April 2014

Oracle VM Customers
Disclaimer

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Customers Succeed with Oracle VM

Customers of all sizes across a variety of industries worldwide are succeeding with Oracle VM server virtualization software. Oracle VM fully supports both Oracle and non-Oracle applications, delivering more efficient performance, backed by Oracle’s world-class support organization.

Customer Descriptions

Following, in alphabetical order, is a brief description of Oracle VM customers.

Ambulance Victoria

Since 1883, the ambulance services that operate in Victoria, Australia, have addressed the emergency medical needs of the country’s most southeastern mainland state. Over the years, those services have consolidated into one entity—Ambulance Victoria—answering calls for help from the metropolis of Melbourne and the surrounding rural territory, serving 227,000 square kilometers and 5.5 million people. The adoption of the Oracle stack helps Ambulance Victoria to balance growing demands while delivering efficient service to a growing population.

- Profit Magazine: “Ambulance Victoria uses analytics and modeling to serve the expanding needs of a growing population”

Australian Finance Group (AFG)

Established in 1994, Australian Finance Group (AFG) is the largest provider of mortgage brokering services in the country and one of the top three in the world. AFG offers more than 800 residential mortgage products from Australia’s leading financial institutions through a network of more than 2,000 brokers, representing the largest national distribution network of financial services in the country. Responding to the challenge of providing a highly available private cloud infrastructure, AFG initiated a strategic project to upgrade its infrastructure with Oracle VM as the virtualization foundation for their Application Servers.

- Customer Video: AFG Expands Cloud Based CRM with Oracle Exadata

Avnet Technology Solutions

Avnet launched the Middle East’s first Oracle Exadata Database Machine and Oracle Exalogic technology center in Dubai to give potential customers first-hand experiences with the power of the systems and help them identify the potential value they can gain through faster processing—with the capability to remotely connect everywhere in the region. Oracle VM is the virtualization foundation for the Exalogic Engineered System.

- Customer Success: “Avnet Technology Solutions Demonstrates Extreme Performance at the Middle East’s First Engineered Systems Competency Center”
CERN

CERN, the European Organization for Nuclear Research, is one of the world's largest and most respected centres for scientific research. Its business is fundamental physics, finding out what the Universe is made of and how it works.

- Press release: Oracle WebLogic Server, Oracle JRockit Virtual Edition and Oracle VM Enable CERN to Optimally Utilize Both Physical Servers and Virtual Appliances

cloudKleyer

Developed a highly available and reliable IaaS data center, based on Oracle VM, Oracle VM Manager, and Oracle's Sun Server X3-2, providing midsize companies with a first-class cloud infrastructure that is customizable to their business needs. Minimized administration efforts with Oracle VM Manager, which reduced total cost of hardware ownership by up to 40%

- Customer Snapshot: cloudKleyer Frankfurt Establishes Position as a Leading Cloud Provider for Midsize Companies Through High-Performance Data Center

Danish Tax Authority (SKAT)

Danish Tax Authority (SKAT) is the Danish tax authority under which the Danish Treasury calculates and collects taxes and levies charges. The agency also manages property valuations and debt settlements.

- Customer Snapshot: Danish Tax Authority (SKAT) Monitors Newly Deregulated, Online Gambling Market with Help from IT Platform

Data Intensity

Data Intensity provides a full range of managed IT services to corporations in every major industry group, non-profit organizations, and local, state, and federal government agencies.

- Press Release: Data Intensity Reduces Costs, Improves Efficiencies with Oracle VM and Unbreakable Linux

Dubai World

Dubai World is the investment holding company of the Government of Dubai, a key contributor to the economic future of the Emirate of Dubai. “Our migration to Oracle Linux and Oracle VM on Intel X86 platforms brought performance improvements and financial gains. It also ensured excellent support from a single vendor for quicker issue resolutions. We were able to increase the number of processor cores to meet additional processing power requirements without incurring more license costs,” said Srinivas Kalyan, senior infrastructure architect, Dubai World.

- Customer Snapshot: Dubai World Gains Business Agility, Mitigates Risks, and Reduces Costs with Eco-Friendly, Semivirtual Data Centers
Engineers Australia

Engineers Australia deploys the Oracle product stack and Oracle VM to implement a highly differentiated IT environment.

- Video: [Engineers Australia Partners with Oracle and Red Rock](#)

Enkitec

Enkitec is an IT consulting firm and Oracle Partner serving businesses primarily in the southwestern United States. It provides complex database services, business intelligence, data warehousing, customer application development, and managed IT services.

- Customer success: [Ensuring an IT infrastructure that is high performing and highly scalable](#)

Groupe FLO

Improved shared services center productivity by initiating a payment chain in a few minutes instead of one day, thanks to the multi-organization access control in [Oracle E-Business Suite Release 12](#). The project was made the project cost effective by using a virtual, [Oracle VM](#) environment during the nine-month migration to Oracle E-Business Suite Release 12

- Customer Snapshot: [The Groupe FLO Provides Shareholder Information Three Days Earlier, Improves Relations with Suppliers](#)

Guerra S.A. Implementos Rodoviários


- Customer Success: [Guerra S.A. Implementos Rodoviários Moderniza Gestão e Reduz Custos Adotando Solução de ERP](#)

Interactive One

Interactive One (formerly Community Connect) is the digital division of the Radio One, Inc., the leading brand in urban radio, as well as the parent of TV One and the newly redefined Giant Magazine.

- Information Week: [Popular Digital Media Site Saves with Oracle VM & Unbreakable Linux](#)
- SearchServerVirtualization.com: [VMware Cost, Red Hat Flaws Spur Customer Switch to Oracle VM](#)
- Press Release: [Interactive One Moves to Oracle VM and Oracle Unbreakable Linux Support](#)

IT Convergence

As a premier global provider of Oracle enterprise solutions, we are focused on helping our customers maximize their IT investments and resources,” said Gustavo Gonzalez, director, IT Convergence. ”To
support our mission, it was critical that our own IT infrastructure was built to quickly deliver on ever-changing application requirements, in an environmentally sustainable and cost-effective manner. With Oracle Virtualization products, we created an innovative, highly flexible and efficient IT infrastructure that can support our customers and future growth.

- Press Release: IT Convergence Accelerates Application Deployment and Simplifies Management with Oracle VM for x86

Jesta Digital

With offices in Berlin, Los Angeles, and New York City and operations throughout the world, Jesta Digital GmbH is one of the largest companies in the digital entertainment sector, delivering compelling products and services to millions of consumers at home and on the go. With Oracle VM, Jesta Digital is able to maintain and develop cost-efficient back-office systems with just five IT team members to support front-end applications, such as branded music, games, and other digital content, resulting in 100% uptime of production systems since June 2012. Jesta also reduced costs due to their implementation of hard-partitioning with Oracle VM.

- Customer Success: Jesta Digital Runs Back-Office Operations with Just Five IT Staff While Ensuring Highly Available Digital Entertainment Platforms

Johns Hopkins University Applied Physics Laboratory

Johns Hopkins University Applied Physics Laboratory's use of Oracle VM allows for the consolidation of legacy applications into a single, Oracle E-Business Suite-centric approach.

- Oracle Magazine: Cover Feature: "The Virtual Enterprise" highlights Johns Hopkins APL
- Video: Customer Succeeds With Oracle VM Flexibility and Speed

KT

KT’s internal private cloud deployment using Oracle VM, Enterprise Manager and Oracle Linux enables this Telco giant to increase operational efficiency by 50%. Using Oracle VM Templates to accelerate server provisioning and standardize IT processes with Oracle Enterprise Manager enables KT to simplify and automate their services provisioning on demand quickly and easily. With zero licensing cost for Oracle Linux and Oracle VM, KT reduced licensing cost by as much as 76%. The tightly integrated stack and low cost offering from a single vendor will allow for KT to continue to invest in Oracle as they grow their operations.

- Customer Snapshot: KT Gains Operational Efficiency by Deploying Cloud Services 50% Faster While Lowering IT Investment and Staff Costs
- Video: KT Benefits from Oracle's Integrated Solutions
- Video: Oracle Helps KT with IT Transformation

Kyoto Prefecture

Kyoto Prefecture proved it was possible to restart an operating system and application in 10 minutes in a virtual environment, and that critical business systems supporting document management and
decision-making functions could be recovered within two to four hours of a disaster. Virtualization has also provided Kyoto Prefecture with the ability to migrate and restart its database and systems in another physical location. This means the prefecture can quickly resume providing services to citizens following an earthquake or tsunami, as it can restore systems in a safe area if its main data center or backup facility is affected. “We also discovered we could restart operating systems and applications in the virtual environment in just 10 minutes,” said Kawaguchi. “We were able to confirm that we can recover all our business systems within two to four hours, even in the event of a large-scale natural disaster.”

- Customer Snapshot: Kyoto Prefecture Has Disaster Recovery Site with Real-Time Remote Backup, Can Recover Critical Business Systems in Two to Four Hours.

Lawrence Livermore National Laboratory / National Ignition Facility

Scientists at the National Ignition Facility (NIF)—the world's largest laser, located at the Lawrence Livermore National Laboratory (LLNL), a U.S. Department of Energy (DOE) facility—are using an Oracle VM-enabled virtualized server farm to recreate the physical environment and conditions that exist at the inside of the sun. The scientific understanding that results from NIF’s experiments could lead to an alternative to carbon-based energy sources that promises clean, sustainable, and essentially limitless energy based on nuclear fusion.

"Virtualization has reduced risk," says Frazier. "It has also normalized a heterogeneous computing infrastructure and given us a better disaster recovery story. This translates directly to greater availability of our infrastructure. It's only because of virtualization that we've been able to dedicate machines to specific workloads. In the old days of 'bare metal,' that would have been too wasteful, and we couldn't have afforded it. Virtualization is the way for us now at NIF, and we expect it to be for LIFE in the future."

- Oracle Magazine: Cover Feature: "Managing the Virtual World" highlights Lawrence Livermore Lab

Machine-to-Machine Intelligence (M2Mi) Corp

Machine-to-Machine Intelligence (M2Mi) Corp. was founded in California’s Silicon Valley in 2006. The company’s software defined networking software helps customers across a wide range of industries to automate the rapid provisioning and decommissioning of various devices—including firewalls, load balancers, and network switches, as well as compliance tasks—in complex grid and cloud infrastructures.

- Customer Snapshot: Machine-to-Machine Intelligence Reduces Its Customers’ Datacenter Provisioning Costs by 76% Through Flexible, Open-Standards-Based Middleware

Multinet Pakistan

Multinet Pakistan deployed a cost-effective public cloud service by using energy-efficient and compact Sun Server X2-4 and Sun Server X3-2 systems from Oracle, reducing customers’ power costs by 30% and saving data-center space requirements. Reduced virtualization overhead by 100% by deploying an integrated, public-cloud operating system without additional license costs with Oracle VM. Reduced labor resources for managing more than 200 servers on a public cloud platform by using standardized Oracle VM templates to automate provisioning, patching, and configuration, minimizing the difficulties of hiring skilled labor in Pakistan
• Customer Snapshot: Multinet Pakistan Reduces Customers’ Operating Costs by 30%, Accelerates Time to Market, and Enhances Competitiveness

National Australia Bank (NAB)

National Australia Bank is a financial services organisation with over 40,000 people, operating more than 1,800 branches and service centres, and responsible to more than 460,000 shareholders. They are presently working on building a private cloud with Oracle VM

• CIO Magazine: NAB private Cloud builds new paradigm: Part I

Navis, LLC

Navis, part of Cargotec Corporation, provides software that manages cargo movement through terminals. The company combines the industry’s best practices with innovative software and world-class services that enable customers to maximize performance and reduce risk. Whether tracking cargo through a port, automating equipment operations, or managing multiple terminals through an integrated, centralized solution, Navis provides a holistic approach to operational optimization.

• Customer Snapshot: Navis, LLC Uses Storage Solutions in Providing Robust, Virtual, Terminal-Operation Systems to Ports around the Globe

Oracle Database Appliance

Oracle VM is the virtualization foundation for Oracle Database Appliance. More than 1,000 Appliances Deployed, Saving Organizations Time and Money with Simple to Deploy and Manage Engineered Systems.

• Press Release: Customers Worldwide Simplify Database Management with Oracle Database Appliance

Oracle Managed Cloud Services

Your Oracle software—managed by Oracle’s experts—optimizes your return on investment in IT and transforms the way your organization uses technology while achieving 30 to 80% lower TCO with a predictable cost model.

• White Paper: Oracle On Demand Infrastructure: Virtualization with Oracle VM

Oracle University

Oracle University is the premier provider of training for Oracle technologies and products, offering thousands of courses for learners around the world.

• White Paper: Enabling Virtualized Grids with Oracle and NetApp

Open Universities

To address the challenge of ballooning costs, due to ever-increasing data demands requiring ongoing hardware upgrades, Open Universities Australia (OUA) has virtualized the database and application
layers of its IT infrastructure. To help ensure it would achieve its desired performance results, OUA put Oracle products to the test. The cost savings and performance results clearly identified significant advantages. Open Universities performed independent benchmark of Oracle Database and Oracle PeopleSoft applications on Oracle VM. With compelling performance results for both virtualized Oracle Database and Oracle PeopleSoft applications on Oracle VM, Open Universities deployed the entire stack to production saving over $300,000 in IT costs.

- **Press Release:** [Open Universities Australia Realizes Valuable Savings and Simplifies IT with Oracle VM](#)

**Overhead Door**

“We made a strategic decision to commit to Oracle,”…Specifically, the company decided to implement the full Oracle stack, from hardware up to Oracle Applications.

- **Oracle Magazine:** [Cover Feature: “Engineering as a Service”](#)  
  — Larry Freed, CIO at Overhead Door

**Overstock.com**

"When you're growing 100 percent year over year, it takes a lot to keep up with that. At the same time, the business is always wanting to add new features. And we ran into a wall, basically, where we weren't able to add features as quickly as the business would like.

— Nate Auwerda, Director of Web Site Operations at Overstock.com

“We always want to add new features for our customers. ... And with our old architecture getting those changes implemented was extremely difficult because it was all one monolithic application. So every time a minor change was made it took redoing the entire thing. And when you have a lot of complexity that really leads to instability.”

— Nate Auwerda, Director of Web Site Operations at Overstock.com

Nate Auwerda: “If I had to operate without Oracle VM I would be spending up to 87 percent more on just the hardware and the Oracle Database licenses than what I'm spending with OVM. One of the biggest qualitative measurements is our speed and availability. Hitting 100 percent would not have been possible without Oracle VM and Oracle Enterprise Linux.”

— Nate Auwerda, Director of Web Site Operations at Overstock.com

- **Video:** [Overstock.com Achieves 100% Uptime with Oracle VM](#) (video, 2 min.)

**Paragon Data**

Paragon Data GmbH acts as an IT service provider that runs the data center for its parent company Deutsche Buchhandelsholding (German Booktrade Holding), which markets renowned book labels, such as Weltbild Plus and Hugendubel. Paragon Data required a high-performance, secure, and stable IT infrastructure to support its parent company’s 900 bookstores. Paragon Data gained the ability to
set up additional test databases within one hour instead of days with Oracle VM, improving IT team productivity.

- Customer Snapshot: Paragon Data GmbH Improves Book Trade Performance by Consolidating Databases

Parks Victoria

Parks Victoria, a statutory authority charged with managing and preserving natural assets for the State of Victoria in Australia, has standardized the infrastructure supporting its applications environment on the Oracle technology stack including Oracle Database with Automatic Storage Management, Oracle Enterprise Linux, and Oracle VM. "We were expecting a 20 percent increase in performance, but we have way exceeded our expectations. Having an integrated Oracle infrastructure—from the operating system and enterprise applications to storage management and virtualized servers—really makes a lot of sense," said Christina Varga, Business Systems Analyst, Parks Victoria.

- Oracle Magazine: Cover Feature: "The Virtual Enterprise" highlights Parks Victoria
- Press release: Parks Victoria Succeeds with Oracle VM, Enterprise Linux, Unbreakable Linux
- Customer Case Study: Parks Victoria Turns to Virtualization for Flexibility and Improved Performance
- Magazine article: Virtualization Improves Parks Victoria Performance
- Video: Parks Victoria talks about rapid deployment using Oracle VM

Pella

Pella Corporation Improves IT Performance and Efficiency with Oracle VM and Oracle Linux. Oracle Helps Leading Window Manufacturer Lower Operational Costs

"Part of Pella's 85-year tradition of innovation includes finding new ways to increase efficiencies and speed deployments for faster time to market," said Jim Thomas, Director of IT Operations, Pella Corporation. "Standardizing on Oracle VM and Oracle Linux has helped us to deliver on this goal by reinventing what our data center and IT staff can accomplish for the business and the results have been impressive. With Oracle VM and Oracle Linux, we have a more agile IT environment, can better serve our customers at a lower cost, and have the assurance that we are backed by Oracle's world-class support organization."

— Jim Thomas, Director of IT Operations, Pella Corporation

- Webcast: Why Pella Corporation Deployed Oracle VM and Oracle Linux
- Press release: Pella Corporation Improves IT Performance and Efficiency with Oracle VM
- Oracle Magazine: Cover Feature: "Managing the Virtual World" highlights Pella
Sunway Shared Services

Established in 2003, Sunway Shared Services Sdn. Bhd. offers IT shared services to the subsidiary companies of Sunway Group, including centralized infrastructure and operations, applications, and enterprise architecture management. The company supports Sunway core business units, such as property and construction, building materials, trading and manufacturing, healthcare, leisure and hospitality.

“We chose Oracle VM because it provides high availability for our customers by being based on a single virtual platform that meets the specific needs of our growing business across 11 countries. We will save approximately US$400,000, improve staff productivity and satisfaction, and generate reports 33% faster.”

– Kevin Khoo, Director, Sunway Shared Services Sdn. Bhd.

- Customer Success: [Sunway Shared Services Consolidates 12 Physical Servers into One Virtual Platform, Saving Approximately US$400,000](#)

St. Louis Metro

St. Louis Metro operates bus and light rail service throughout the St. Louis, Missouri metropolitan region.

- Press release: [St. Louis Metro Implements Oracle VM and Oracle Real Application Clusters](#)

Terminales Río de la Plata S.A.

Terminales Río de la Plata S.A. es uno de los principales operadores portuarios de la Argentina, conformado por DP World, Latin American Infrastructure Fund y otros socios internacionales. Ubicada en Buenos Aires, es una Terminal dedicada a la operación de buques portacuentenedores y buques de pasajeros. Cuenta con un área operativa de 430.000 metros cuadrados, operando las 24 horas.

- Customer Success: [Terminales Río de la Plata S.A. Reduce el Tiempo Necesario para la Conciliación de los Datos de Carga de los Buques a Minutos](#)

University of Massachusetts

UMass saves up to 60% with both Oracle Unbreakable Linux and Oracle VM, reducing energy, hardware, and support costs for their IT environment, including Oracle Database with Real Application Clusters, Enterprise Manager, SOA Suite, WebLogic Suite, Identity Management, Business Intelligence, PeopleSoft, Siebel, and more.

- Oracle Magazine: [UMass Sees Savings with Linux](#)

Versace

"Our ultimate goal was to improve application deployment time, increase performance and save on IT costs,” said Gian Giacomo Ferraris, CEO of Versace. “The support that we have received from Oracle
has helped us dramatically reduce licensing and management costs, while ensuring our architecture can scale to meet the changing dynamics of our growing business.”

— Gian Giacomo Ferraris, CEO of Versace

• Press release: Versace Deploys Business Applications Faster, Increases Datacenter Efficiency with Oracle VM