

Oracle Database Update

Financial Analyst Meeting

Juan Loaiza

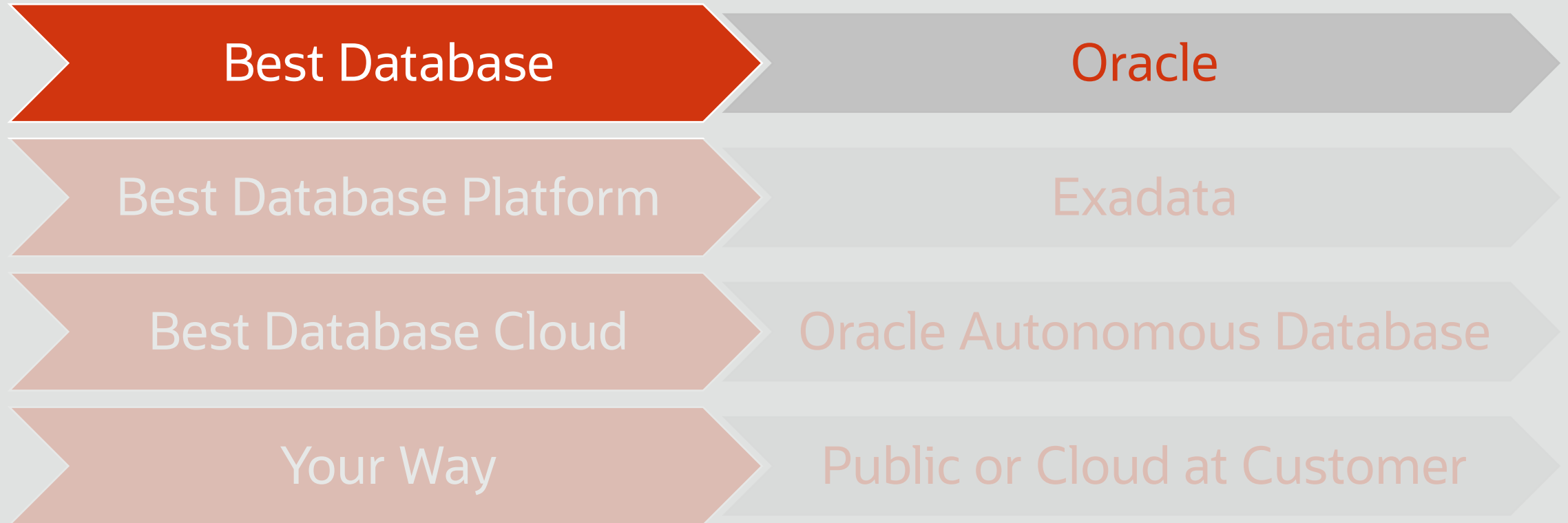
Executive Vice President
Mission Critical Database Technologies

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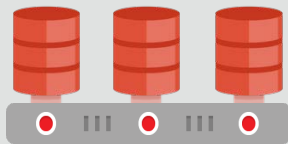
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Oracle Database Strategy



Cutting-Edge Database Technologies

- Oracle continues to be the database **market and technology** leader
- Oracle is expanding its lead in **cutting-edge** database technologies



Multitenant



In-Memory



Internet of Things



Blockchain



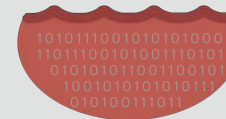
Document



Hyperscale



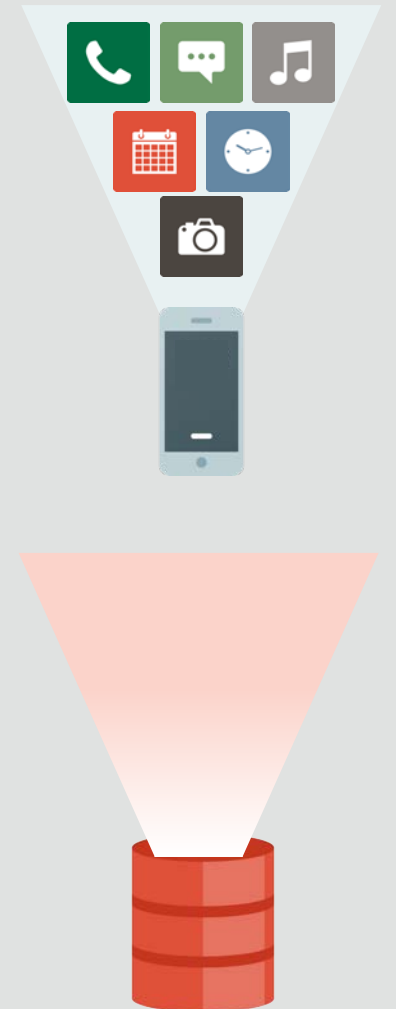
Machine Learning



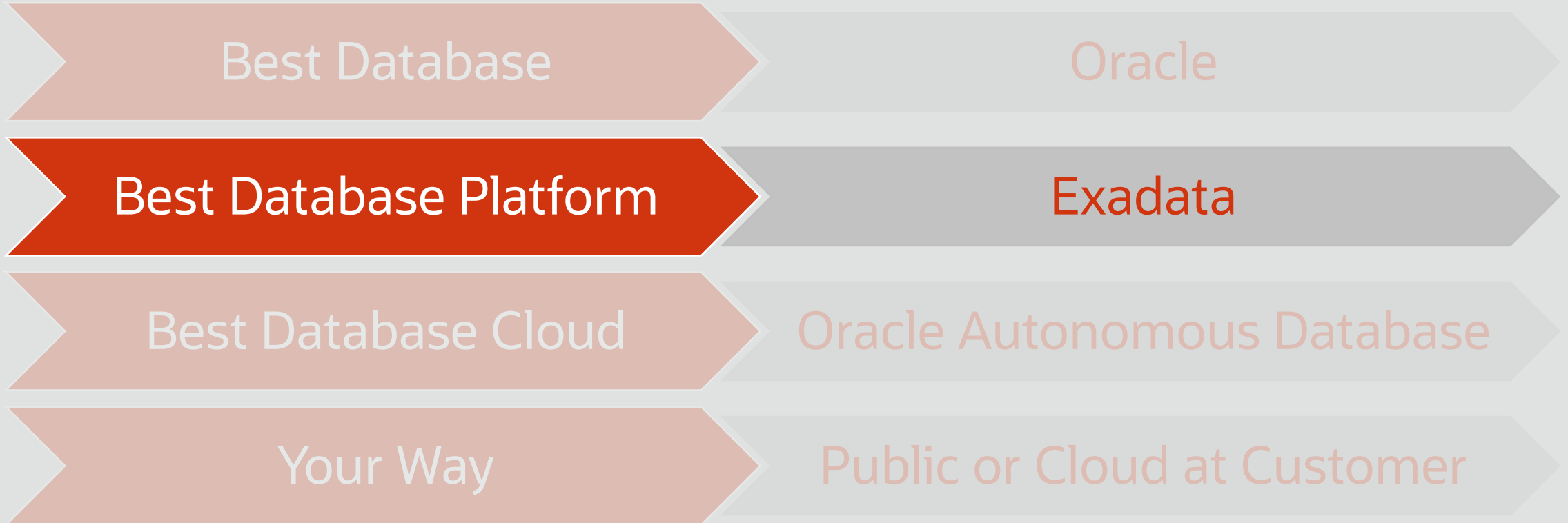
Data Lake

Converged Database

- Phone calls, messaging, camera, calendar, music, etc. originally required separate products
 - Now are largely features of Smartphones
- Similarly, in-memory, JSON, sharding, ML, IoT, blockchain etc. originally required separate database products
 - Are becoming features of Oracle Converged Database
- Oracle Converged Database
 - Supports mixing of workloads, data types, and algorithms
 - Is simpler, lower cost, more reliable
 - Provides best security, availability, management across all data
- Competitors like Amazon limited to single-purpose databases



Oracle Database Strategy



Best Database Platform – Exadata

Best for ALL workloads

- Petabyte Warehouses
- Super Critical Systems
 - Financial trading
 - E-commerce
- Packaged Applications
 - SAP, Oracle, Siebel, PSFT, ...
- Database Consolidation

77% of Fortune Global 100 Run Exadata



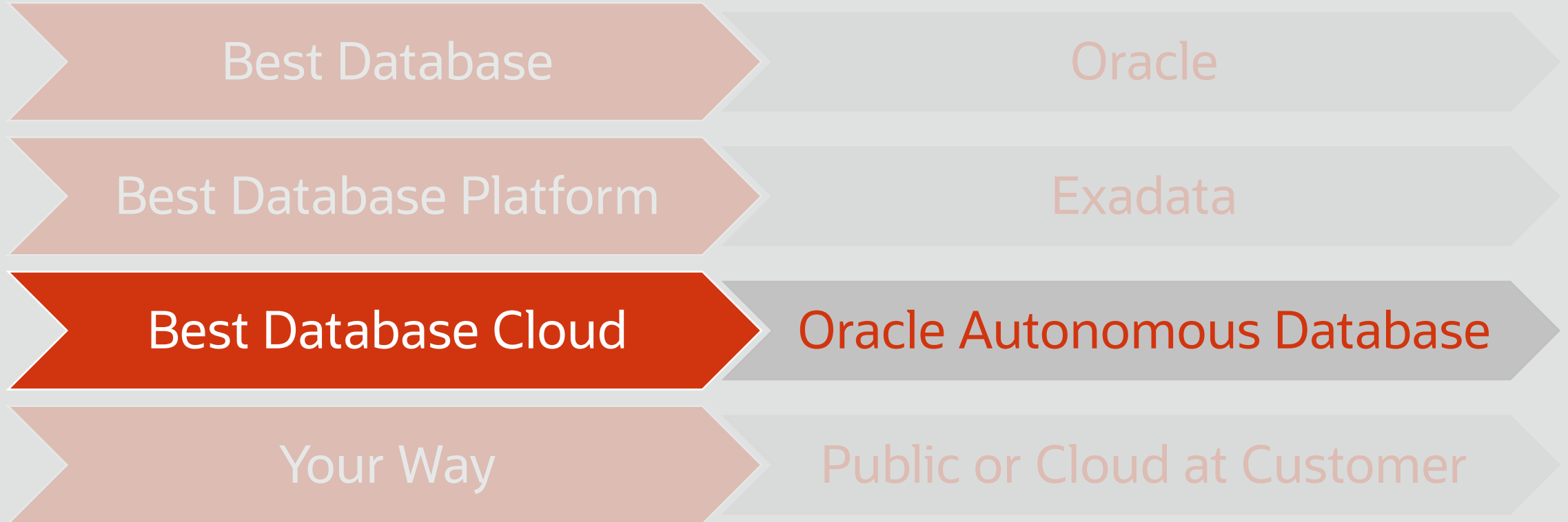
25% of Fortune Global 100 Run Exadata Cloud

Latest Generation – Exadata X8M

- New Cutting-Edge Network
 - 2.5X faster - 100Gb/sec
- New Cutting-Edge Persistent Memory
 - In-Memory performance with benefits of shared storage
 - 10X better transaction processing latency
 - 2.5X higher transaction processing IOPS
- Great for every OLTP application
- Game changer for apps that need real-time access to large amounts of data
 - Examples: fraud detection, personalized shopping



Oracle Database Strategy



Oracle Autonomous Database

Everything is Automated: Nothing to Learn, Nothing to Do

- Automatic Provisioning
- Automatic Scaling (including Scale-Out)
- Automatic Tuning
- Automatic Security
- Automatic Fault Tolerance
- Powered by Machine Learning

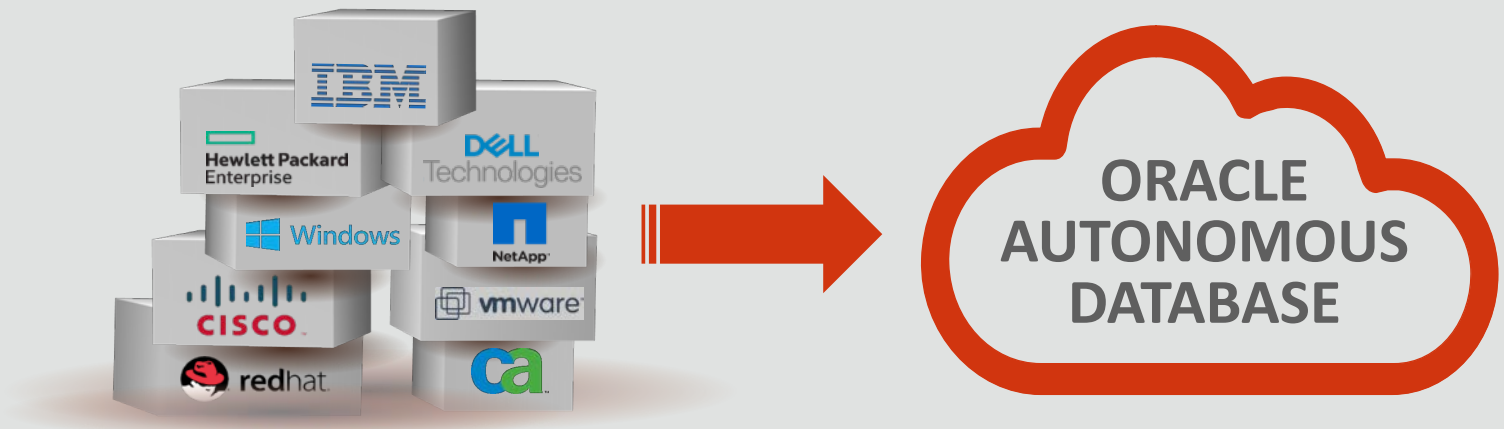
**Over 2,000 Paying
Customers**
3,700 new trials in Q1

Mission Critical, Simple, Low Risk, Low Cost

Autonomous Database Includes Full Stack

- Not just database software

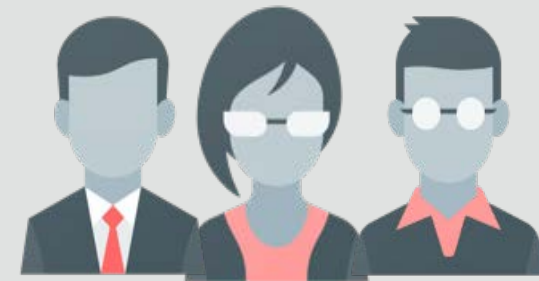
- Servers
- Storage
- Network
- OS
- Virtualization
- Backup
- Management



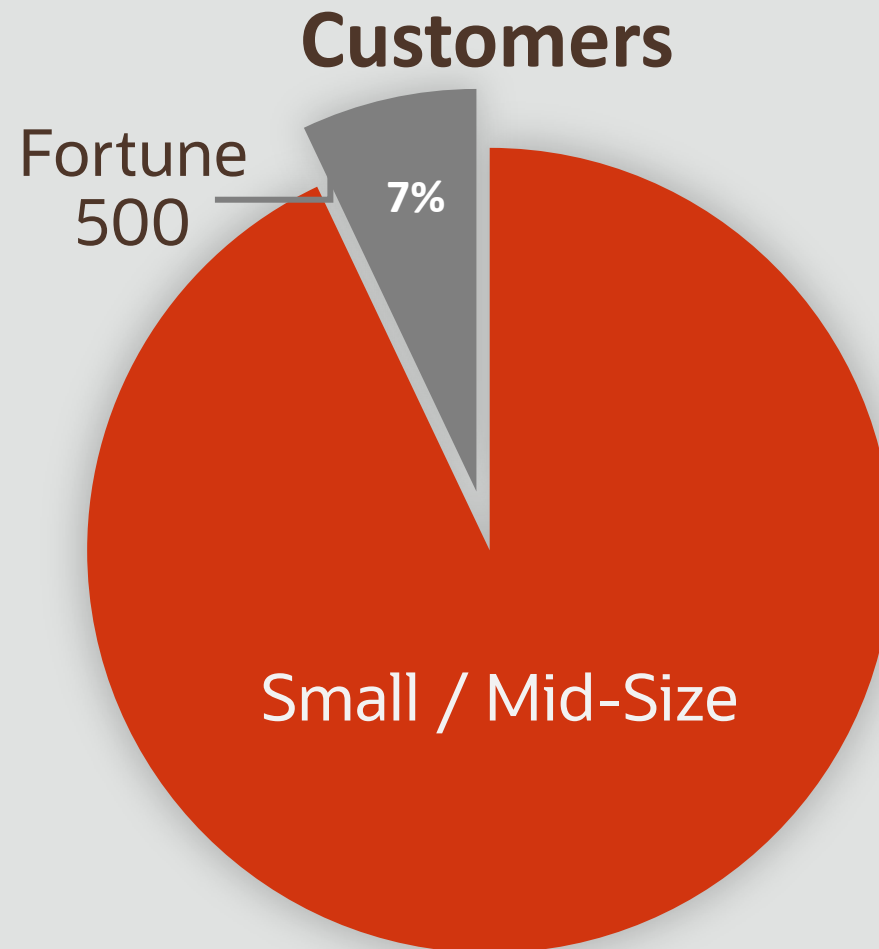
- Grows Oracle's addressable market

World's Best Database is Now Simplest

- Mission critical technology is now easy to use
- Makes Oracle more accessible to:
 - Developers
 - Smaller Businesses
 - Lines of Business
 - Data Scientists
- Grows Oracle's addressable market



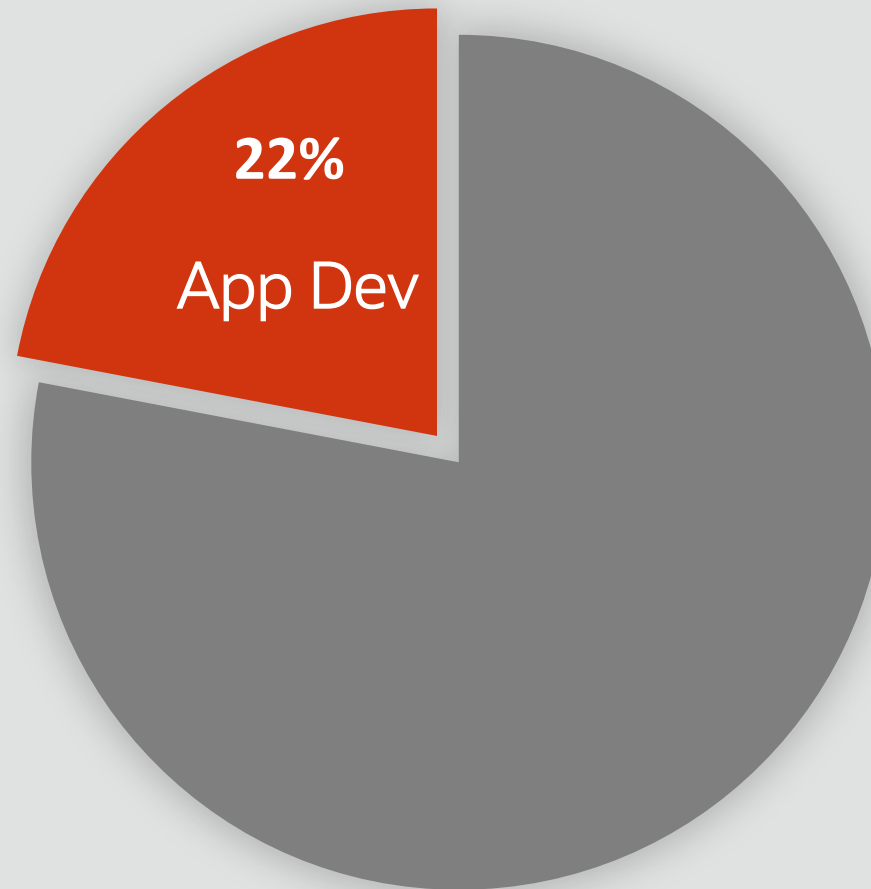
Smaller Autonomous DB Customers



**Autonomous DB
enables more
smaller businesses
to use Oracle**

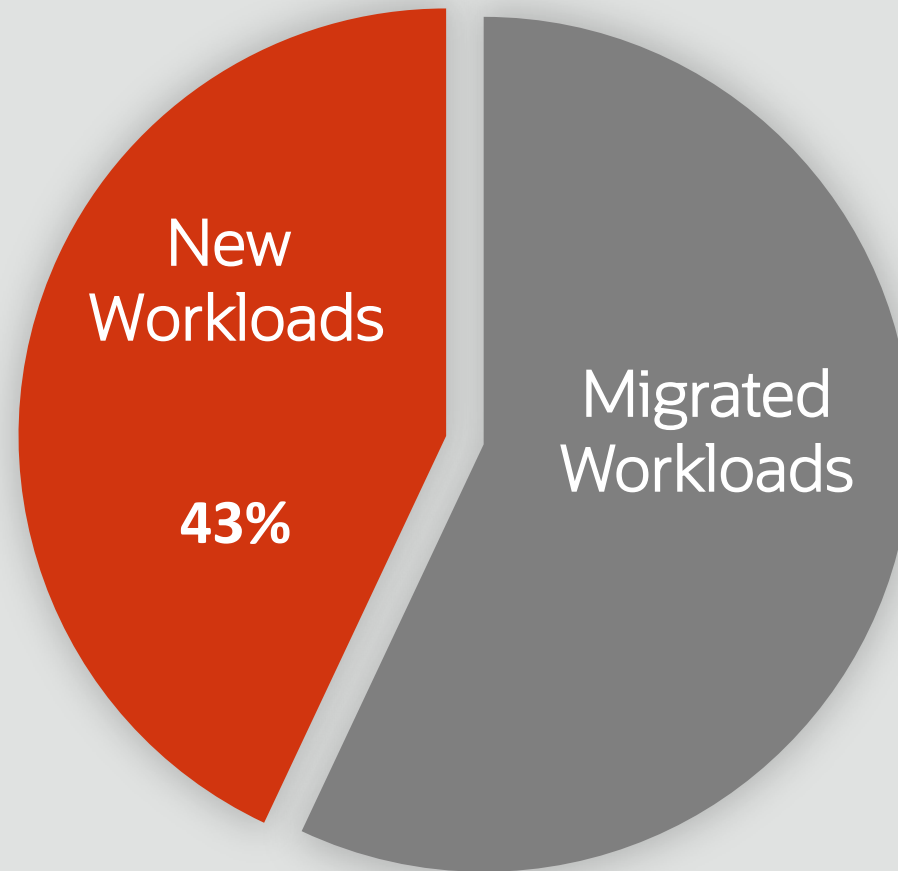
Many Autonomous DB Developers

Use Cases



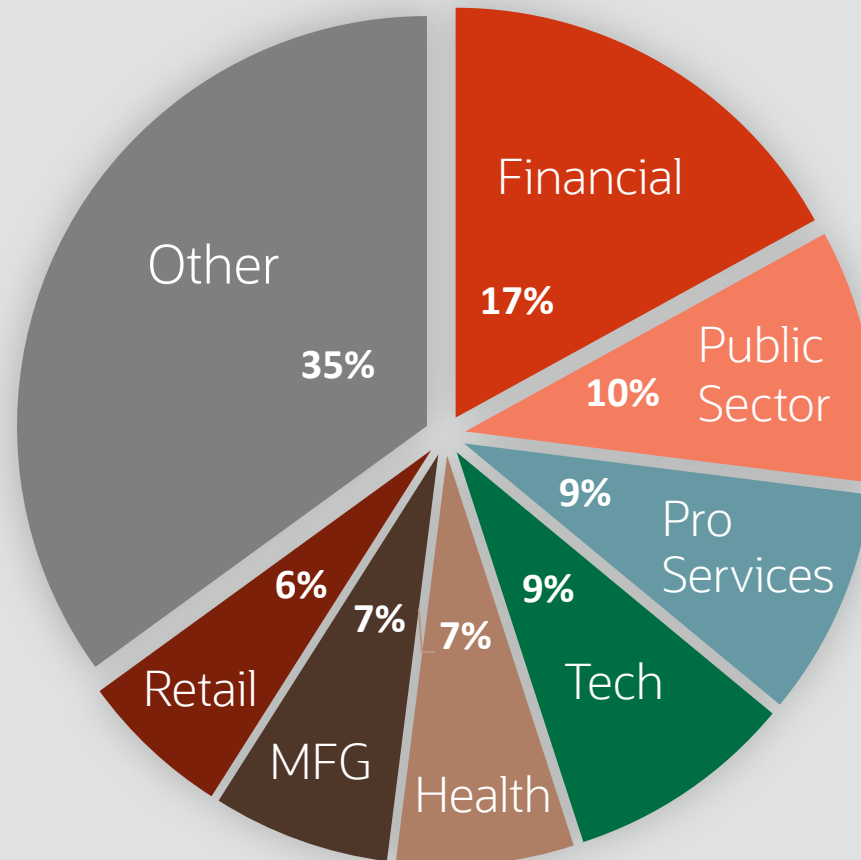
**Autonomous DB
enables more
developers to use
Oracle**

Many New Workloads on Autonomous DB



Industry Usage of Autonomous DB

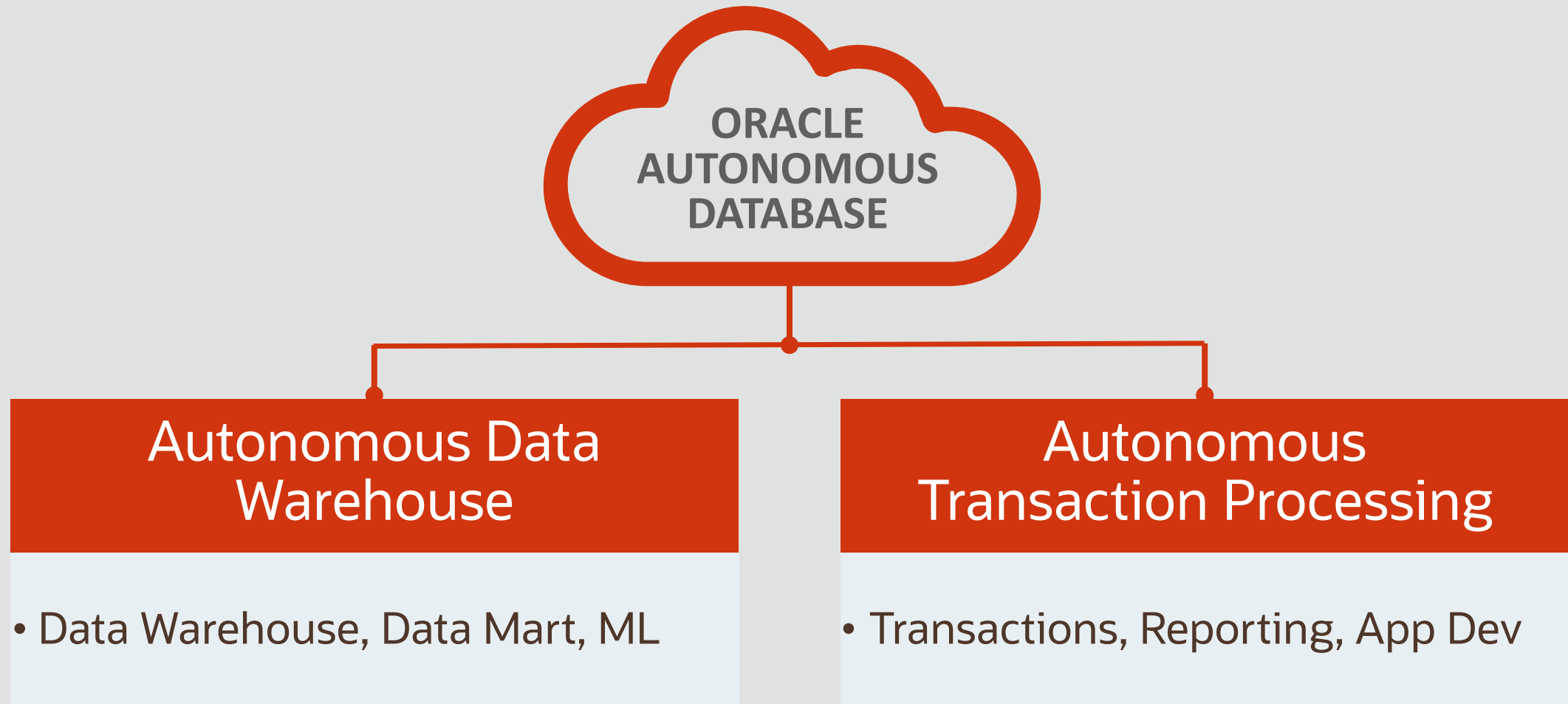
By Industry



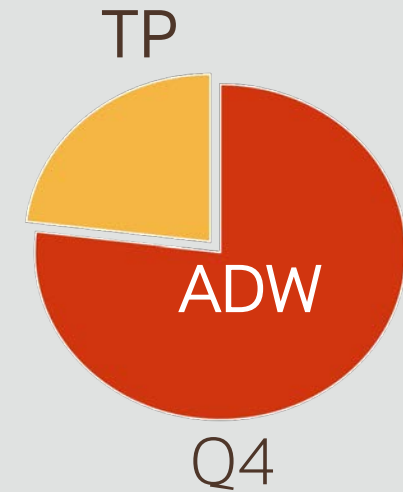
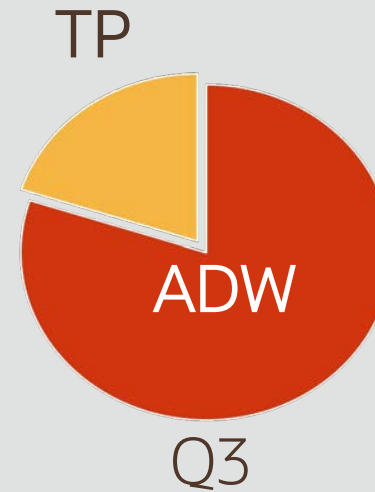
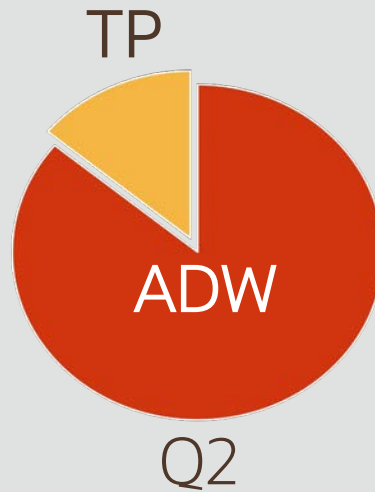
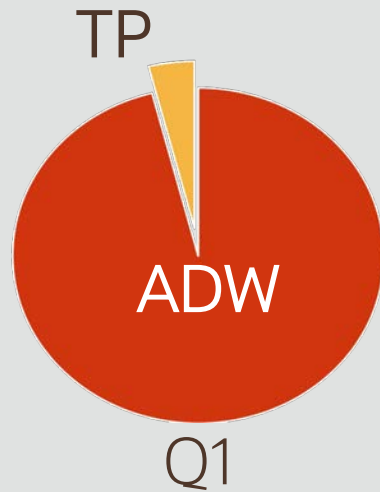
Finance and Gov
are leading users

Not Traditional
Early Adopters

One Autonomous Database – Optimized by Workload



Transaction Processing Share Increasing



- DW first product - April 2018
 - Faster to adopt as lower risk

- OLTP second product – Aug 2018
 - More critical, latency sensitive
 - Grows addressable market

Autonomous Database Sample Customers

A
T
P

DATA  **INTENSITY**

*10X faster provisioning,
5X faster reporting with
elastic scalability*

MESTEC
MANUFACTURING PERFORMANCE. REDEFINED.

*600% performance
improvement on ½ CPUs
with Azure Interconnect*



*Provisioning time reduced
from 2 days to 3 minutes*

 **veritrans**

*Guaranteed performance,
availability, and security of
PoS system for 1,000 clients*

A
D
W

SKY

*90% reduction in time-to-
market and 90% less
maintenance*

agea

*6X faster than Teradata,
50% cost reduction, no
maintenance*

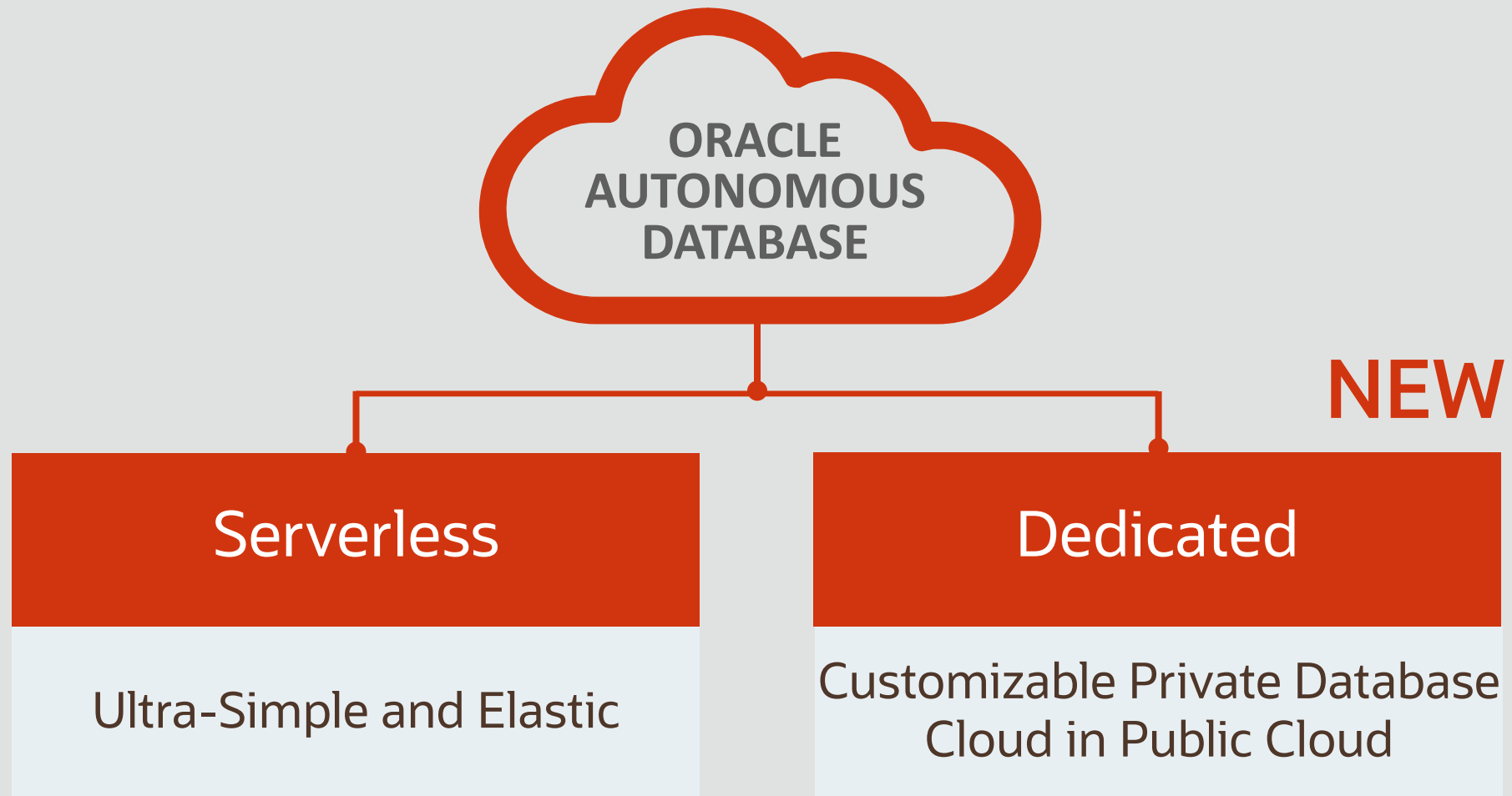
drop tank

*Scale 3,500 to 10,000
stores without hiring DBAs*

 **SEUR**
dpdgroup

*75% reduction in integration
cost and flexibility to scale up
50%*

One Autonomous Database – Two Deployment Choices

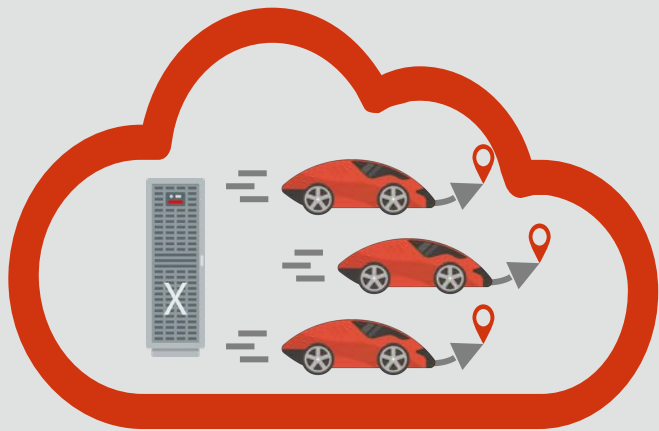


Cutting Edge **Serverless** Autonomous Database



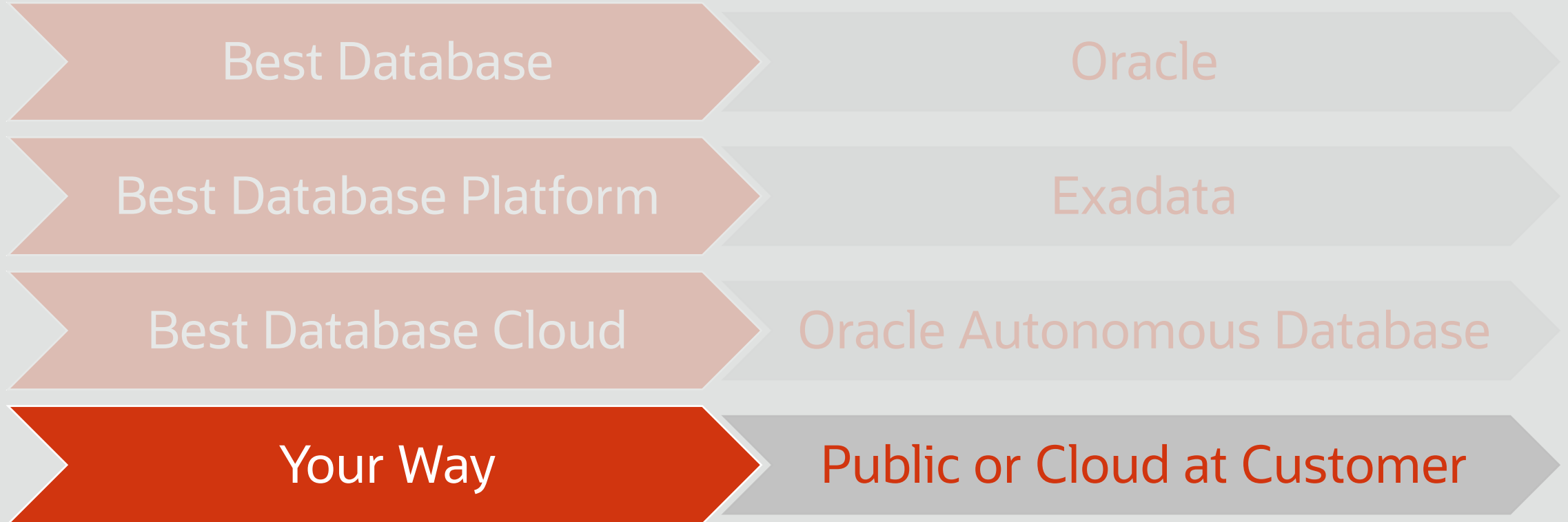
- Simplest Cloud Database
 - Oracle **automates and manages everything**
- Most Elastic Cloud Database
 - **Low minimum size** - 1 CPU
 - Scales to hundreds - **unique**
 - Automatically scales online **for true pay-per-use**
- Appeals to LOB, Dept, SMB, Developer, Data Scientist

Cutting Edge **Dedicated** Autonomous Database



- Uniquely provides a private **Database Cloud** running on dedicated **Exadata** Infrastructure in the public cloud
 - Runs all your databases - any size, scale, or criticality
- Protected by hardware enforced **Secure Isolation Zone**
- You control provisioning, update, availability policies
- Appeals to CIO, CTO, Architect, DBAs in enterprises

Oracle Database Strategy



Gen2 Exadata Cloud at Customer

Exadata Public Cloud experience delivered in your data center

Gen2 Exadata Cloud at Customer

Hundreds of Large
Enterprise Customers

DATABASE
AS A SERVICE
IN YOUR
DATA CENTER

PUBLIC
CLOUD
HARDWARE
SOFTWARE
AND APIs

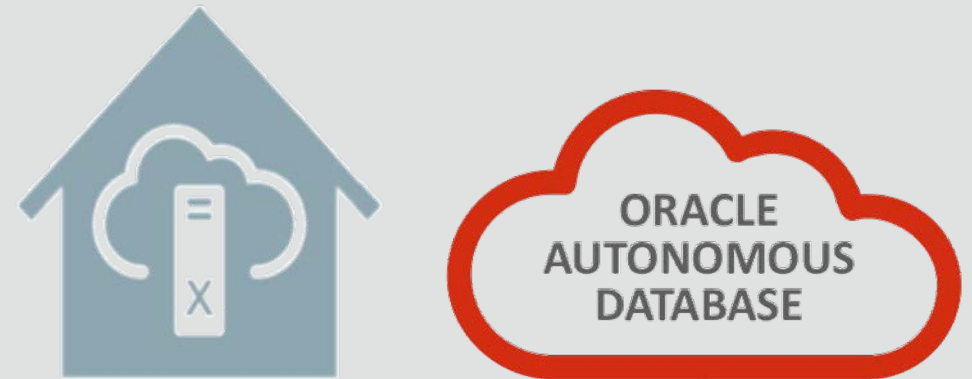
PUBLIC CLOUD
OPERATIONAL
MODEL

PUBLIC
CLOUD
FINANCIAL
MODEL

INTEROPERATES
WITH PUBLIC
CLOUD
SEAMLESSLY

Preview: Autonomous Database Cloud at Customer

- All benefits of Autonomous Database Dedicated **in your data center**
 - Self-Driving
 - Self-Securing
 - Self-Repairing



Gen2 Exadata Cloud at Customer

Conclusion: What CIOs Want ...

- Modernize to Cloud
 - Using both Public Cloud & On-Premises Cloud
 - Not just new stuff - modernize full existing estate
- Secure the Enterprise
 - From cyber attacks, failures, downtime, bottlenecks
- Innovate More, Spend Less, Get More Value from Data

Only Oracle Autonomous Database Makes this Possible

Autonomous Database in Action

Financial Analyst Meeting

Juan Loaiza

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Mission Critical Database Technologies

Craig Wilensky

Chief Executive Officer
JASCI Software