

Oracle Cloud Observability and Management Platform Launch

Quote Sheet - October 6, 2020

Customers

Kingold Group

*“With Oracle’s Observability and Management solution we can resolve 95% of critical issues before users are impacted. Our developers are also able to identify code level performance issues 10 times faster.” – **Steven Chang**, CIO, Kingold Group*

Lone Star College

*“At Lone Star College we are proud to be ranked the #1 college in the nation for online student enrollment. Our PeopleSoft Campus solutions and related applications service over 87,000 students across 7 colleges, 2 university centers and 10 additional centers. During the pandemic, we are asking our admissions staff to manage an unprecedented number of schedule changes in very short windows. We improved our student’s experience by reducing performance glitches by 90%, and lowered our effort and costs using Oracle’s Observability and Management solution. We are excited to use the single pane of glass capabilities for better observability across our data centers and cloud environments.” – **Longin Gogu**, Associate Vice Chancellor, Enterprise Applications, Lone Star College*

Promata

*“The availability and provision of timely, accurate insights is vital for any business. We are using Oracle’s Observability and Management solution’s embedded machine learning to cut troubleshooting times and the risk of application downtime by 50%. With the expanded capabilities, we will be able to reduce costs by eliminating unnecessary observability tools.” – **Michael Wolf**, CEO, Promata*

Safexpress

*“Safexpress resolves performance issues in minutes rather than days and supports non-stop Logistics Operations with Oracle Observability & Management solution.” – **Sanjay Bakhshi**, Senior Program Manager, Safexpress*

Drop Tank

*“Drop Tank is a leading loyalty technology and rewards company. We are using Oracle technology to automate monitoring and management of loyalty applications for gas station operators. By removing the old manual processes for monitoring and performance management, we can focus on innovation that drive growth and create powerful partnerships with gas station operators. As we move more critical applications to Oracle Cloud, we are excited to use Oracle’s latest Observability and Management solution to gain visibility and insights across our cloud and on-premises environments, driving growth and expanding partnerships.” – **Timothy Miller**, CTO, Drop Tank*

Integra LifeSciences

*“Our multi-tier application stack of 150 compute nodes, Autonomous Database, Exadata and E-Business Suite is operated by a team of just 10 DevOps engineers. Oracle Cloud Infrastructure has made it easy and efficient to observe and manage resources through telemetry, logging, alerting, and automation.” – **Peter Gawroniak**, Sr. Director of Global Infrastructure, Integra LifeSciences*

Green

*“We onboarded over 25TB of data to Oracle Cloud in just one month. Compatibility with open source tools like Grafana, Zabbix, and the Cloud Native ecosystem helps us resolve issues quickly and release software 2x faster.” – **Genilson Cavalcante**, CEO, Green*

Partners

Grafana

*“Now there’s another reason for developers to adopt Grafana. We’re excited to announce two Grafana certified plugins for Oracle Cloud Infrastructure, making it easier for our customers to gain end-to-end visibility of any application, database, and infrastructure on OCI—in addition to other environments.” – **Anthony Woods**, CTO, Grafana*

PagerDuty

*“Adopting DevOps just got easier. Oracle Cloud Infrastructure’s one-click integration with PagerDuty allows customers to leverage their existing investments in incident management. With this capability, customers can easily configure, manage, and receive critical, real-time alerts for their OCI infrastructure and workloads.” – **Steve Gross**, Sr. Director, Strategic Ecosystem Development, PagerDuty*

Twilio

*“SMS messaging from Twilio provides connectivity to over 180 countries. Using this capability on OCI, customers can reach their global, distributed workforce easily while keeping costs low.” – **Ott Kaukver**, CTO, Twilio*

Wipro

*“We have helped several companies migrate their Oracle Applications environments to Oracle Cloud Infrastructure and we continue to help our customers to make strategic decisions on managing critical data and applications on-premises. Oracle’s integrated Observability and Management solution is a game changer for removing barriers for future migrations and managing workloads in the Cloud and on-premises.” – **Sankar Venkatraman**, Vice President & Global Head, Oracle Service Line, Wipro*

Capgemini

“We use Oracle’s Observability and Management solution for automated network traffic log monitoring and alerting. The single pane for analyzing all logs has proven to be invaluable for

quickly figuring out the root-cause and impact of network issues." – **Jason Lester**, Managing Consultant, Capgemini

Mythics

"Mythics is an award-winning Oracle partner with experience successfully migrating many customers to Oracle's 2nd Generation Cloud. With the addition of enhanced Observability and Management solutions available as native services, customers will now realize unparalleled cost and performance benefits for applications running in the cloud and in their data centers." – **Erik Benner**, Vice President, Mythics

Bridge Consulting | Kirey Group

"Our customer-centric business relies on Oracle's Observability and Management solution to deliver exceptional user experience by using a single pane of glass to trace application performance and drill down to root cause of the problem 20% faster." – **Marco Bettini**, CEO and Managing Partner, Bridge Consulting | Kirey Group

Analysts

Enterprise Strategy Group

"Modern IT environments are highly distributed, with applications being hosted on hybrid clouds, both on- and off-premises. The resulting complexity often exceeds human capacity to effectively manage and troubleshoot problems using traditional, siloed tools. Oracle's Observability and Management platform enables organizations to enjoy a level of "arms wrapped around everything" control, based upon its single source of truth and comprehensive visibility." – **Mark Peters**, ESG Principal Analyst & Practice Director

Constellation Research

"With the release of the new Observability and Management solution, Oracle delivers another industry first. This end-to-end approach for on-premises and multi-cloud management not only clearly benefits customers, but also provides an open platform for partners to plug-in their offerings. The integrations with Grafana, PagerDuty and Slack and support for standards from the Cloud-Native Computing Foundation such as CloudEvents and OpenTracing demonstrate Oracle's commitment to interoperability." – **Holger Mueller**, Vice President & Principal Analyst, Constellation Research

DS Consulting

"By providing an integrated, end-to-end view across on-prem and multi-cloud ecosystems, Oracle's Observability and Management cloud service has several clear advantages over AWS and Microsoft Azure. Their tools are limited to their ecosystems forcing their customers to waste countless person hours integrating, customizing, maintaining, supporting and troubleshooting multiple application and infrastructure monitoring tools from different vendors. Oracle customers avoid all those headaches." – **Marc Staimer**, President, DS Consulting

Wikibon

*“Oracle’s ‘Observability and Management’ platform aims to turn DevOps from an aspiration to a reality. This platform is an open toolset to collect data on end-user interactions, application and database metrics, and infrastructure telemetry. The Oracle holistic analysis provides operations with top-down visibility and delivers ML-based performance insights for solving complex IT problems. The platform also helps developers with insights from infrastructure as code in cloud-native and traditional environments, helping them to spend less time debugging code, and hence improving application performance and reliability. Oracle is aiming high on a journey to provide multi-cloud seamless visibility across Oracle Cloud, third-party clouds, and on-premises environments.” – **David Foyer**, CTO, Wikibon*