Oracle Acquires BEA

Customer and Partner Overview and Frequently Asked Questions

Overview

Oracle has acquired BEA Systems, Inc., a leading provider of enterprise application infrastructure solutions. The combination of Oracle and BEA brings together two companies with complementary assets and a common vision of an open-standards, service-oriented architecture (SOA) infrastructure. The combination also brings together two of the leading experts in Java and SOA middleware technologies and accelerates innovation for the combined companies' customer bases. The transaction extends Oracle's strategic relationships with customers and partners, and preserves and enhances customers' investments in BEA products.

The combined Oracle and BEA offerings provide a comprehensive and complementary product footprint in application infrastructure as the Oracle Fusion Middleware product family. The combined product portfolio includes world-class, open-standards middleware products such as a highly-scalable messaging and transaction processing platform, the leading Java application server, a comprehensive business process management and SOA infrastructure and a collaborative user interaction environment. Oracle Fusion Middleware also includes leading products for identity management, business intelligence and enterprise performance management, enterprise content management, and data integration.

Customers benefit from the combined Oracle and BEA solutions by building applications that maximize data center investments, preserve investments in existing enterprise applications, better manage existing Web-based applications, and help develop new Web-based applications faster. Moreover, the transaction will significantly strengthen the Java community, and powerfully advance the vision of open, standards-based computing.

The combination of Oracle and BEA accelerates product innovation due to a larger combined R&D budget, provides a larger global footprint of sales and services professionals to address customer needs, and ensures a more consistent level of support across multiple product areas. These synergies and benefits may be further enhanced for BEA customers with investments in Oracle Database and Oracle Applications.

Oracle expects that its Fusion Middleware portfolio will evolve as the centerpiece of the combined companies' middleware offerings going forward, while BEA products will become components of the Fusion Middleware product family. Oracle intends to preserve and enhance customers' investments in BEA products as Oracle has done with its other acquisitions. BEA customers can continue to use their existing BEA products going forward, or choose to use Oracle and BEA products as part of the ongoing evolution of Fusion Middleware. Either way, it will be the customer's choice. Oracle is committed to 100% customer retention and satisfaction.

FREQUENTLY ASKED QUESTIONS

Product Overview and Strategy

What products does BEA currently develop and support?

BEA is a provider of middleware products, a rapidly growing category of enterprise application infrastructure software that bridges information from disparate databases and applications—often in heterogeneous environments. Customers often use middleware solutions to build standards-based enterprise applications, built on a service-oriented architecture (SOA). The principles of industry standards and SOA enable customers to accelerate the development and deployment of new business solutions, enhance the repeatability and re-use of these applications and drive costs out of IT.

BEA develops and supports four principal product lines: WebLogic, Tuxedo, AquaLogic and JRockit:

- WebLogic product family provides Java developers an application infrastructure software platform for constructing Web-based applications, Web services, and integrating disparate applications.

- JRockit provides the Java virtual machine technology underlying Java applications and the WebLogic application server.

- Tuxedo is a scalable multi-language, high-performance messaging and highly distributed transaction processing platform for mission-critical applications.

- AquaLogic product family includes service-oriented infrastructure products that enable customers to deploy SOA implementations, portals and user interfaces leveraging Web 2.0 technologies and optimize business processes.

How will BEA fit into Oracle's overall middleware software strategy?

We see an exceptional strategic fit between Oracle and BEA in terms of complementary product strengths, geographic strengths, industry strengths and support for standards. Middleware is a strategic focus for Oracle. The combination extends Oracle's middleware capabilities to include a comprehensive set of enterprise application infrastructure solutions, which include a Java-based Application Server technology for Web-based applications, a leading messaging and transaction processing platform, SOA and business process management solutions, and Web 2.0 enabled user interfaces. Oracle Fusion Middleware also includes identity management, enterprise content management,

and enterprise performance management capabilities.

With the proposed combination, Oracle will be able to provide a comprehensive set of middleware solutions based on best-of-breed technologies incorporated into a standards-based, hot-pluggable Fusion Middleware platform.

What is the combined Oracle and BEA product roadmap?

Oracle expects that its Fusion Middleware product family will evolve as the centerpiece of the combined companies' middleware offerings going forward. BEA products are expected to evolve into components of Fusion Middleware as Oracle and BEA development teams jointly develop a next generation set of enterprise application infrastructure products based on open-standards and SOA. Given Oracle's and BEA's common focus on these principles, product integration and interoperability will be accomplished gracefully. Oracle's "Hot-Pluggable" Fusion Middleware already interoperates with and runs on a number of BEA's products today.

Oracle will support BEA products in a similar manner to other recent Oracle acquisitions. BEA customers can continue to use their existing BEA products going forward, or use Oracle and BEA products as part of the ongoing evolution of Fusion Middleware.

Will Oracle continue to support customers running BEA solutions on non-Oracle databases?

Oracle will continue BEA's support of heterogeneous database environments, continuing Oracle Fusion Middleware's "Hot-Pluggable" strategy.

Will Oracle continue to support customers running BEA solutions with non-Oracle ERP and CRM applications?

Oracle's Fusion Middleware solutions today support non-Oracle ERP, CRM and other applications. Oracle will continue to support BEA's solutions for non-Oracle applications in this manner.

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How compatible are BEA's products with Oracle's products?

BEA and Oracle products are very compatible. BEA brings a complementary set of solutions, using industry standards that are already integrated with the Oracle database and Oracle applications. Thousands of customers use both BEA and Oracle products, and many of the leading companies in industries like Financial Services, Communications, Public Sector, Manufacturing and Retail rely on Oracle and BEA for their mission-critical applications today.

Customers and Partners

How is the transaction between Oracle and BEA expected to benefit BEA customers?

Oracle and BEA share a common vision of open-standards, service-oriented applications for customers. Oracle believes that together, the two companies will accelerate the adoption of these solutions by bringing together their resources and working more closely with customers to address their enterprise application infrastructure needs. BEA customers are expected to benefit in a number of ways:

• Increased R&D investment across the combined products

• Extended value from integrated Oracle products that add security and identity management, content management, business intelligence, performance management and other middleware areas to BEA solutions

• Investment protection, extension and enhancements as BEA and Oracle will provide better integration of their complementary solutions

• Access to Oracle's global sales, sales consulting, support, education and services organization and broad partner network

• For common Oracle and BEA customers, consolidated and consistent support across multiple product lines—including Oracle Applications and Oracle Database

How will customers' investments in BEA solutions be protected by Oracle?

Oracle is committed to 100% customer satisfaction. Oracle expects that customer investments in BEA solutions will be supported and protected after the closing. Oracle will support BEA products in a similar manner to other recent Oracle acquisitions. BEA products will also evolve as part of Fusion Middleware.

As an Oracle Fusion Middleware customer, what will be the impact of the proposed transaction with BEA?

Current and future Oracle Fusion Middleware customers are expected to benefit from the proposed transaction in a number of ways. First, the combination of Oracle and BEA brings together two leading product development experts in Java and SOA technologies, which are expected to ultimately lead to greater innovation. Second, Oracle expects to continue to focus on the current Fusion Middleware roadmap and incorporate components of BEA solutions over time. Finally, Oracle Fusion Middleware customers are expected to benefit from the increased R&D, sales and distribution capability, and support investment by Oracle in enterprise application infrastructure solutions.

How is the transaction expected to benefit partners?

Oracle and BEA partners are expected to benefit by working with a single, leading vendor to address customer needs for enterprise application infrastructure solutions. Oracle partners are expected to benefit from improved access, support and training for BEA product and solutions. BEA partners are expected to benefit from Oracle's increased support of BEA partners and increased investment in the combined solutions. Both companies' partners are expected to benefit from the complementary solutions that provide an opportunity to increase business value and drive down the cost of ownership throughout an integrated, standards-based enterprise software stack.

How will Oracle continue to support and broaden relationships with BEA partners?

Oracle expects to:

• Provide BEA partners with opportunities to build relationships and collaboration with Oracle's extensive ecosystem of partners around the world

• Provide access to Oracle PartnerNetwork (OPN), a unified partner program with a framework for worldwide partnership as well as localized engagement

• Provide a Product Focus Area within OPN with product, education, marketing, and sales resources around BEA products

• Accelerate go-to-market capabilities with BEA's 2,000+ partners and introduce new revenue opportunities around Oracle's broad product and services portfolio

• Support BEA OEM partners and grow those relationships

• Enable platform partners and resellers with a more complete set of

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middleware solutions to offer customers

- Provide BEA software partners with a new applications and technology ecosystem that can boost sales potential and a set of tools which can mitigate cost and risk in the development cycle

- Work with key system integrators to broaden offerings, achieve efficiencies, and drive further innovation in enterprise application infrastructure solutions

Business Continuity

Can I still purchase BEA products?

Yes. Please contact your existing BEA sales representative to assist you, or visit www.bea.com for contact information.

Should BEA customers continue to call BEA customer support?

Yes, BEA customers should continue to use existing BEA contacts for support, professional services and sales to address immediate and ongoing needs. We will communicate all changes and transitions well in advance through these familiar channels.

Should BEA customers continue to contact their BEA sales representative?

Yes. Until further advised, customers should continue to rely on existing relationships.

Will training on BEA products continue?

Yes. We plan to combine the BEA education program with Oracle University. We want to ensure that our customers' software provides the best possible service for their organizations, and we know excellent training is critical to reach that goal.

Will the BEA leadership and employees be retained?

The acquisition of BEA demonstrates Oracle's commitment to enterprise application infrastructure software. BEA employees have significant domain expertise in this area and are expected to be an integral part of the middleware business within Oracle for the combined companies.

Where can I find out more information about the proposed Oracle and BEA combination?

Similar to other, recent acquisitions Oracle will communicate updates and changes through a combination of emails, online "town hall" events and physical events including Oracle OpenWorld. Oracle.com/bea will feature the latest information and updates, scheduling and logistics information. For more information, please visit oracle.com/bea.

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