Overview and Frequently Asked Questions

Overview

Oracle Buys Xsigo

Extends Oracle's virtualization capabilities with leading software-defined networking technology for cloud environments

On July 30, 2012, Oracle announced that it has entered into an agreement to acquire Xsigo Systems, a leading provider of network virtualization technology that simplifies cloud infrastructure and operations by allowing customers to dynamically and flexibly connect any server to any network and storage.

The transaction has closed.

Companies are looking to deploy virtual servers to reduce data center costs and meet the agility and performance demands of cloud environments. Virtualized servers require more bandwidth and connections to external network and storage resources, which can lead to higher connectivity costs and complex data center management.

Xsigo's software-defined networking products help customers increase asset utilization and application performance while reducing costs by delivering compute, storage and network resources that can be dynamically reallocated on demand. Xsigo complements Oracle's software, server, storage, and network product portfolio, and the combination is expected to deliver the most complete set of virtualization capabilities for cloud environments.

PRODUCT OVERVIEW AND STRATEGY

How do Xsigo's solutions fit into Oracle systems product strategy?

IT organizations need to simultaneously increase both operational efficiency and solution performance. Oracle recognizes that achieving revolutionary improvements in both performance and efficiency requires a paradigm shift in the way compute and storage systems are interconnected and how that system interconnection is managed. Xsigo simplifies cloud infrastructure and operations by allowing customers to dynamically connect any server to any network and storage, resulting in increased asset utilization and application performance while reducing cost. Because Xsigo consolidates and virtualizes the physical resources utilized to interconnect servers and storage, Xsigo is uniquely positioned to simplify the management of virtualized server and storage connectivity.

Xsigo's products complement Oracle's software, server, storage, and network product portfolio and enhance Oracle's capability to seamlessly integrate industry leading products and solutions into enterprise clouds while dramatically reducing the complexity and cost of deploying and managing the infrastructure for cloud enabled systems.

How will the acquisition impact Xsigo's product roadmap?

Xsigo products are complementary to Oracle's software, server, storage, networking, virtualization and engineered systems product offerings. Oracle plans to support customers' investments in Xsigo products, which will become part of the Oracle systems portfolio. Oracle plans to continue to invest in Xsigo 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 can gain immediate access to Xsigo products, which are expected to dramatically reduce the cost and complexity of infrastructure connectivity for virtualized servers and storage. Xsigo technology is expected to be integrated with the Oracle stack, providing a complete set of virtualization capabilities for cloud environments. The combination is expected to simplify management and optimize network resources and system performance for Oracle virtualization, operating system, server, storage, and network products.

Will Xsigo products continue to operate with non-Oracle systems?

While we expect to optimize Xsigo's performance with the Oracle stack, Xsigo's products will continue to support all heterogeneous environments and benefit any cloud deployment.

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

Xsigo's customers are expected to benefit from support of Xsigo's leading software-defined networking products with Oracle VM, operating systems, management, servers, storage, and network products. Furthermore, customers are expected to benefit from Oracle global service and support reach and research and development investments in Xsigo solutions are expected to increase.

How is the transaction expected to impact Xsigo partners?

Oracle expects to continue working with existing Xsigo partners on providing end customers with leading network virtualization technology that can benefit cloud deployments, whether Oracle or non-Oracle. Furthermore, Xsigo solutions are expected to become a part of the Oracle systems product portfolio to further strengthen Oracle's cloud enabled software and systems portfolio. Partners will gain improved access, support and training for Xsigo products and solutions. In addition, Xsigo partners are expected to benefit from a complementary solution that provides an opportunity to increase business value and improve the management and agility of their customers' cloud deployments.

BUSINESS CONTINUITY

Can I still purchase Xsigo products?

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

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

Yes. Xsigo customers should continue to use existing Xsigo contacts for sales, support and professional services to address immediate needs. All future changes and transitions will be communicated well 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 Xsigo products continue?

Yes. Oracle plans to combine Xsigo's 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 Xsigo's industry and domain expertise?

Xsigo management and employees are expected to join Oracle bringing additional industry, product, and services knowledge and expertise and ensure continuity of customer service and product innovation.

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

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

Oracle is currently reviewing the existing Xsigo 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 Xsigo's product roadmap are at the sole discretion of Oracle. All product roadmap information, whether communicated by Xsigo 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 Xsigo including statements that involve risks and uncertainties concerning Oracle's acquisition Xsigo, 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 Xsigo 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 Xsigo 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 Xsigo. 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 Xsigo is under any duty to update any of the information in this document.