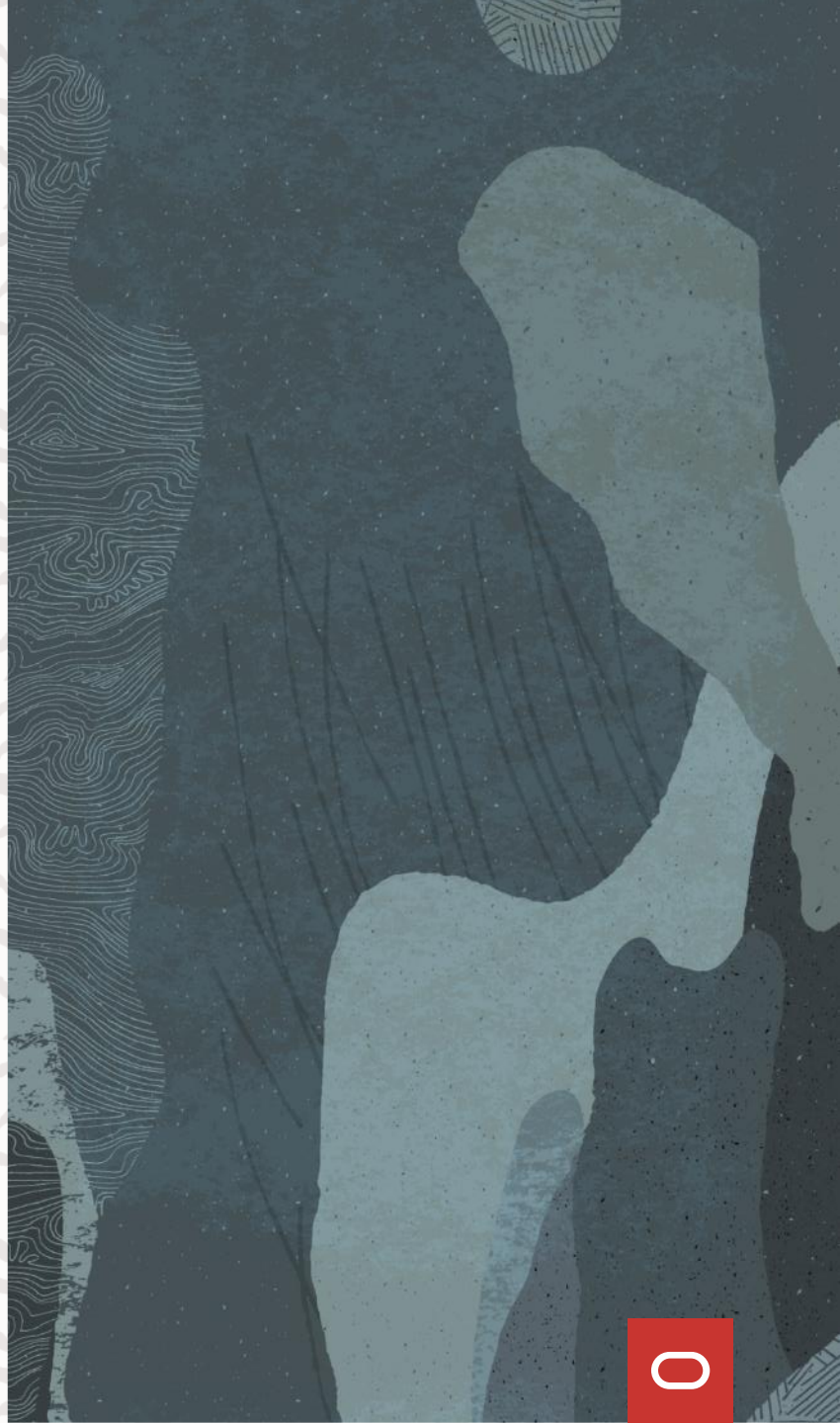
ORACLE

OCI in a Multi-Cloud World

Jay Heglar
SVP, Strategy and Business Development
March 13, 2023

Three things

- Oracle and OCI, 2023 version
- Multi-cloud benefits
- OCI in cloud strategy



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46 years of innovation, transformed for the cloud

$56B in R&D over the last 10 years

Built award-winning SaaS versions of all our major business applications

Built a modern cloud infrastructure platform, now with **100+** services in **40+** global regions

Changed the way we work with you

Consumption billing and universal credits

3000+ field engineers dedicated to augmenting customer skills

Support embedded in engineering

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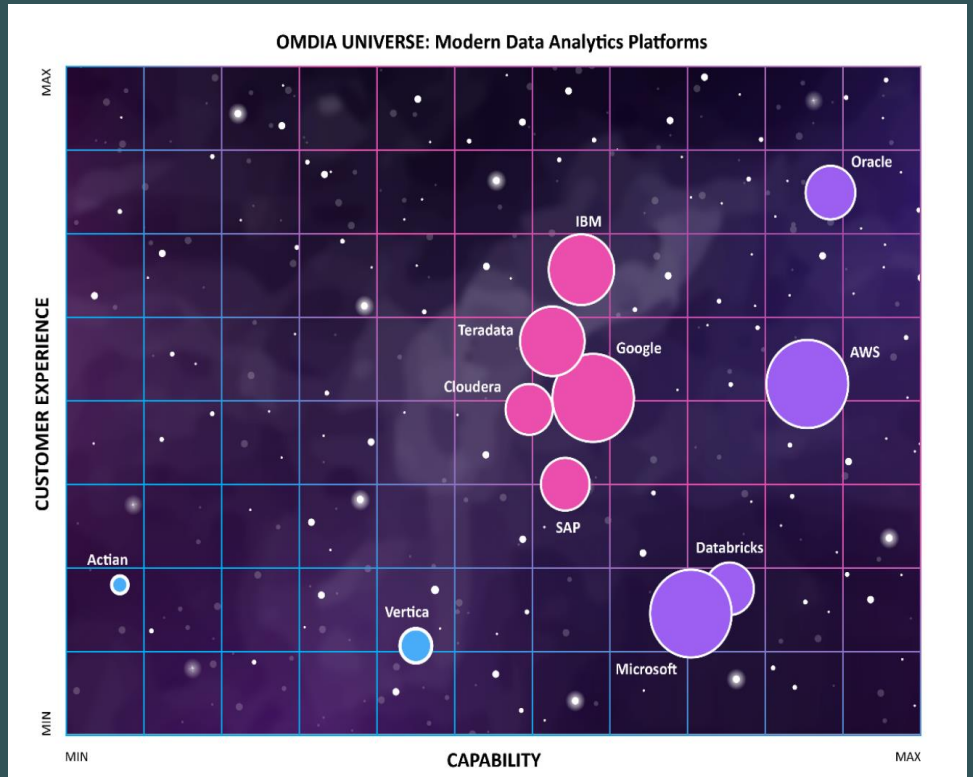
Did you know Oracle invests across all enterprise technologies?

- Data Integration Tools
- Enterprise Integration Platform as a Service
- Cloud Database Management Systems
- Data Warehouses
- Database and Big Data Security
- Access Management
- Multi-model Data Platforms
- Streaming Analysis
- Augmented Business Intelligence
- General Purpose Conversational AI Platforms
- Conversational AI Platforms for Customer Service
- Embedded Analytics
- Identity, Governance and Administration
- Cloud Services
- Cloud ERP for Product-Centric Enterprises
- ERP
- Cloud Core Financial Management Suites
- Sales Force Automation
- Configure, Price, and Quote Applications Suites
- CRM Customer Engagement Center
- Field Service Management
- Compensation Management
- Cloud HCM Suites
- Digital Experience Platforms
- B2B Marketing Automation Platforms
- Modern Data Analytics Platforms



Omdia Universe: Modern Data Analytics Platforms,
Published: July 2022 Analyst: Brad Shimmin

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Technology is paramount to survive and thrive in 2023+

Economic headwinds

- Top Line Impact
- More with less
- Vendor Consolidation

Business of IT

- Never more complicated
- How to make all IT assets, LOB tech, data, integration, work together?
- Automate everything
- Modernize all business processes to run faster

Employee Experience

- Unprecedented competition for talent
- Empower employees with modern tools and data
- Mobile, gamification
- Predict Attrition

Customer

- Who is your best, how do you know?
- Create unique and differentiated experiences
- Data and technology become the differentiation
- Data products are new business units

Cloud changed it all

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What would you do if you didn’t have any resource constraints?

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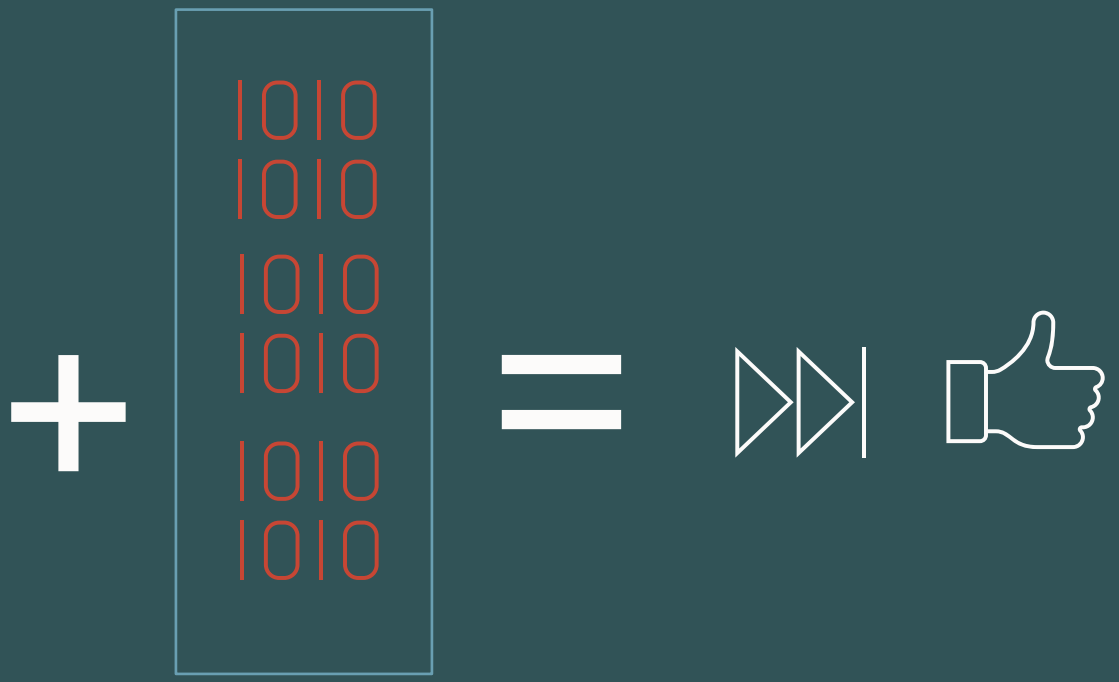
Experiment

Automate everything

Focus on what you do best



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Data Transformation enabled by cloud

1989

Business Intelligence

How is the business operating?

- Look at Data
- Timestamped
- Charts and graphs
- Empowered few

Today

Intelligent Business

Building Differentiated Customer Experiences

- Interaction, manipulation
- Real time
- Apps
- Empowered all
- Mobile

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Scale, Security, Trust

70% **of organizations have adopted multicloud or hybrid cloud strategies.** – IDC

400 **average number of data sources at an enterprise.** – IDG

80% **of mission critical apps are still on-premises.** – IDC/Omdia

"One cloud is rarely the answer"

"Our journey to get more from our data is still unsolved"

"Application agility determines survival"

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Revenue creators, Builders, Operators

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Multiple Clouds

- Right tool, right job
- Leverage previous investments
- Build without starting over
- Financial leverage
- Avoid Lock-in, containers as an enabler

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We believe in the power of “and”

You are on-prem and in the cloud	→	We solve on-prem **and** cloud challenges	Software, hardware, and cloud services for your unique needs
You have traditional and cloud native apps	→	We run cloud native **and** optimize traditional	Apps with a cloud infrastructure that doesn't force re-architectures
You’re already using public cloud	→	We offer services on OCI **and** with other clouds	Choose the best services for your applications
You have a varied IT portfolio at different stages of cloud adoption	→	We offer SaaS **and** Cloud infrastructure	Run third party, open source, and Oracle tech equally well

Where you deploy should be a choice

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Oracle runs best on OCI

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Unique capabilities only on Oracle Cloud Infrastructure (OCI)

OCI delivers the broadest, most in-depth service offerings for Oracle Database

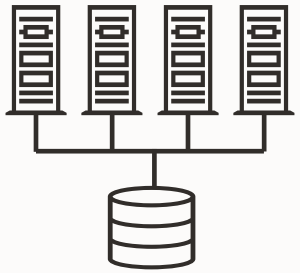
Autonomous Database

- Self-driving
- Self-repairing
- Self-securing

Oracle Exadata

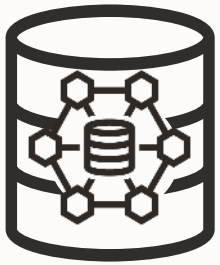
Fastest performance and lowest latency for all database workloads

Co-Engineered with Oracle Database



Oracle Real Application Clusters (RAC)

High availability and linear performance increase with scale-out



Most value-packed features

Unique database optimizations, automation and support of ALL database advanced features

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Businesses achieve better results running databases on OCI

Lower costs with variable vCPU consumption versus fixed vCPU per shape

80%
Reduction in DBA admin tasks

Always
- ✓ Tuned
- ✓ Patched
- ✓ Secured
- ✓ Encrypted

No more
Cost of idle vCPU autoscaling to align usage with actual demand

Zero Downtime maintenance and non-disruptive scaling

Linear Performance increase with server scale-out

Faster than other clouds
- ✓ 25x better latency
- ✓ 384x more SQL throughput
- ✓ 22x more SQL read IOPS

20-30% Less vCPU needed for same workloads lowers cost

Run More applications in-memory with expanded capacity using, lower-cost, shared flash

Bring-your-own-license (BYOL) subscriptions include:
- ✓ Transparent Data Encryption (TDE)
- ✓ Data Masking and Subsetting pack
- ✓ Real Application Testing option
- ✓ Diagnostics & Tuning Pack

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“The journey to get more from our data is still unsolved”

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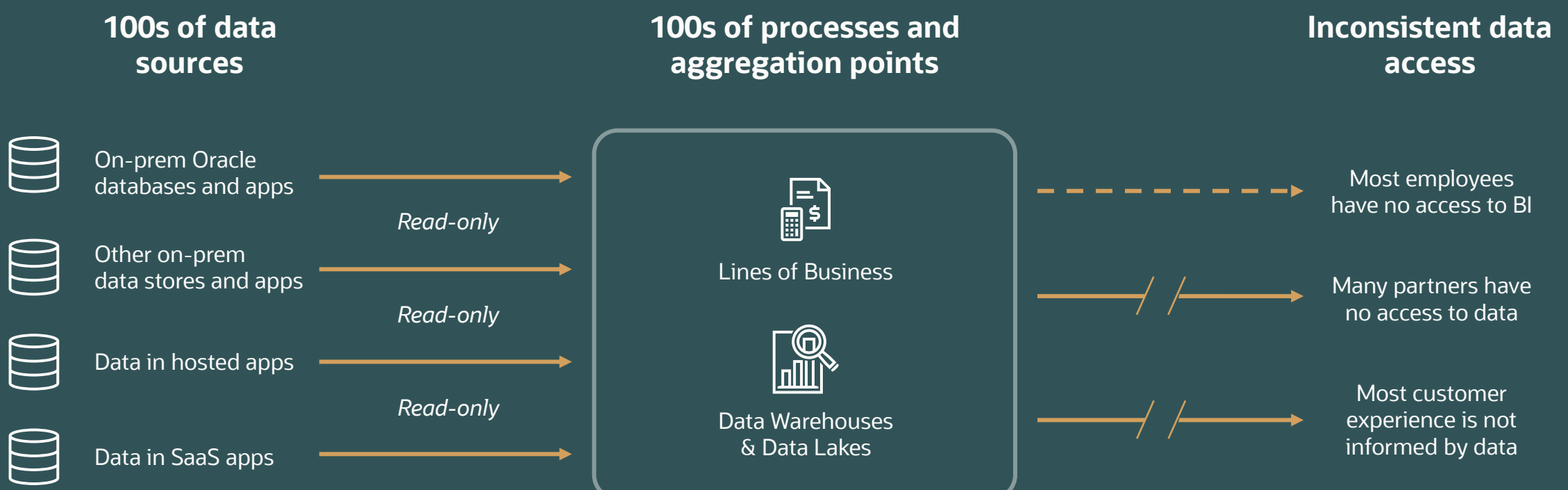
Complex data environments severely limit productive data use



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OCI can get more out of your data wherever it is or needs to go

Data Science as the predictor of the future

Stream AND consolidate data sources

Stream data *from wherever it is, and write it back with OCI Integration and GoldenGate*

Consolidate data *into a single cloud data platform with OCI Data Integration Autonomous Database, Object Storage, Data Flow, and Data Catalog*

Read

Write - Back

Write – to

Automated processes and streamlined aggregation points

Lines of Business

Data Warehouses & Data Lakes

Better data access for employees and customers

Self-service analytics *for employees and embedded analytics for partners with* ***OCI Analytics***

Low code applications *for all with* ***OCI APEX***

Data APIs for all with ***OCI API Gateway***

Oracle #1 choice for Enterprise lo/no code App Dev, IDC

2,000,000+ in market, >2,000/day

1,2,3.....

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Aon modernizes analytics to improve sales effectiveness

- Aon is a financial services leader in risk, retirement, and health benefits with 50,000 employees in 120 countries
- Created a single view of clients and prospects by consolidating 16 acquisition-driven data sources, on Autonomous Database, Analytics Cloud, and Oracle CX
- Provided a differentiated experience for Aon's salespeople with easy visualization of business trends, outliers, client sentiment, and performance
- Automated creation of thousands of sales dashboards by with Analytics Cloud and Autonomous Database
- Improved sales targeting and cross-selling by analyzing data from multiple departments

Read Aon's story

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Data Products

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Travel Analytics Last Saved 4:34 PM

Data Visualize Narrate

Click here or drag data to add a filter

Search

Bar
Bar, Stacked Bar, 100% Stacked Bar, Horizontal Bar, Horizontal Stacked, Horizontal 100%, Combo, Butterfly, Waterfall, Boxplot, Horizontal Boxplot

Line
Line, Area, Stacked Area, 100% Area, Radar Line, Radar Area, Radar Bar

Scatter
Scatter, Category, Stacked Category

Pie (+Treemap)
Pie, Donut, Sunburst, Treemap

Grid
Pivot, Table, Correlation Matrix, Grid Heat Map, Picto

Occupancy of Water Bungalow ...

Title Custom

Occupancy of Water Bungalow - Kudadoo M

Title Tooltip Auto

Title Font Auto

Travel Analytics

Year

■ 2021 □ 2022

Period August

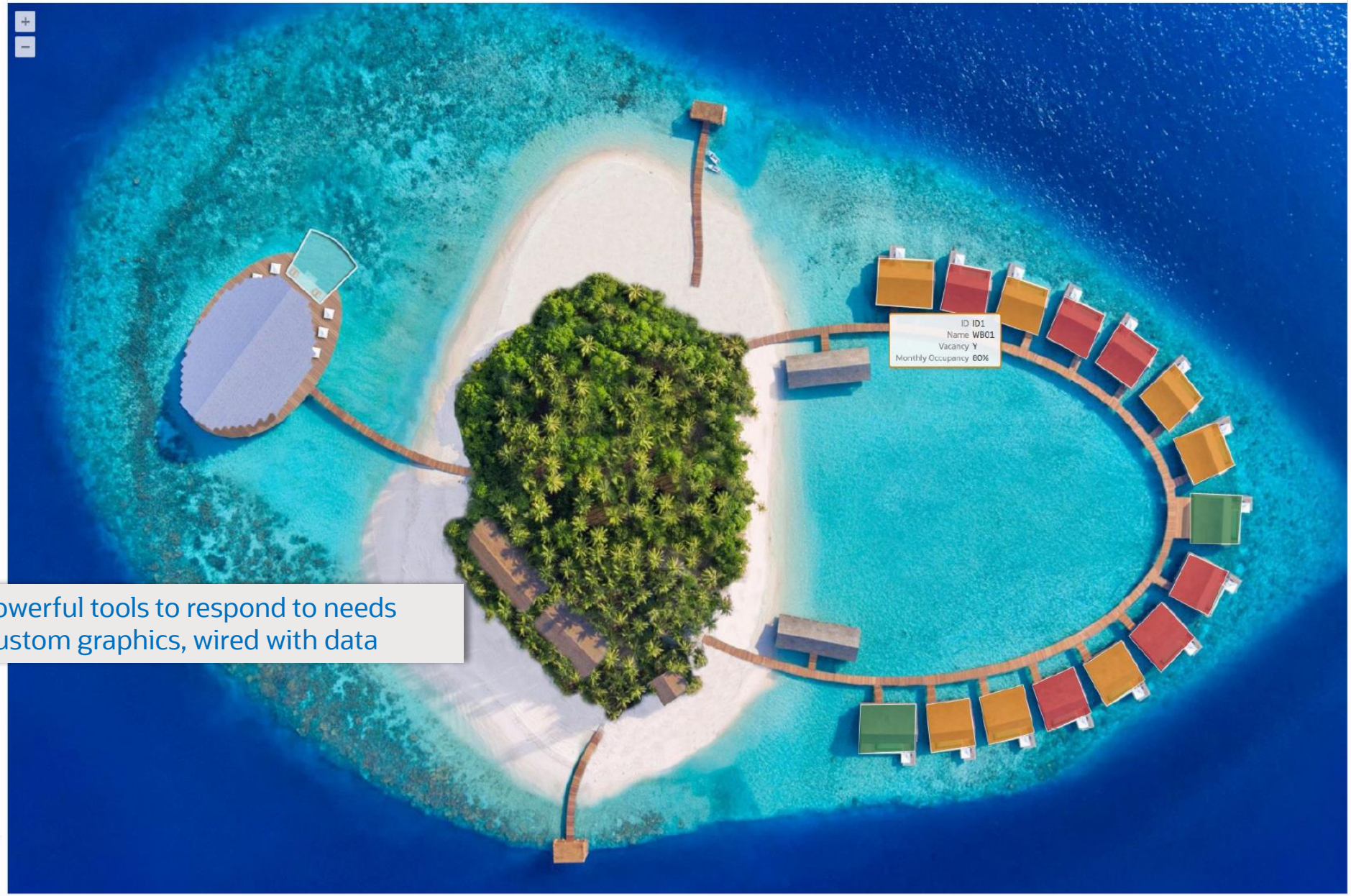
Monthly occupancy by bungalow

Name	Vacancy	Monthly Occupancy
WB08	Y	100%
WB15	N	100%
WB01	Y	80%
WB13	N	80%
WB07	N	75%
WB11	N	75%
WB14	N	75%
WB03	Y	70%
WB06	N	70%
WB02	N	60%
WB09	N	55%
WB04	Y	50%
WB05	Y	50%
WB10	Y	50%
WB12	N	50%

Occupancy
Monthly Occupancy ≥ 0.8 Monthly Occupancy > 0.3
Monthly Occupancy ≤ 0.8

Outliers Analysis

Occupancy of Water Bungalow - Kudadoo Maldive. Photo: Courtesy of Kudadoo by Hurawahli



- Powerful tools to respond to needs
- Custom graphics, wired with data

Country	Commodity (3)	Currency	Type	Kg	Year	state
India	Rice, Sugar, Wheat	INR	Retail	KG	Last 10 Years	All

WFP United Nations World Food Programme

Commodity price increase and disparity across India

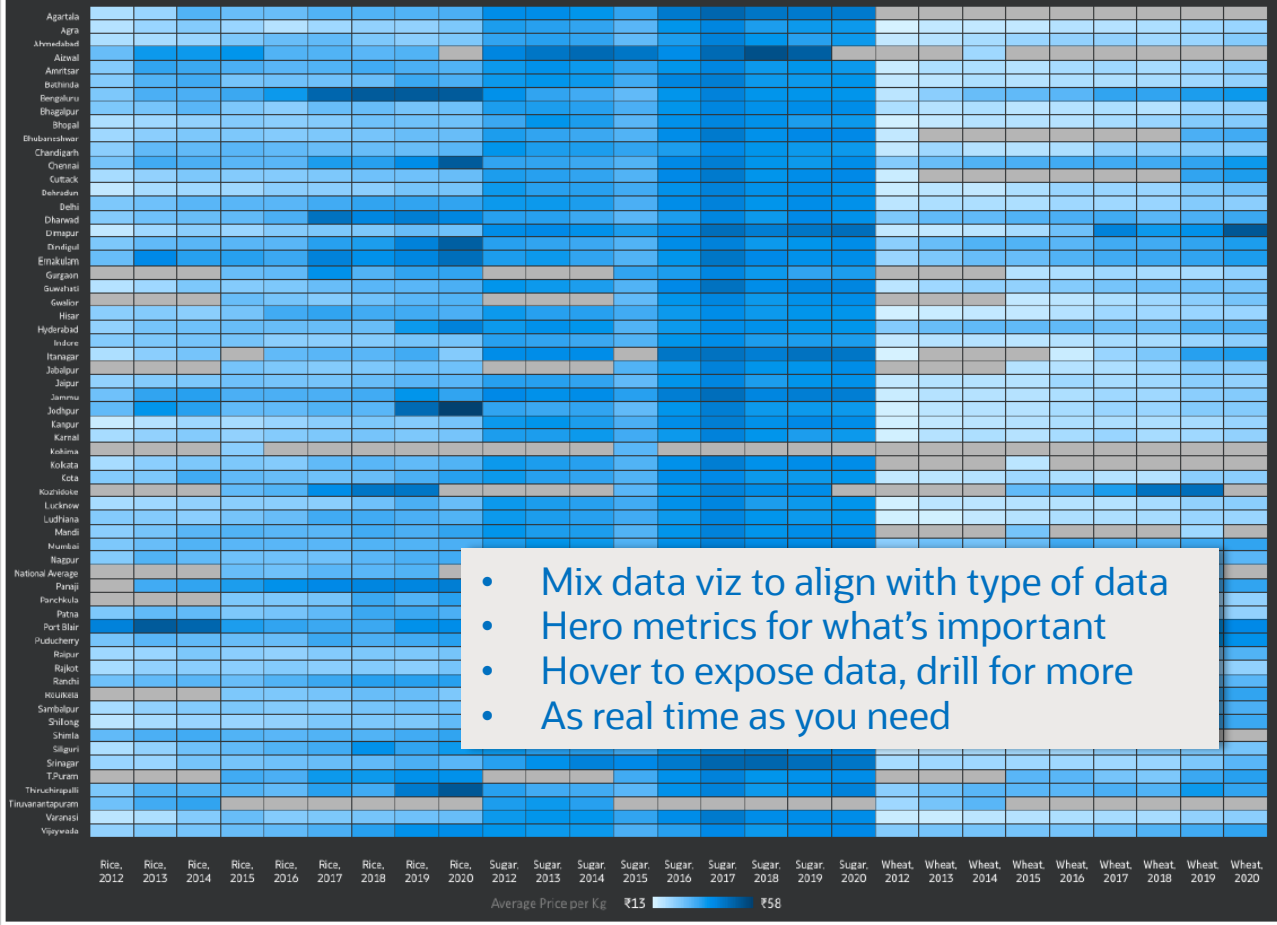
1.7x Rice

1.2x Sugar

1.6x Wheat

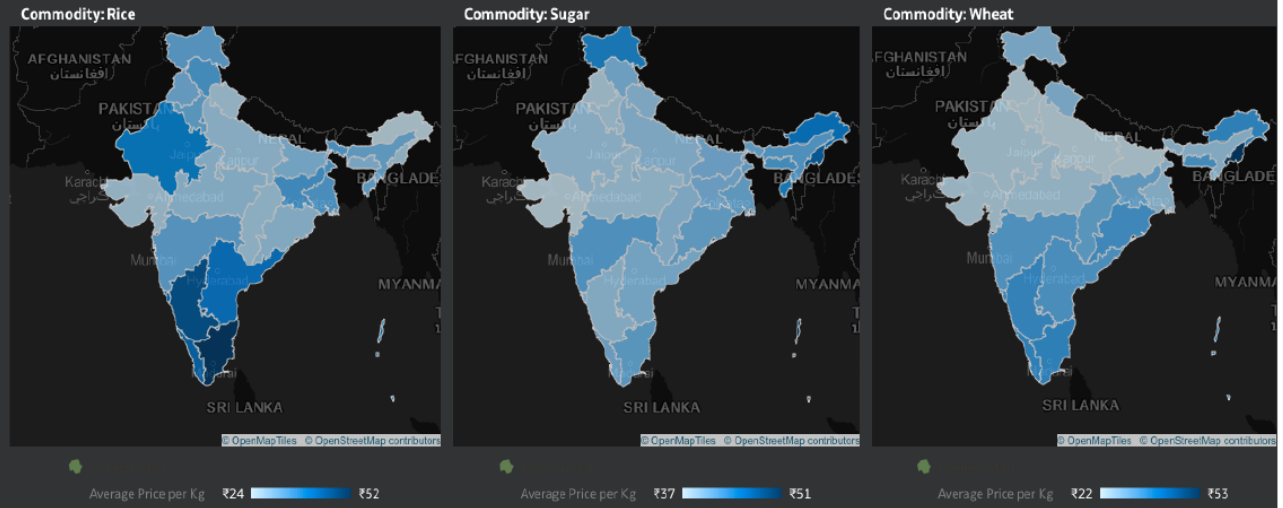
The World Food Programme (WFP) is the leading humanitarian organization saving lives and changing lives, **delivering food assistance in emergencies,** and **working with communities to improve nutrition and build resilience**. As the international community has committed to ending hunger, achieve food security, and improved nutrition by 2030, **one in nine people worldwide still do not have enough to eat**. For its efforts to **combat hunger**, for its contribution to bettering conditions for peace, and for acting as a driving force in **efforts to prevent the use of hunger as a weapon of war**, the World Food Programme was awarded the Nobel Peace Prize in 2020.

Average price by kg per year and market in India

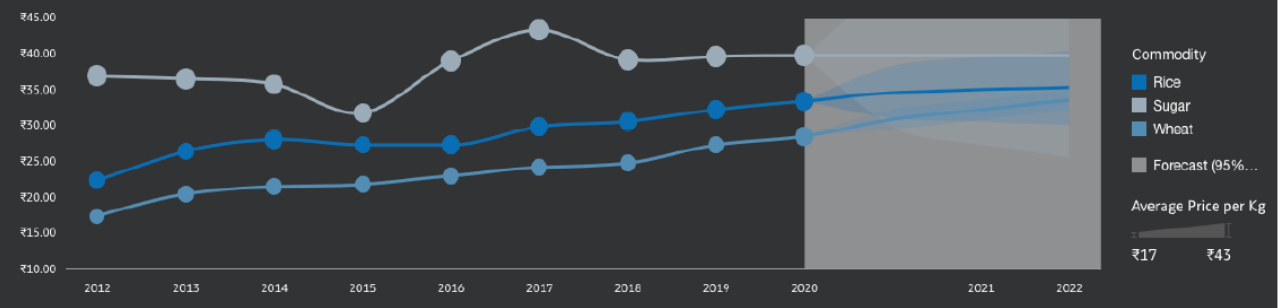


- Mix data viz to align with type of data
- Hero metrics for what's important
- Hover to expose data, drill for more
- As real time as you need

Latest average price by kg and state



Average Price volatility by kg per Commodity and Year



Source: Word Food Programme – Food Prices Data Source - **Period**: From January 2011 to July 2020. **Data Visualization:** Created with Oracle Analytics Cloud. **Author**: Benjamin Arnulf

Eye Analytics

Data | Visualize | Present

Person Detected	Status	Date	Scan ID	Value
All	All	Full Range	All	Full Range

Confidence

97.00%

Scan Quality

98.00%

Scan Eye Points Detection

Eye Recognition Analytics

Proof of concept - @Benjamin Arnulf - Oracle Analytics

Scan ID: All

Date: 04/15/2022

Reset

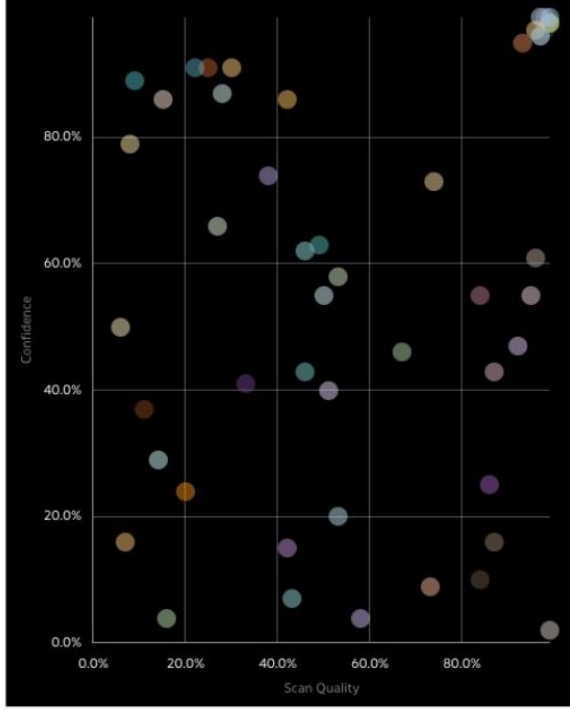
Apply

Scan Confidence %

Date	Scanner	Confidence	Scan Quality
04/15/2022	1	97.00%	98.00%
04/16/2022	2	98.00%	99.00%
04/17/2022	3	89.00%	9.00%
04/18/2022	4	62.00%	46.00%

New Rule — Confidence > 0.9 — Confidence > 0.5 — Confidence ≤ 0.5

Confidence and Quality by Date

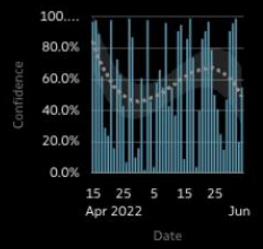


- Data Science is an advantage
- Democratize data science

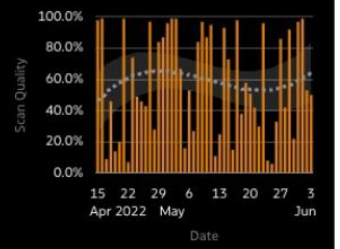
Scan ID (Heatmap)

Value Low High

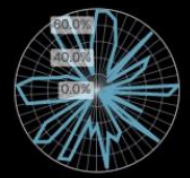
Confidence % T...



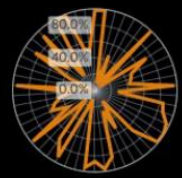
Scan Quality by Date



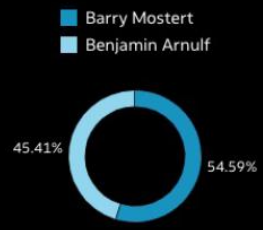
Confidence by ...



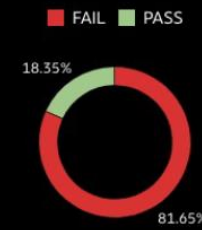
Scan Quality by Date



Person Detected



Scanner by Status



MakeItCount Rewards 4+

Save on fuel at Marathon

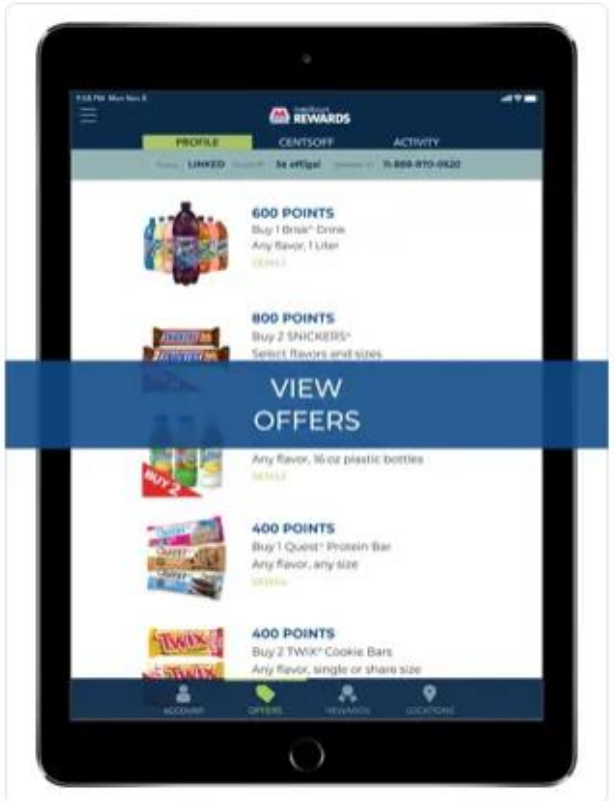
Drop Tank, LLC

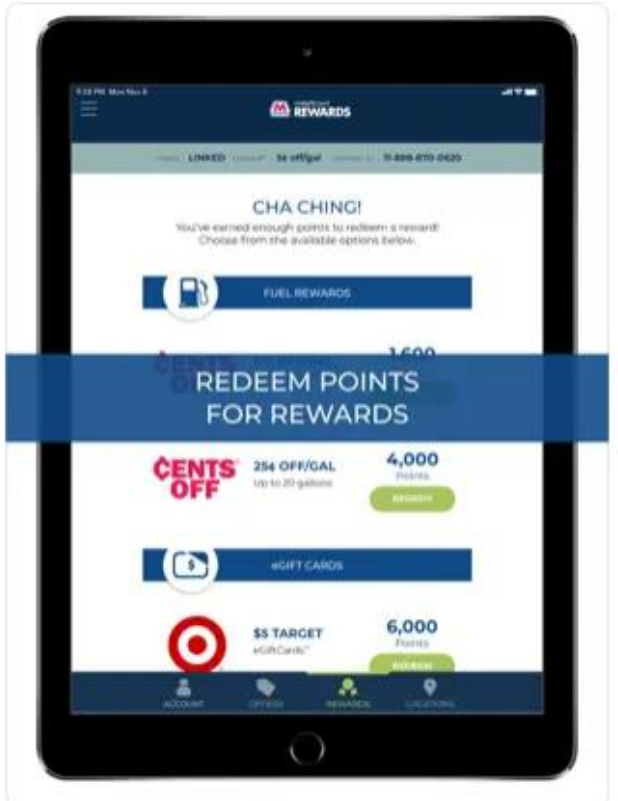
Designed for iPad

★★★★☆ 3.9 • 392 Ratings

Free

Screenshots iPad iPhone





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Scale, Security, Trust

2020

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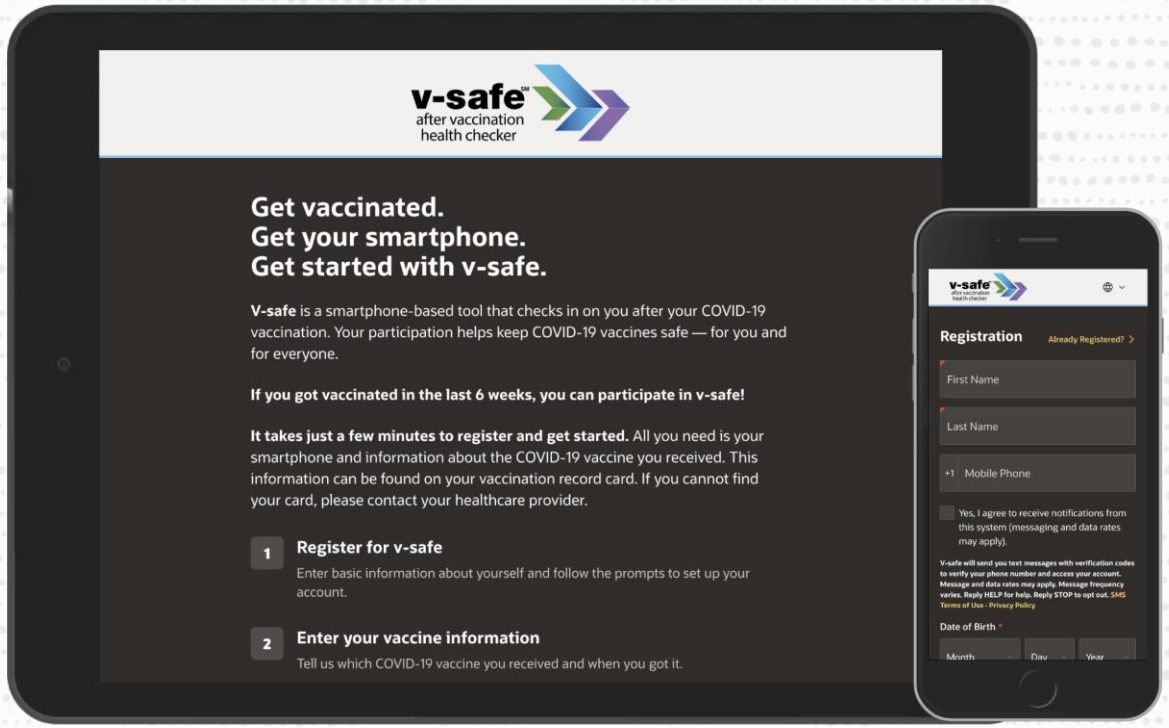
Warp Speed

Helps CDC monitor safety of vaccines in near real-time

CDC contacts registrants with severe adverse reactions to file VAERS reports

Created Pregnancy Registry; found COVID-19 vaccines to be safe for pregnant women

Helped facilitate additional adjunct studies



CDC uses Oracle-developed v-safe system to understand the impact of COVID-19 vaccinations on pregnant people

"Oracle Autonomous Database and Oracle APEX were the technology foundation for one of the most timely data collection efforts in history."

Larry Ellison, May 4, 2021

- More than 10 million verified users
- More than 500 million data events
- More than 1 million daily users in 4-hour window
- Built and delivered to production in 68 days

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“Application agility determines survival”

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Survival requires agility in traditional apps *AND* cloud native apps

Traditional apps

ERP, SCM

CRM, HCM

PLM, Service

Your Enterprise

Microservices

Ecommerce

Web, video

ML/AI, HPC

Challenges with traditional on-prem apps

- Brittle availability and no elasticity
- Requires re-architecture to run in cloud
- Fading developer support and interfaces

Challenges with cloud native apps

- Diverse technologies and evolving standards
- Lack of cloud native developer and ops skills
- Poor access to existing data and apps

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Get more out of your applications with OCI

Traditional apps

ERP, SCM

CRM, HCM

PLM, Service

Microservices

Ecommerce

Web, video

ML/AI, HPC

A unique cloud architecture

Run traditional apps with dedicated hardware performance, native database HA clustering, and scale-up elasticity

with rich app integrations

Extend traditional apps and data with rich integration services, low code for business users, and modern APIs for developers

on a cloud native foundation

Build and run new apps on the same platform, with a full set of OCI and third-party tools, and powerful data & AI capabilities

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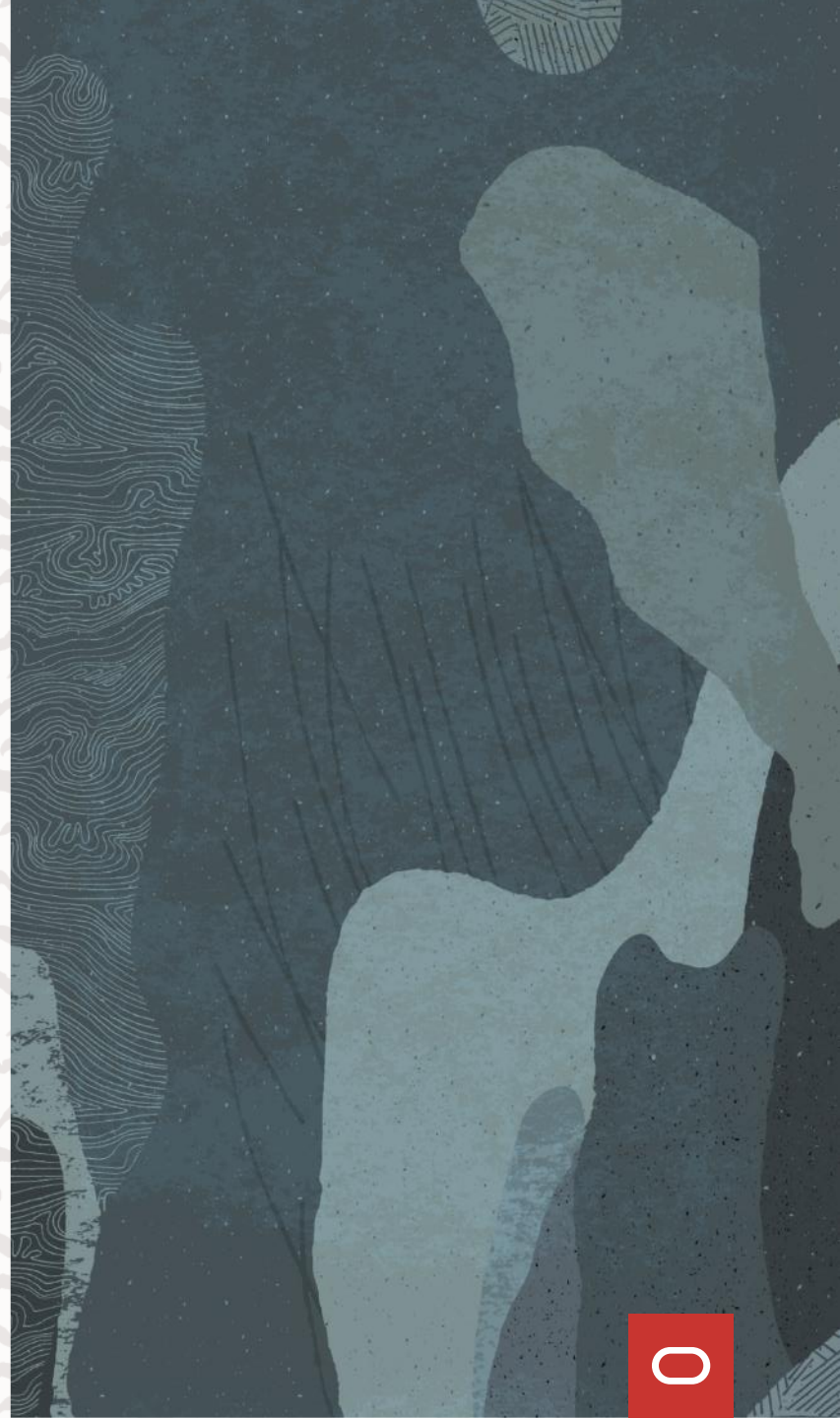
OCI in your Multi-cloud Strategy

- Connect to any data, complete data strategy
- Build cloud native applications with the same developers building with other clouds today
- Increase the lifespan of current applications by Adding new microservices while keeping mission critical backend
- Create modern and differentiated experiences for customers and partners



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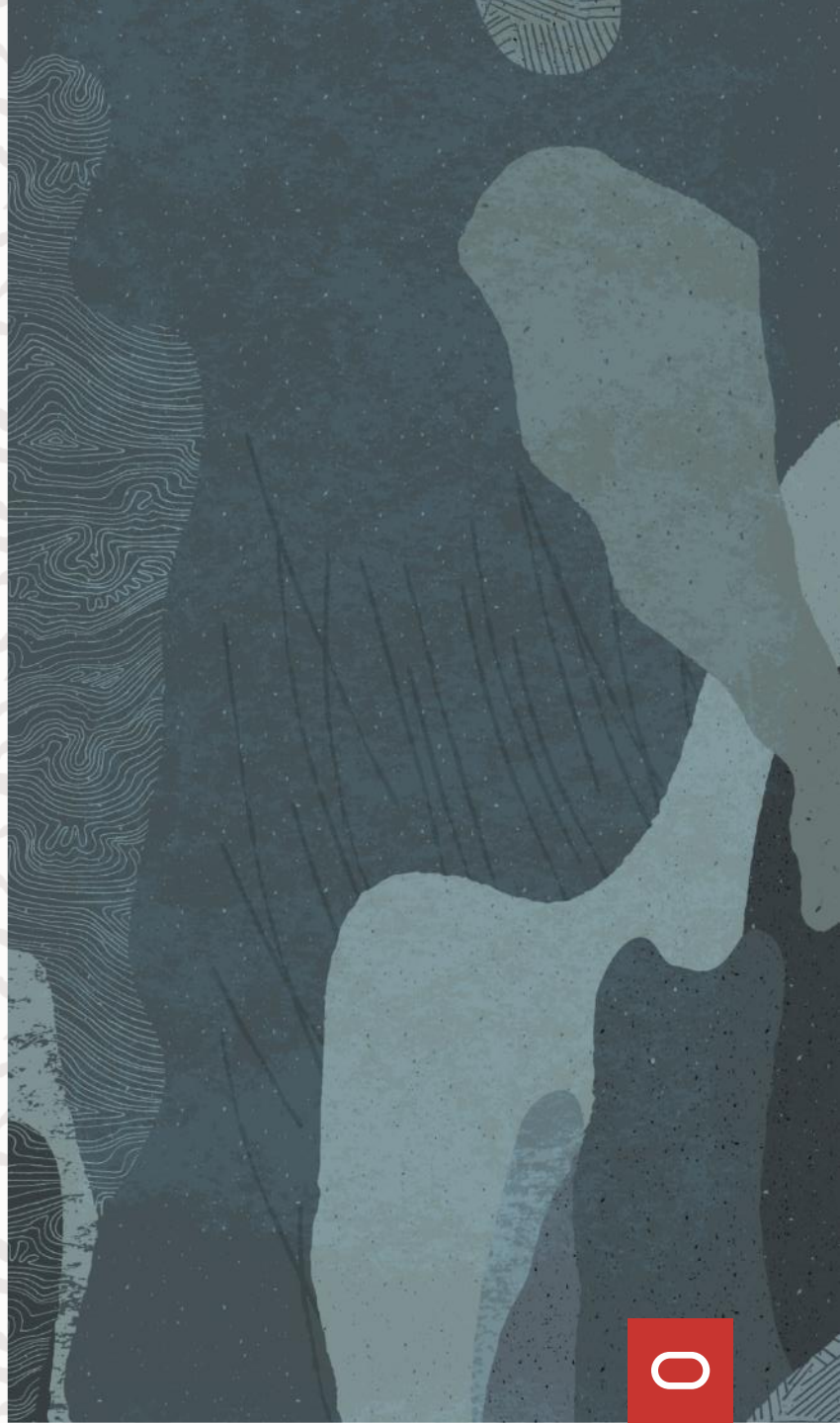
Q&A

Thank you

jay.heglar@oracle.com



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