solution
  - Stellent Web Content Management

- ## Customer Benefits
  - Lower costs, robust WCM Infrastructure, improved communications, better information

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Customer Case Studies

- **Multi-National Telco Company**
  - One of the world's largest wireless phone companies
  - Highly competitive market
  - Needs to securely share information between employees and with partners

- **Customer Challenge**
  - Secure all content regardless of location
  - Maintain control and audit ability of intellectual property both inside and outside of the company
  - Ability to manage content lifecycle and only provide access to critical corporate information when appropriate

- **Solution**
  - Stellent Information Rights Management

- **Customer Benefits**
  - Centralized policy driven rights management system, robust auditing, ease of use and implementation

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Customer Case Studies

- **Consumer Packaged Goods Company**
  - One of the largest beverage companies in the world
  - Creates and maintains one of the worlds most valuable brands through multiple channels
  - Crucial that brand is effectively managed with multiple bottling relationships

- **Customer Challenge**
  - Effectively manage all brand related content
  - Distribute updates brand to partners and employees
  - Multi-channel brand management
  - Managing multiple Web sites
  - Corporate Knowledge Management

- **Solution**
  - Stellent Universal Content Management

- **Customer Benefits**
  - Unified Web content, digital asset and document management

Customer Case Studies

- **Large Telco Company**
  - Provides home telephone service, internet access, satellite TV service, and mobile phone service
  - Multiple divisions under a single holding company
  - Supports customers using multiple products from different divisions

- **Customer Challenge**
  - Implement a call center knowledge repository to enable effective communication throughout the four divisions
  - Reduce call center time to respond
  - Create central repository of customer service requests
  - Integrate with multiple existing call center applications
  - Effectively manage support documentation in bi-lingual environment

- **Solution**
  - Stellent Document Management

- **Customer Benefits**
  - Reduce cost, enhanced communications, improved efficiency

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Oracle & Stellent

Expected Customer & Partner Benefits

- **Stellent Customers**
  - Increased R&D investment in Stellent products
  - Tighter integration with Oracle technology & applications
  - Access to Oracle's Global Sales, Support, Services organizations

- **Oracle Customers**
  - Best-of-breed Enterprise Content Management suite
  - Complements Oracle Content DB, Middleware, Applications
  - Access to Stellent expertise, Sales and Services resources

- **Oracle & Stellent Partners**
  - ISVs: Broader opportunities to embed technology
  - SIs: Strategic partner for broad content management suite
  - VARs: Expanded opportunities for value-added solutions

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Next Steps

- **Public Announcement**
  - November 2, 2006

- **Complete Transaction**
  - Transaction closed December 14, 2006

- **More information can be found at:**
  - www.Oracle.com/Stellent or www.Stellent.com

ORACLE IS THE INFORMATION COMPANY