

# Simplify your Oracle Cloud purchasing

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Cloud purchasing options to make it easier  
and more affordable for customers to move  
to the cloud

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## Purpose statement

This document provides an overview of features and enhancements included in the release of Oracle Cloud Infrastructure. It is intended solely to help you assess the business benefits of upgrading to Oracle Cloud Infrastructure and to plan your I.T. projects.

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## Introduction

As government IT leaders continue to decommission their on-premises data centers, they are realizing the value that cloud computing can add to their organization. Increased security, cost savings, and the flexibility to quickly spin up a time-sensitive application are just some of the reasons why an enterprise-grade cloud infrastructure is fundamental to modernizing IT systems.

However, as flexible as the cloud might be, IT managers have faced challenges in procuring cloud services because of the purchasing models available. Unlike their commercial counterparts, many federal and state government managers cannot take advantage of service agreements that require pre-payment, while others cannot use credit cards. And no customer wants to waste funding by leaving behind unused cloud credits.

## Making universal credits work

To meet the specific requirements of government, Oracle offers three cloud purchasing options using a universal credits model that makes it easier—and more affordable—for government customers to move to the cloud. All three options simplify the buying experience by featuring:



### Predictable costs

Either fixed or a “soft commitment” allowing estimates



### License mobility

Leverage existing Oracle licenses



### Metered usage

Pay only for what you use



### Easier expansion process

Elastically scale with confidence with lower, pre-paid pricing and expand to new workloads without going through another contracting cycle



### Flexible deployment

Leverage any available IaaS or PaaS service inside your assigned data center region, including new services



### Public sector-only model

Funded allocation option is exclusive to public sector organizations, and enables the flexibility of universal credits with an incremental, “pay- as-you-go” invoicing experience



### Simple contract

Universal access to all current and future IaaS and PaaS services as they become available

## Three purchasing models

	PAY AS YOU GO	ANNUAL COMMIT	FUNDED ALLOCATION
<b>Terms</b>	<ul style="list-style-type: none"> <li>No minimum term</li> <li>No upfront commitment</li> <li>Billed monthly in arrears</li> <li>Based on usage</li> </ul>	<ul style="list-style-type: none"> <li>One year minimum term</li> <li>Billed quarterly in arrears</li> <li>Based on usage</li> <li>Discounts available based on commitment size</li> </ul>	<ul style="list-style-type: none"> <li>One year term</li> <li>Annual “soft commitment”</li> <li>Billed monthly in arrears based on usage</li> <li>Discounts available based on commitment size</li> </ul>
<b>Best for</b>	<ul style="list-style-type: none"> <li>Variable, uncertain usage</li> </ul>	<ul style="list-style-type: none"> <li>Fixed usage</li> <li>Use it or lose it at term end</li> </ul>	<ul style="list-style-type: none"> <li>Variable, uncertain usage</li> <li>Credits available in term</li> <li>Pay-As-You-Go experience</li> </ul>

## What kind of cloud buyer are you?

Each state and local government entity has different requirements. Which model is best for you? You might fit one of the use cases below. To be sure, talk with your Oracle sales representative about your best cloud procurement plan.



### Pay-As-You-Go

Juan is the CIO of a large, state unemployment commission. Although the implications of the COVID-19 pandemic have lessened, his agency is still responding to a backlog of customer requests, and he’s not sure if a major industry employer will be letting people go at the end of the year. For this reason, Juan has selected the **Pay-As-You-Go** model based on usage without an upfront commitment. He pays monthly in arrears for his usage.



### Annual Commit

Mary manages the IT department of a large county government handling administration and tax collection, courts, public works, public safety and other functions. She’s opted for the **Annual Commit** model to take care of most of the county’s IT requirements because most of her usage is predictable.



### Funded Allocation

Nahira is the CIO of a massive federal agency with a footprint that extends into other sub-agencies within her agency, as well as across the country. As a federal customer, Nahira knows she cannot pay in advance for services. As a result, she has selected the **Funded Allocation** model to estimate her annual usage and will be billed monthly in arrears based on actual usage.

Oracle offers a complete portfolio of cloud services that helps government and education leaders outpace change and deliver a smarter, more connected, and secure organization.

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