

Oracle Identity Management Acquisitions of Thor and OctetString

Oracle Fusion Middleware
November 16, 2005

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Agenda

- **Customer Imperatives**
- **Key Announcements**
 - Acquisition of Thor Technologies and OctetString
- **Summary & Conclusions**

What Customers Have Told Us

- **Evolving compliance needs dictate investment**
 - Enterprise user provisioning is a necessity
 - Tighter controls on Identity data
- **Agility and competitiveness remain drivers**
 - Customers and partners need to be enabled without delay
 - New business applications need a “single-view” of identities
- **Cost management is important**
 - Eliminate user management redundancies
- **Integrated, “best-of-breed” solutions desired**
 - Open, standards-based with no vendor lock-in
 - Support for heterogeneous IT environments
 - Easier integration with existing and future investments

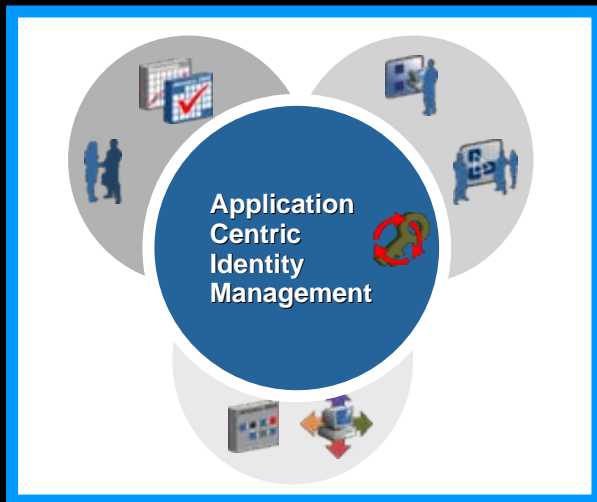
What We Are Announcing

- **Oracle Has Acquired Thor & OctetString**
 - Provisioning & Virtual Directory addition completes heterogeneous, best-in-class IDM suite
 - Thor & OctetString products immediately available from Oracle
 - Key management & 100% Sales/Mktg/Eng have joined Oracle
- **Provides the security, agility, and cost savings that our enterprise customers are looking for**
 - Complements the already available best-of-breed access control, directory, federation and web-services
 - Increases flexibility through directory agnostic approach
 - Establishes solid base for IDM integration with application infrastructure

Customer & Partner Benefits

- **For Thor and OctetString Customers**
 - Investment protection for critical enterprise infrastructure
 - Strength of global software leader supporting products
 - Enables greater value over time through broader application integration & innovative vertical & domain-specific solutions
- **For Oracle Customers**
 - Market leading solution for identity lifecycle provisioning
 - Tighter integration with HRMS, CRM, ERP
 - Consolidated view of identity information for application developers
 - Single point of administration for database accounts & roles
- **For Partners**
 - Fusion Middleware with IDM the ideal choice to build solutions with
 - Global partnering infrastructure and capabilities of Oracle

Identity Management Strategy



Comprehensive

- Addresses all major requirements
- Across all required components

Application Centric

- Part of SOA platform – dev and deploy
- Integrated with business applications

Hot-Pluggable & Open

- Across all major infrastructure & Apps
- Standards-based, co-existence

Oracle Identity Management

Best-of-breed, Comprehensive IDM Portfolio

Area	Oracle		Sun	CA	HP	IBM	MSFT
Federation	COREid Federation	✓	X	X	P	X	X
Web	COREid Access & Identity	✓	X	X	X	X	X
Web Svcs	Oracle Web Services Manager	✓		X	X	X	X
ESSO	Via Partnerships	P	P	X		X	
Del Admin	COREid Access & Identity	✓	X	X	X	X	
Pwd Synch	Xellerate Identity Provisioning	✓	X	X	X	X	X
Provisioning	Xellerate Identity Provisioning	✓	X	X	X	X	
Meta	Directory Integration Platform	✓	X			X	X
AuthN/PKI	Oracle Certificate Authority	✓	X	X			X
Virtual Dir	Oracle Virtual Directory	✓					
Directory	Oracle Internet Directory	✓	X	X	P	X	X

P = Partnership

Faster ROI ♦ Higher Quality ♦ Lower Risk

ORACLE

About Thor

- **Market leading Identity Provisioning vendor**
 - 30+ blue chip customers
 - 65 employees
 - Best-of-breed technology
 - Proven customer references
 - Highly rated in recent review by InfoWorld (October, 2005)
- **Certified with Oracle and market leading apps**
 - Oracle RDBMS, OID, Oracle & PeopleSoft HR, E-Business Suite, JD Edwards
 - SAP, MSFT, IBM, BEA, Novell, CA



Identity Provisioning Defined

- **Customer Need**
 - Most large organizations manage thousands of users' access privileges across dozens of mission critical enterprise resources
- **Customer Challenges**
 - Efficiently modifying enterprise users' access privileges in response to routine business events
 - Compliance with Enterprise Security Policies
 - Enterprise Audit & Attestation Support
- **Solution – Identity Provisioning**
 - Automate User Provisioning & Identity Administration Process
 - Administrative console to define & monitor Provisioning Flows
 - Provision users according to rules; Reconcile accounts
 - Adapters to directories; DBMS; OS & Packaged Apps; Mainframe

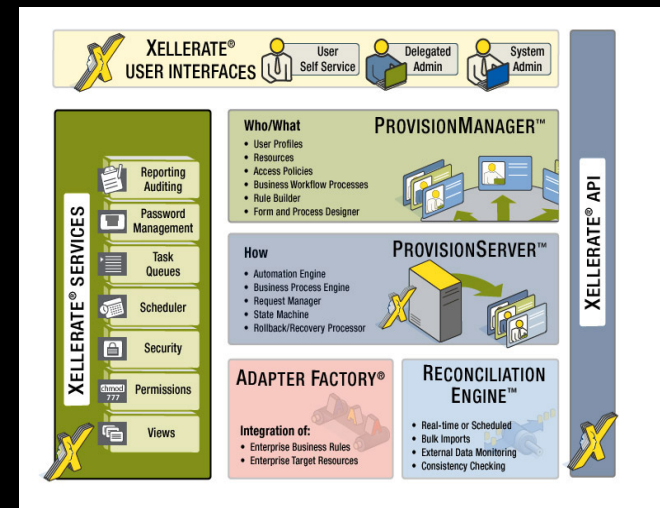
Thor Strengths

- **Best of Breed Product**

- Modern J2EE technology
- Flexible adapter framework
- Sophisticated Rules & Flows
- Agentless operation
- Compliance automation & reporting

- **Blue-chip customers**

- Global Securities Firm: 650 resources under management
- European Retail Bank: Over 1700 access policies managing 70,000 user identities across 20 resources
- Global consulting and outsourcing firm: Powers global password & token management solution for 140,000 users

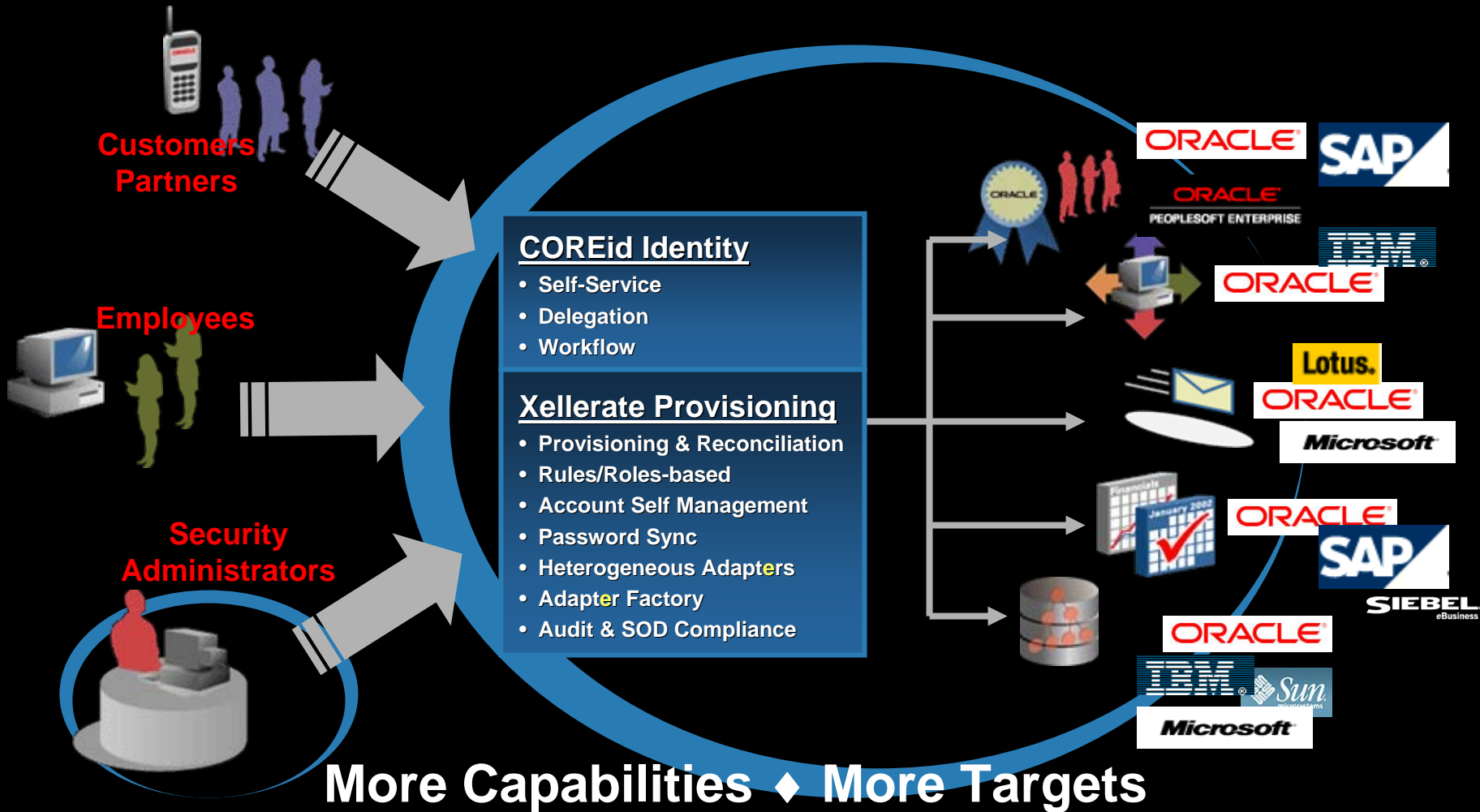


Provisioning Adapters

Covering 30+ key targets

- **Directory Servers**
 - IBM, AD, Sun, OID, eDirectory, Open LDAP
- **Database Servers**
 - Oracle, SQLServer, DB/2, MySQL, Sybase
- **Presentation Servers**
 - Weblogic Portal
- **Operating Systems**
 - AIX, Netware, Windows, Solaris, Linux
- **Applications**
 - PeopleSoft, SAP, Siebel, Oracle E-Business
- **Email/Collaboration**
 - Domino, Exchange, Groupwise
- **Security Managers**
 - Top Secret, RACF, Secure ACS, SecurID, ACF2, Cleartrust

Oracle Xellerate ID Provisioning



About OctetString

- **Leading provider of Virtual Directory solutions**
 - 50+ blue chip customers
 - 5 employees
 - Best-of-breed technology
 - Strong history of successful deployments
- **Supports broad range of applications & identity stores**
 - Oracle COREid, OID, PeopleSoft and Siebel
 - Oracle, MSFT, Novell, IBM, Sun

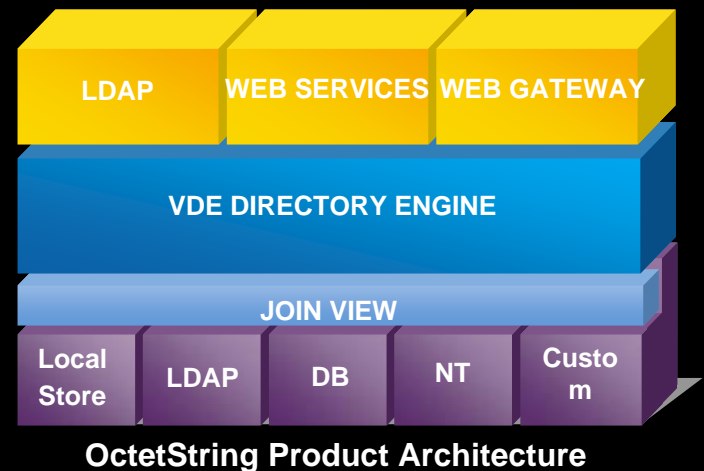


Virtual Directory Defined

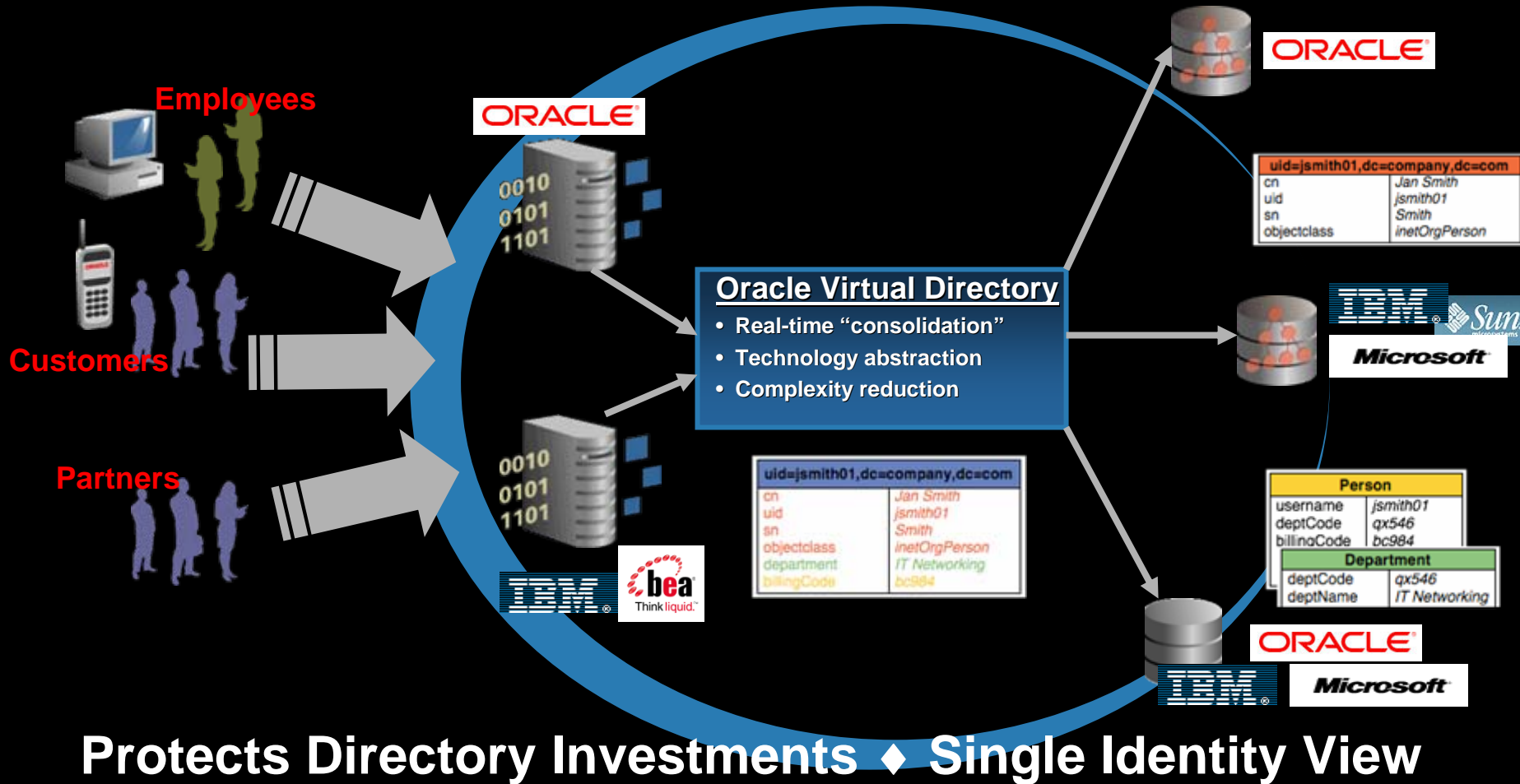
- **Customer Need**
 - Enterprise Applications need User Profile Information
 - For personalization and authorization management
- **Customer Challenge**
 - Information about the same identity is distributed across a large number of stores – LDAP, RDBMS, AD, etc.
 - No uniform mechanism to Access this information
 - Many-to-many relationship: Mgmt. Complex; Vulnerability
- **Solution – Virtual Directory**
 - Joins different aspects of identity into a single object
 - Source of Truth - Single point of administration
 - Legacy Support - Multiple protocols in and out
 - No identity synchronization required (vs. meta-directories)

OctetString Strengths

- **Industry leading virtual directory**
 - Modern Java & Web Services technology
 - Virtualization, Proxy, Join & Routing capabilities
 - Superior extensibility
 - Scalable multi-site administration
 - Direct data access
- **Large Scale Deployments**
 - Broad usage scenarios
 - 3MM users (Financial Services)
 - 15 data-centers (Public Sector)
 - 40 extranet apps (Teclo)
 - OEM (BEA, Credent)



Oracle Virtual Directory



Protects Directory Investments ♦ Single Identity View

Key Differentiators

- **Best-in-class solution across suite**
 - Identity Provisioning: Scalability, Flexible adapter technology
 - Virtual Directory: High-performance direct data access, manageability, extensibility
 - Extranet Identity Mgmt: One product for access control and delegated user administration
 - Federation: Standalone or integrated, with support for bulk provisioning, broad protocol support
 - Web-Services: Integrated with SOA platform, one solution for security & management
 - Directory: Multi-process, multi-instance architecture to scale-up and scale-out
- **That work with your Applications & Infrastructure**
 - Certified to work with the broad set of business apps, middleware and databases
 - Flexibility – modular/suite deployment
 - Standards-based and hot-pluggable

IDM Roadmap

Planned Capabilities for Future Releases

- **Additional “App-centric” capabilities**
 - Increased granular authorization management
 - Improved enterprise-wide audit and event management
 - Service oriented architecture
 - Greater BPEL interoperability
- **Increased adoption of security standards**
 - Federation, Java, Web-Services
- **Further suite integration**
 - More common administrative capabilities
 - Improved centralized management and monitoring

Summary & Conclusions

- **Oracle has acquired Thor & Octet String**
 - Solution now includes all the primary components of a best-in-class, heterogeneous IDM suite
 - Completed Certification with Oracle's Applications
- **Oracle IDM provides significant customer benefits**
 - Simplified and faster identity management deployments
 - Lower costs with pre-certified and integrated solution
 - Improves regulatory and policy compliance
- **Oracle continues to execute on its IDM Vision**
 - Differentiated: Complete, Application-centric, Open
 - Simplified pricing and packaging
 - Aggressive sales, marketing and partnership strategy
- **For more information, please visit oracle.com/identity or email contact.oracle@oracle.com**