Oracle Buys Vocado

Adds the Most Advanced Financial Aid Solution to Oracle Student Cloud

April 30, 2018

Oracle is currently reviewing the existing Vocado product roadmap and will be providing guidance to customers in accordance with Oracle's standard product communication policies. Any resulting features and timing of release of such features as determined by Oracle's review of Vocado's product roadmap are at the sole discretion of Oracle. All product roadmap information, whether communicated by Vocado or by Oracle, does not represent a commitment to deliver any material, code, or functionality, and should not be relied upon in making purchasing decisions. It is intended for information purposes only, and may not be incorporated into any contract.

Cautionary Statement Regarding Forward-Looking Statements
This document contains certain forward-looking statements about Oracle and Vocado, including statements that involve risks and uncertainties concerning Oracle's acquisition of Vocado, anticipated customer benefits and general business outlook. When used in this document, the words "anticipates", "can", "will", "look forward to", "expected" and similar expressions and any other statements that are not historical facts are intended to identify those assertions as forward-looking statements. Any such statement may be influenced by a variety of factors, many of which are beyond the control of Oracle or Vocado, that could cause actual outcomes and results to be materially different from those projected, described, expressed or implied in this document due to a number of risks and uncertainties. Potential risks and uncertainties include, among others, the possibility that the anticipated synergies of the combined companies may not be achieved after closing, the combined operations may not be successfully integrated in a timely manner, if at all, general economic conditions in regions in which either company does business may deteriorate and/or Oracle or Vocado may be adversely affected by other economic, business, and/or competitive factors. Accordingly, no assurances can be given that any of the events anticipated by the forward-looking statements will transpire or occur, or if any of them do so, what impact they will have on the results of operations or financial condition of Oracle or Vocado. You are cautioned to not place undue reliance on forward-looking statements, which speak only as of the date of this document. Neither Oracle nor Vocado is under any duty to update any of the information in this document.

The Announcement

Oracle buys Vocado

- Adds the most advanced financial aid solution to Oracle Student Cloud
- The transaction has closed

About Vocado

- Vocado works with thousands of financial aid sources to optimize funding for any type of higher education learning model
- More than a decade of R&D invested in a solution to help students identify eligibility and obtain financing so they can achieve their academic goals
- Vocado integrates its financial aid solution with both cloud and on-premise Student Information Systems (SIS)

The addition of Vocado to Oracle Student Cloud creates the industry's most student-centric, innovative and complete solution for student lifecycle management

- Oracle Student Cloud is Oracle's next-generation, cloud-based SIS designed for all academic models across every stage of the modern student lifecycle
- Vocado adds the most advanced financial aid solution with a highly-automated and scalable platform
- Together, Oracle and Vocado offer institutions the most complete SaaS solution suite in higher education, including ERP, CX, HCM and SIS, to drive academic success

Financial Aid is Key to Enrollment and Student Success

80%
Of traditional undergraduate students receive financial aid

$120b
Awarded in US federal student aid every year

50%
Opt out of college due to cost and debt

47%
Unable to complete college due to inadequate financial resources

Sources:
https://nces.ed.gov/programs/digest/d16/tables/dt16_331.20.asp
https://studentaid.ed.gov/sa/about
Consumer Affairs.com October 2017, pulling from National Student Clearinghouse
http://learn.ruffalonl.com/rs/395-EOG-977/images/2016NationalReport_FreshmanMotivationstoCompleteCollege.pdf

Yet Managing its Complexities Challenges All Institutions

Complex Policies
Financial aid regulations are amended annually and have far-reaching impact

Compliance
Escalated financial risk associated with increasingly complex regulatory environment

Legacy Technology
Existing software has not evolved with regulatory complexity and education models

Change management is costly due to significant manual efforts

Staff devoted to administer financial aid programs vs. advising students

Cost of compliance for institutions is $27 billion a year in the US alone

Challenges for Institutions

Challenges for Students

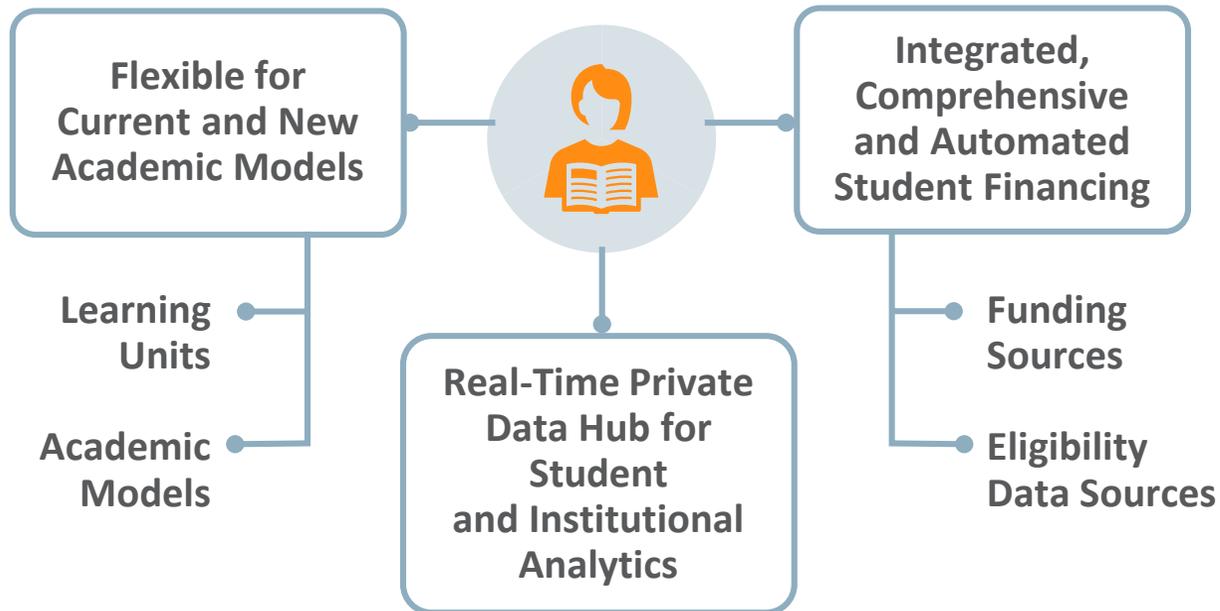Student satisfaction and outcomes suffer from opaque rules

No visibility into how changing academic schedules impact aid

Students not leveraging all available financial aid funding sources

Vocado: The Industry's Most Advanced Financial Aid Solution

Vocado Cloud

- Flexible for Current and New Academic Models
  - Learning Units
  - Academic Models
- Real-Time Private Data Hub for Student and Institutional Analytics
- Integrated, Comprehensive and Automated Student Financing
  - Funding Sources
  - Eligibility Data Sources

Student-Centric
- Manages students individually, automatically and in real time
- 50% increase in responsible borrowing by students

Flexible Model
- Extensible to new and existing learning models

Extreme Automation
- 85% minimum automation rate for aid processing, award packaging, disbursement, credit balance and refunds

Compliant
- Consistent application of Department of Education rules, eliminating human bias and fraud risk
- Real-time synchronization with government systems

Case Study: Vocado Delivers Significant Efficiency Gains and Increases Student Engagement for a Leading University

A Leading University

Challenges

Implement a business process management workflow engine to address improvements in accuracy, operational efficiency and student outcomes

Vocado Solution

- Live with 100,000+ students
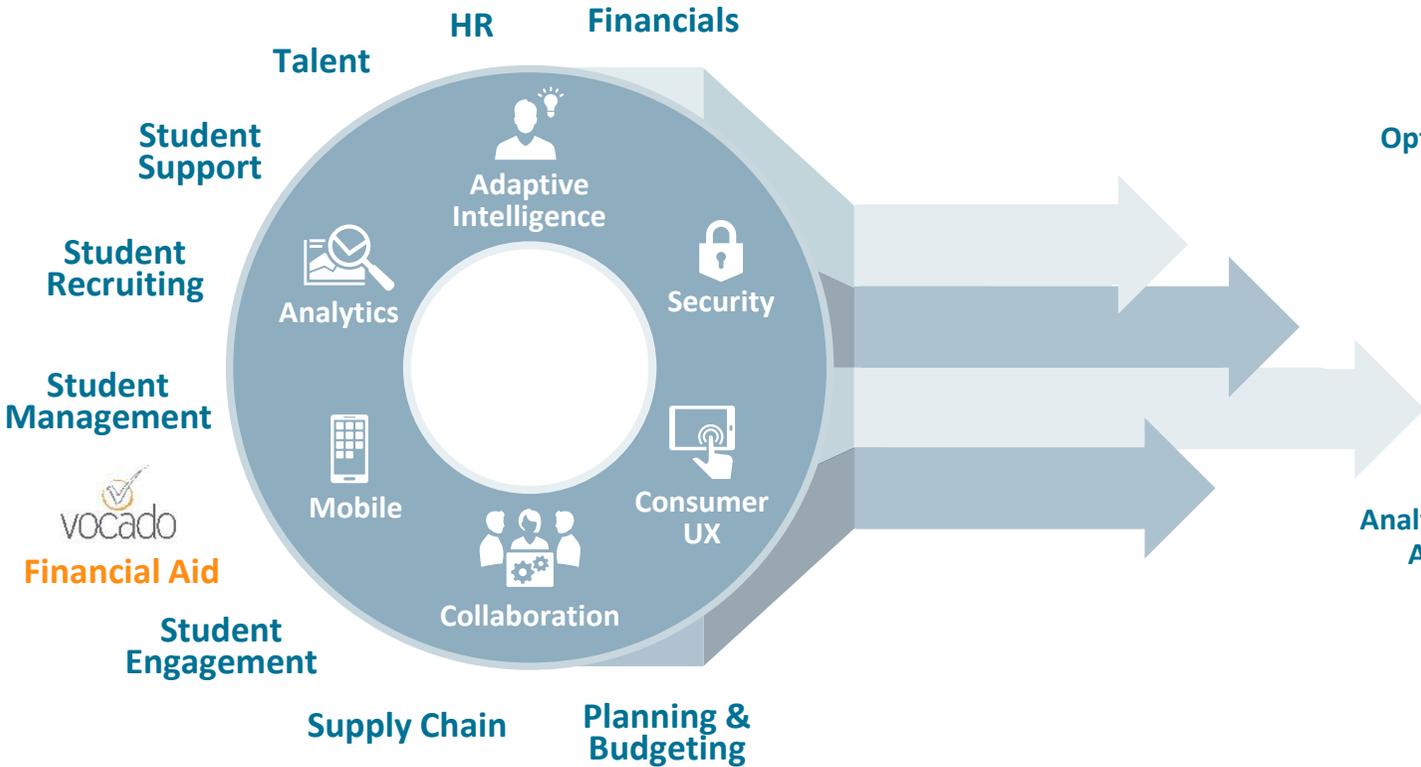- 250K financial aid edge scenarios tested and verified

Benefits

- 93% reduction in overall processing time per student since go-live
- Creates rich data-set linking student behaviors to improvements in student outcomes
- Allows staff to focus on student advisory vs. manual administration workloads
- Reduced disbursement time by 65%
- 24% financial aid-related improvement in student satisfaction survey (NPS)

Oracle + Vocado: Innovating the Student Journey

Oracle Higher Ed Foundation

Oracle Student Cloud

Flexible architecture | common platform | intuitive interface | powerful communication and AI