

# ORACLE INFRASTRUCTURE AS A SERVICE PRIVATE CLOUD WITH CAPACITY ON DEMAND

## FEATURES AND FACTS

### FEATURES

- Hardware and hardware support for a monthly fee
- Optionally acquire Exadata Storage Server Software and support as a subscription for a monthly fee
- Hardware deployed on-premise at customer's site or at hosting provider's site
- Compute CPU Capacity on Demand for peak processing
- Easily expandable to meet the needs of any size application
- Enhanced support for high availability and performance with Oracle Platinum Services and Oracle PlatinumPlus Services

### APPLICABLE PRODUCTS

- Oracle Exadata Database Machine X5-2 (Full, Half, Quarter Rack)
- Oracle Exadata Database Machine X4-8 (Full Rack)
- Oracle Exadata Storage Expansion X5-2
- Oracle Exalogic Elastic Cloud X5-2
- Oracle SuperCluster T5-8
- Oracle Exalytics In-Memory Machine X5-4
- Oracle Exalytics In-Memory Machine T5-8
- Oracle Big Data Appliance X5-2
- Oracle Zero Data Loss Recovery Appliance

### RELATED SERVICES

- Oracle Advanced Customer Support Services for Oracle Engineered Systems
- Oracle Premier Support
- Oracle Platinum Services

*Oracle Infrastructure as a Service Private Cloud (Oracle IaaS Private Cloud) is a private cloud offering for deploying Oracle Engineered Systems under a monthly pricing model. Along with the appeal of pay-as-you-go pricing, the cost of Oracle IaaS Private Cloud is generally lower than the comparable purchase option, and is often an operational, not capital, expense. In addition, Oracle IaaS Private Cloud includes CPU Capacity on Demand to accommodate peak workloads, such as holidays or quarter-close.*

*Oracle IaaS Private Cloud provides many of the advantages of cloud computing: monthly pricing, elastic capacity and reduced setup and administration, while retaining the control, security and integration of on-premise deployment. And, unlike generic cloud computing infrastructures, Oracle Engineered Systems are pre-integrated, pre-tuned and pre-tested systems optimized for running the Oracle Database, Oracle Fusion Middleware and business applications with extreme performance, availability and security.*

*Oracle IaaS Private Cloud includes comprehensive hardware support coverage with Oracle Premier Support for Systems. In addition, Oracle provides enhanced support for high availability and performance with Oracle Platinum and PlatinumPlus Services<sup>1</sup>. 24/7 fault monitoring, accelerated response times, remote patch deployment services and automated security, reliability and performance assessments are all included in the monthly pricing for Oracle IaaS Private Cloud.*

### Infrastructure as a Service for Engineered Systems

Oracle Engineered Systems are ideal cloud platforms—scalable, highly reliable, highly available, highly secure, centrally manageable and able to support a mix of workloads. As an acquisition alternative to purchasing or leasing an Engineered System, Oracle IaaS Private Cloud is a monthly pricing option for on-premise deployment, with elastic capacity on demand and new services only available with

<sup>1</sup> Oracle Platinum Services and Oracle PlatinumPlus Services are available for Oracle Exadata, Oracle Exalogic, Oracle Zero Data Loss Recovery Appliance and Oracle SuperCluster.

- Oracle PlatinumPlus Services
- Oracle Managed Cloud Services
- Oracle Consulting Services
- Oracle University

Oracle IaaS Private Cloud.

Oracle IaaS Private Cloud systems are owned by Oracle and deployed in the customer’s data center behind the corporate firewall or at a hosting provider’s site, allowing for complete customer control and security. Oracle IaaS Private Cloud is available on a three-year term and can be optionally extended to extra quarters at a lower monthly fee. Hardware expansions can be added incrementally. At the end of the term, the system is returned to Oracle.

**Compute CPU Capacity on Demand for Elastic Compute Power**

Oracle IaaS Private Cloud includes compute CPU Capacity on Demand (CoD) for peak processing periods. All applicable<sup>2</sup> Oracle IaaS Private Cloud base systems reserve 20% to 25% of the total compute cores per processor for IaaS-CoD, which can be enabled online for just the calendar months they are needed, such as peak holidays or quarter-close processing. When enabled, all of the IaaS-CoD cores are activated, and an additional IaaS-CoD fee applies for the calendar months that IaaS-CoD is enabled. Capacity on Demand applies to compute CPU cores only – the full memory, network, storage and storage CPU capacity are available at all times.

System	Base Processing Compute Cores per Processor	Capacity on Demand Cores*
Exadata X5-2	14 out of every 18 cores	4 cores / processor
Exadata X4-8	12 out of every 15 cores	3 cores / processor
Exalogic X5-2	14 out of every 18 cores	4 cores / processor
Exalytics X5-4	14 out of every 18 cores	4 cores / processor
Exalytics T5-8	12 out of every 16 cores	4 cores / processor
SuperCluster T5-8	12 out of every 16 cores	4 cores / processor

\*All Capacity on Demand cores in a system are either enabled or disabled per month

**Oracle Platinum Services and Oracle PlatinumPlus Services**

The highly standardized and optimized nature of Oracle Engineered Systems enables Oracle to provide accelerated response times and enhanced services for high availability and performance to Oracle IaaS Private Cloud customers. In addition to receiving the complete support essentials of Oracle Premier Support for Systems, two advanced services – Oracle Platinum Services and Oracle PlatinumPlus Services – are included at no additional cost for eligible systems.

Oracle Platinum Services provide additional proactive and preventive services that promote system health and availability across the hardware, operating system, database, and middleware with:

- 24/7 remote monitoring for system faults
- Industry leading response times:
  - 5 minute fault notification

<sup>2</sup> Capacity on Demand is applicable to Oracle Exadata, Oracle Exalogic, Oracle Exalytics and Oracle SuperCluster

- 15 minute restoration or escalation to Development
- 30 minute joint debugging with Development
- Quarterly patching updates performed remotely by Oracle engineers

Oracle PlatinumPlus Services, exclusively available for eligible Oracle IaaS Private Cloud customers, help ensure the engineered system remains configured and tuned correctly with assessments for performance, system availability, and security compliance. Quarterly automated assessments will:

- Identify system performance issues and bottlenecks and provide guidance on how best to eliminate them.
- Identify system security and compliance issues and provide guidance on configuration changes and patches needed to comply with best practices.
- Identify system reliability issues, provide up-time reports for all components of the system, and provide guidance on how to comply with Oracle’s Maximum Availability Architecture.
- Identify deviations from Oracle best practices and recommended configurations.

Oracle PlatinumPlus Services do not extend to applications.

Additionally, customers who do not want to manage the Oracle IaaS Private Cloud Systems themselves can purchase Oracle Managed Cloud Services for fully managed system and application services.

**Oracle IaaS Private Cloud Pricing**

Oracle Infrastructure as a Service Private Cloud pricing is financially attractive, providing a 20% built-in discount on hardware and hardware support for a 3-year term for systems with Capacity on Demand<sup>3</sup>. The base monthly fee for years 1-3 is approximately 80% of the cost of hardware and hardware support prorated over 36 months. The base monthly fee for optional quarterly extensions after the first three years is 30% lower than that for years 1-3. When Capacity on Demand is required to meet peak processing needs, an IaaS-CoD Monthly Fee is charged in addition to the base monthly fee.

	<b>Years 1 3 Base Monthly Fee<sup>1, 2, 3</sup></b>	<b>Additional Quarters Base Monthly Fee<sup>1</sup></b>	<b>Capacity on Demand Monthly Fee<sup>1</sup></b>
Systems with IaaS-CoD	80% of (Hardware Price + 3 Years Support) / 36 Months	70% of Years 1-3 Base Monthly Fee	25% or 33% of Base Monthly Fee <sup>4</sup>
Systems without IaaS-CoD	100% of (Hardware Price + 3 Years Support) / 36 Months	70% of Years 1-3 Base Monthly Fee	Not Applicable

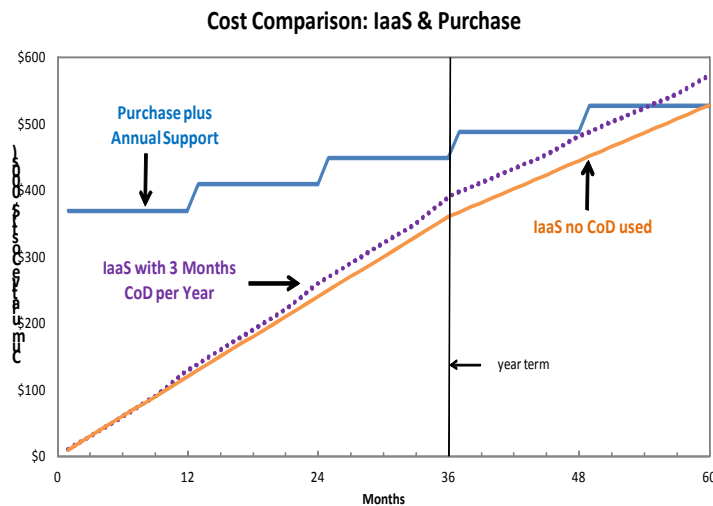
1. Approximate pricing, see price list for exact pricing  
 2. 3-year minimum term  
 3. Customer is responsible for applicable sales tax, shipping, and import duties  
 4. 33% for Oracle SuperCluster T5-8 and Exalytics T5-8; 25% for Oracle Exadata X5-2, Oracle Exadata X4-8, Oracle Exalogic X5-2 and Oracle Exalytics X5-4

For systems without IaaS-CoD, pricing is pro-rated for the initial 3 year term, without any financing charges included, and reduced by 30% for subsequent quarters.

The monthly fee model simplifies budgeting, does not embed financing costs and has no residual value. Hardware Installation and Configuration Services are required and priced separately. Oracle storage software, database, middleware and applications software are licensed separately. When enabling IaaS-CoD cores, customers must own the applicable software licenses.

As an example<sup>3</sup>, a traditional purchase of an Engineered System that is priced at \$330,000 would cost a total of \$448,800 over three years when hardware support costs (12% per year) are included. Most of these costs would be incurred at the time of system acquisition. Under Oracle IaaS Private Cloud, the same system would cost \$360,000 over three years if no IaaS-CoD CPUs are used, and would be paid monthly instead of all upfront. Over 3 years, this provides a 20% savings even without including the time value of money. If IaaS-CoD CPUs are used three months per year, the Oracle IaaS Private Cloud cost over three years is \$390,150 which is still lower than the purchase fee (again ignoring the additional time value of money benefits).

Oracle IaaS Private Cloud also provides a High Availability benefit by allowing Capacity on Demand cores to be enabled in the event of a node failure at no extra charge.



As shown in the above graph, IaaS Private Cloud, including IaaS-CoD usage of 3 months of each year, has a lower cumulative cost than a conventional purchase until approximately 4.5 years, and without IaaS-CoD usage, until approximately 5 years. If the time value of money were factored into this, the “break-even” timing would even be later.

**Summary: Oracle Infrastructure as a Service Private Cloud**

<sup>3</sup> Example only – for actual prices, see the Oracle price list at <http://www.oracle.com/us/corporate/pricing/price-lists/index.html>

Oracle Infrastructure as a Service Private Cloud combines hardware, hardware support and enhanced service offerings, bringing many benefits to the enterprise.

- Delivers Oracle Exadata, Exadata Storage Expansion, Exalogic, Exalytics, SuperCluster, Zero Data Loss Recovery Appliance and Big Data Appliance hardware and hardware support, deployed in the customer's data center, for a monthly fee
  - Eliminate upfront capital expense and spreads the cost over time
  - Ensure full control, visibility and security by having dedicated, on-premise Engineered Systems behind the corporate firewall
- Exadata Storage Server Software and support as well as Big Data SQL are optionally available as a subscription for a monthly fee
- Enables elastic scaling up and down of CPU capacity, charging only for peak CPU capacity for the months used
  - Handle peak computing workloads more efficiently and cost-effectively with CPU Capacity on Demand
- Includes Oracle Premier Support for Systems, Oracle Platinum Services, and Oracle PlatinumPlus Services at no extra cost for applicable systems<sup>1</sup>
  - Receive enhanced support for reliability, security, and performance -- delivered by Oracle experts
- Simple acquisition model easily enables refreshes to the latest generation of Engineered Systems technology

### Contact Us

For more information about the Oracle Infrastructure as a Service Private Cloud, please visit [oracle.com](http://oracle.com) or call +1.800.ORACLE1 to speak to an Oracle representative.



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