

Modern Cloud Day 2019 - Paris

Oracle Cloud Infrastructure, le cloud de 2^{ème} génération : différentiateurs et cas d'usage

Lionel Dubreuil

Director, EMEA Oracle Cloud Infrastructure Business Development

lionel.dubreuil@oracle.com | @LionelDubreuil

November 19, 2019



Safe harbor statement

The following is intended to outline our general product direction. It is intended for information purposes only, and may not be incorporated into any contract. It is not a commitment to deliver any material, code, or functionality, and should not be relied upon in making purchasing decisions.

The development, release, timing, and pricing of any features or functionality described for Oracle's products may change and remains at the sole discretion of Oracle Corporation.

Program agenda

- 1 Oracle Cloud Infrastructure (OCI) Overview
- 2 OCI Key Differentiators
- 3 OCI Innovations
- 4 OCI Use Cases with Customer Examples
- 5 Summary

Run your mission-critical, enterprise portfolio

- Retained what's good in Gen 1 clouds, but improved it
- Cloud for Enterprise: Security & Performance
- Makes transition to cloud easier without forcing customers to rewrite apps
- Bring your present, build your future

First Generation Cloud

Elastic resources

Pay for what you use

High scale

Self-service

Easy to use



Oracle Cloud

Superior performance

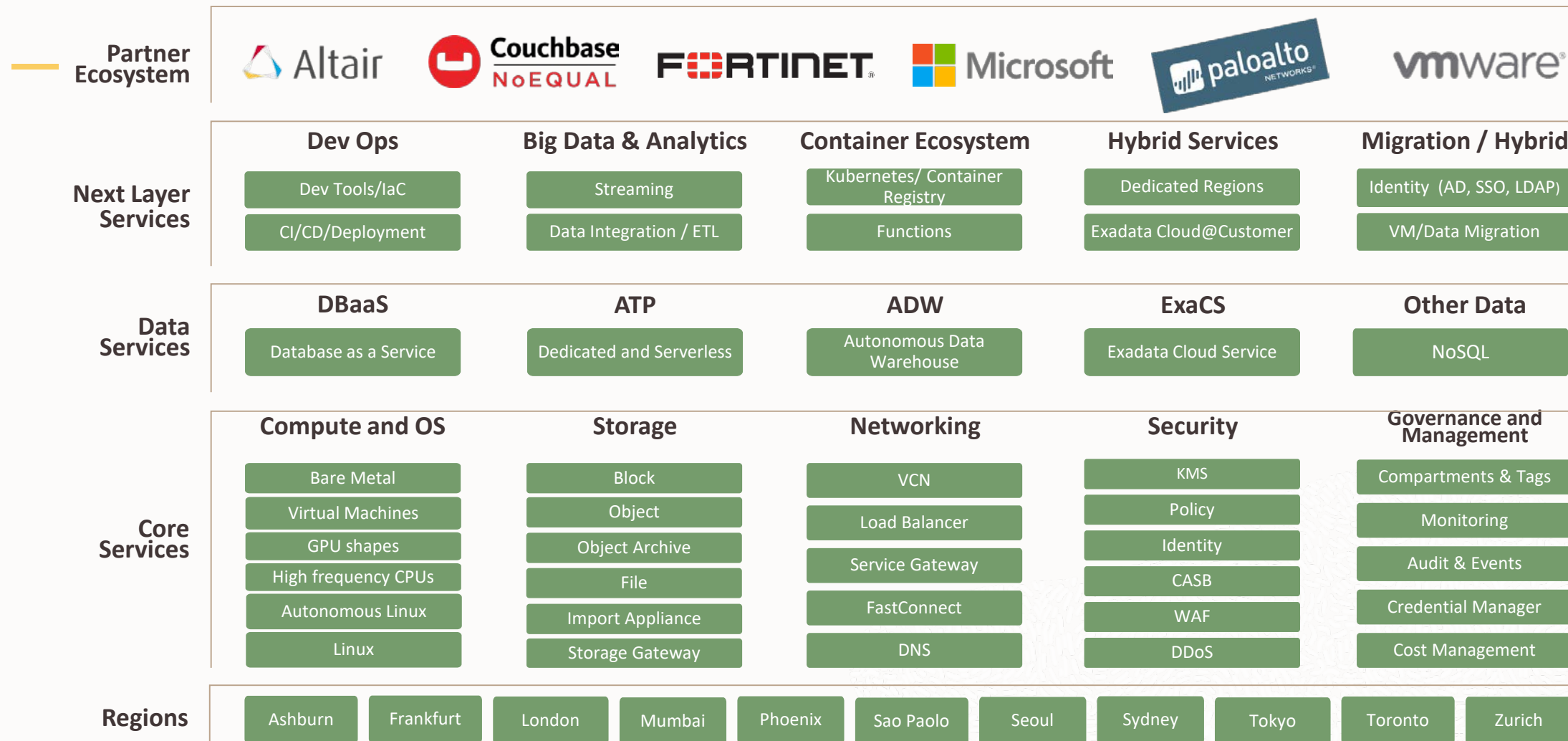
Superior economics

Enterprise expertise

Security first

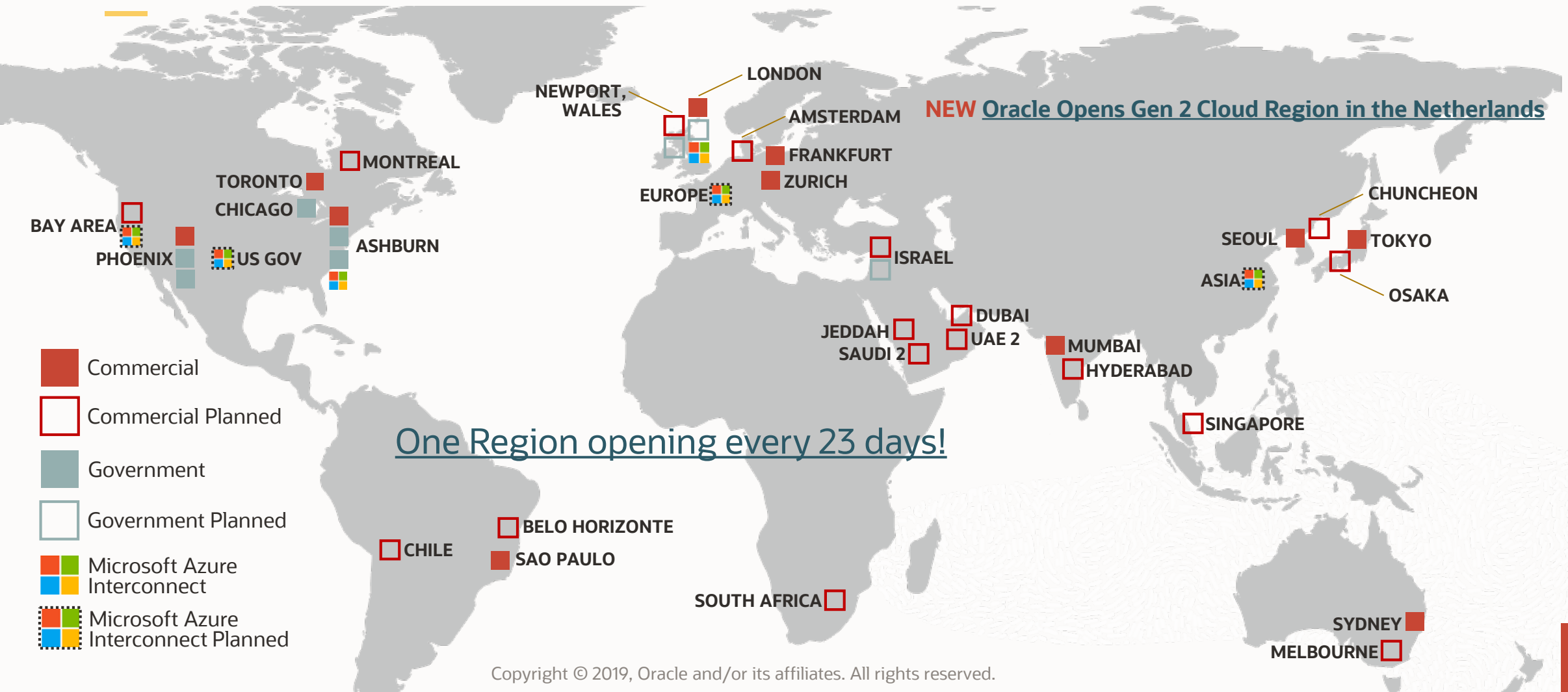
Open ecosystem

The Complete, No-Compromise Cloud Built for Enterprise



Oracle Cloud Infrastructure Global Footprint

September 2019: 16 Regions Live, 20 Planned



Key Differentiators: Oracle Cloud is designed for enterprise workloads



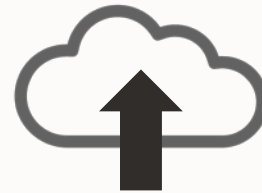
Superior Performance

- Faster components than other clouds, on par with on-premises: Bare metal, VMs, GPUs, local storage, block storage, database
- More available network bandwidth between components
- First RDMA cluster offering 1.5 microsecond latency in the cloud



Superior Economics

- Each component is less expensive than other clouds
- Overall solutions have 30-50% lower 5-year TCO than AWS or on-prem
- Universal Credits: enables future-proof choice across infrastructure and platform services



Enterprise Expertise

- Regions reimagined for Enterprises
- Lift and Improve: Run the same software as on-premises
- Fastest, most comprehensive Oracle Database options
- Comprehensive SLAs for availability, performance, and management
- Single vendor for support across cloud infrastructure and SaaS



Security First

- Zero Trust Architecture
 - Using Off box virtualization, Oracle can't see customer data, Customers can't see Oracle management code.
 - Oracle uses custom hardware to guarantee clean resources for each customer
- Oracle Database has Data Safe and OS security (Autonomous Linux)
- Maximum Security Zones
 - Preconfigured mandatory security best practices for critical production workloads, which helps eliminate customer misconfiguration



Open Ecosystem

- You can run Oracle everywhere, but you can't run Aurora anywhere but AWS
- Oracle embraces de-facto standards so customers have lower overhead and costs for orchestration (Terraform, Kubernetes), functions (Fn), streaming (Kafka), etc. Oracle works with partners like Microsoft and VMware to enable simpler migration, lower risk, and fuller function cross-vendor applications
- Embrace industry standards like CloudEvents for functions

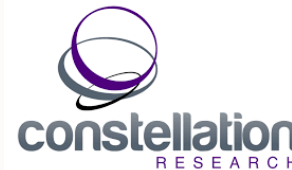
Key Differentiators: 3rd Party Reports



PIQUE SOLUTIONS

Workload Migration to the Cloud: Customer Experiences with Oracle Cloud and AWS

Performance | Costs



Next-Gen Computing: The Enterprise Computing Model for the 2020s

TCO | Completeness



StorageReview

Oracle Cloud Infrastructure Compute Bare Metal Instances Review

Performance



AVM Consulting

Choosing the Right Cloud Service Provider for 2018: Things to Consider

Performance | Cheapest Pricing

The logo for RedMonk, featuring a red circular icon with a white stylized 'R' shape inside, followed by the word "RedMonk" in a bold, red, sans-serif font.

IaaS Pricing Patterns and Trends 2018

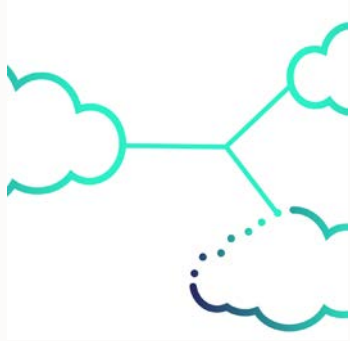
Cheapest Pricing

The logo for DAO Research, featuring a blue stylized 'D' icon followed by the letters "AO" in a large, blue, sans-serif font, with "RESEARCH" in a smaller font below it.

Next-Generation Cloud Delivers Enterprise Scale

Enterprise | Performance | Completeness

Oracle Cloud Infrastructure Innovations



Multi Cloud



Autonomous Database



True Serverless & Elastic Cloud



Security



Innovation #1: Multi-Cloud



A True Multi-Cloud Promise for Enterprise

Leverage existing investments in Oracle and Microsoft technology to accelerate lift-and-shift to public cloud

Connect best-in-class cloud services across both companies to modernize your custom applications

New expanded Regions to run your global applications and services

Available Ashburn (Virginia, US)

Available London

Coming Soon: US West, Government, Asia, and Europe regions



The Partnership: Improving the experience of joint customers

A new product: Oracle Cloud VMware Solution

Seamlessly migrate and extend VMware fleet to Oracle Cloud

A familiar experience with full configurability and management

Oracle joins VMware Cloud Provider Program

Oracle Cloud VMware Solution will be sold by Oracle and Oracle partners

Oracle will provide support for VMware on Oracle Cloud Infrastructure

Oracle will also support Oracle applications deployed on VMware elsewhere



More info: [Blog Article](#)





Innovation #2: Autonomous Database



**NEW Always Free** **Free Trial**

Small free shapes available as long as you want to use them

\$300 free credits for 30 days

Always Free includes 2
ADB & OCI services: 2
VM compute, storage...

Autonomous Data Warehouse (ADW)

Best for all Analytic Workloads:

- Data Warehouse, Data Mart
- Data Lake, Machine Learning

Autonomous Transaction Processing (ATP)

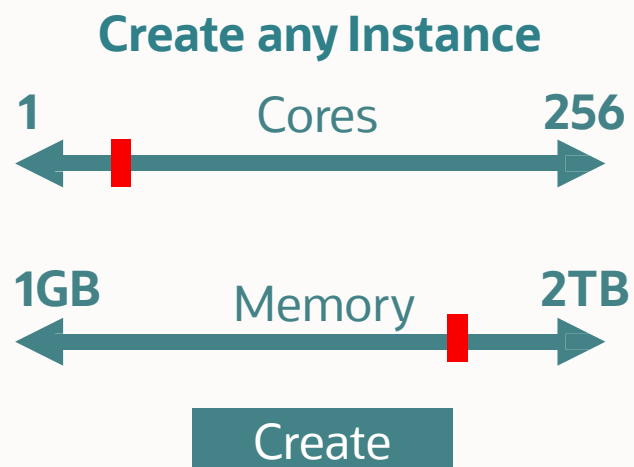
Best for TP and Mixed Workloads:

- Transactions, Batch, Reporting, IoT
- Application Dev, Machine Learning



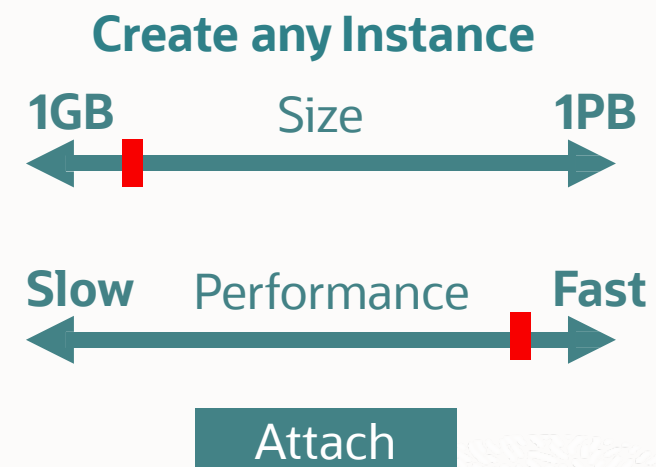
Innovation #3: True Cost Flexibility with Serverless and Elastic Cloud

OCI Next Gen Compute Platform



- ✓ **True Flexibility**
Pick exactly the number of cores and memory you need based on your workloads
- ✓ **True Elasticity**
Autonomously scale cores based on application needs
- ✓ **True Availability**
Never go down even when auto-scaling cores

OCI Next Gen Storage Platform



- ✓ **True Flexibility & Elasticity**
Pick the exact amount of storage to attach to your instance and simply scale up when you need
- ✓ **Performance On-Demand**
Choose to pay for peak performance or optimize for cost
- ✓ **Always Available**
Never go down even when scaling.
Zero-downtime. Period.



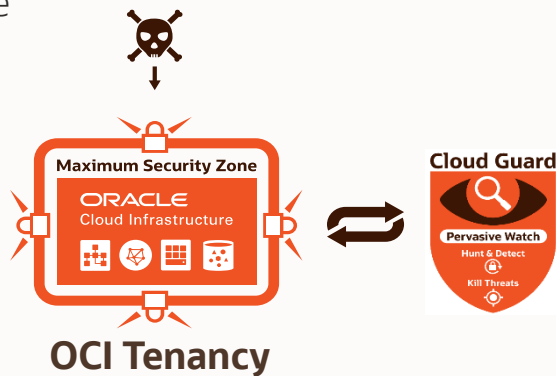


Innovation #4: Security

More info: [Press Release](#)

Security Automation

- Key concepts: risk reduction, security posture management, security made easy
- Major announcements:
 - Cloud Guard
 - Maximum Security Zones
 - OS Management Service
 - Data Safe



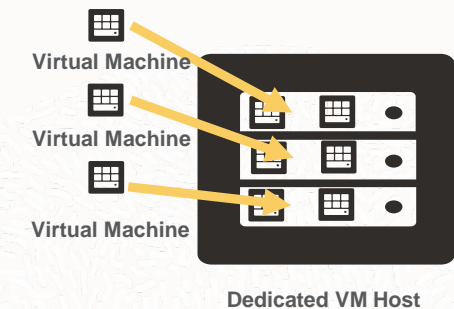
Security Analytics

- Key concepts: cloud-native, cloud SOC, big data
- Major announcements:
 - Logging Service
 - Flow Logs
 - Aggregation, correlation of security events
 - Splunk plug-in



Isolation & Control

- Key concepts: increased isolation, intrinsic controls
- Major announcements:
 - Dedicated VM Hosts
 - Autonomous DB Dedicated



Use Cases: Supports Workloads from Traditional to Modern



Oracle Enterprise
Applications

ORACLE®
Applications

ORACLE®
Siebel

ORACLE®
Hyperion

ORACLE®
E-Business Suite

ORACLE®
JD Edwards

ORACLE®
PeopleSoft



Custom and ISV Apps
On Oracle Database

ORACLE®
Database



Performance
Intensive Workloads



[BIG]
COMPUTE



Cloud Native
Applications



kubernetes



Use Cases: Benefits of moving workloads to Oracle Cloud

Customer	Workload	Benefit
TruGreen	JDE Edwards	4 – 5X Faster Performance
PhiBro	JDE Edwards	97% Lower Cost to Scale
Darling Ingredients	E-Business Suite	Doubled Reporting Performance
Murad	E-Business Suite	20-30% Performance Improvement
Maritz	E-Business Suite	10 Minute Processing vs 2 hours
Care	PeopleSoft	90% Time Savings to Production
Covanta	PeopleSoft	Faster Changes and WAF Protection
AllianceData	PeopleSoft	\$1 Million Savings
OceanX	Marketing Cloud	10X Performance Improvement
CERN OpenLab	WebLogic	2 Minutes to Deploy
Cisco	Cisco Tetration Analytics	15X Performance Increase

Use Cases: Oracle Applications Customers Examples



- Media & Entertainment
- France

- Upgraded to the latest version of **E-Business Suite** on OCI
- Business gains offered by OCI for moving not only the EBS system but also complementary systems such as **business intelligence, data warehousing, and 3rd party applications**, in the future



- Retail
- USA

- Oracle workloads (**EBS, HYP, Retail, DB, WLS**)
- Non-Oracle workloads (**Manhattan, Pivotal**)
- **Container** Platform for net new applications
- **Azure** & OCI customer
- **OOW2019 speaker**

Murad • Life Sciences
• USA

- Prestige skincare line saves **30%** by moving **E-Business Suite, Demantra** and **OBIEE** to Oracle Cloud
- **20-30%** improvement in performance
- EBS reports that used to take 15-20 mns to run now take 5 mns



- Retail
- USA

- 1,000 cores of **compute and Exadata CS**
- Parent company operates and licenses 68,000 stores in 17 countries
- Disaster Recovery in the Cloud on Compute & ExaCS
- Applications: **E-Business Suite, Oracle Retail, Hyperion DRM, Oracle PLM, OBIEE, ODI**



- Oil & Gas
- Norway

- Circle K is Changing the Fuel Retail Industry with Oracle Cloud
- Migration to **OCI & ExaCS**
- **JDE** Upgrade 9.2
- **OOW2019 speaker**



- Utilities
- USA

- Moved **PeopleSoft** to Oracle Cloud to achieve faster performance, greater scalability and lower management costs for finance, SCM and procurement
- Fully migrated development, QA and production in less than 2 months

Tupperware • Industrial Manufacturing
• USA

- Tupperware migrated JD Edwards to the cloud
- Migrated **Oracle Database and JD Edwards** workloads globally
- Oracle Cloud Infrastructure Database for performance and availability



- Healthcare Australia

- National Pharmacies consolidated multiple order management systems to **JDE on OCI** without disruption
- 80% of IT budget is spent on innovation for better patient outcomes
- Empower staff and members with real-time account and inventory views in **Oracle Autonomous Transaction Processing, Mobile, and Integration Cloud**

Use Cases: Custom Applications & ISV Customers Examples



- ISV
- UK

- Cloud-based SaaS **Manufacturing** Execution System on OCI & ATP
- Used **ATP** for flexibility to scale up or down highly available database in seconds
- **600%** performance improvement with **Azure Interconnect**
- **60%** improvement in productivity



- ISV
- UK

- Cloud Enabled **Insurance** Solution: INSIS, an **insurance ERP/policy administration system on OCI**
- Innovate & Connect to chat & voice control using **Oracle Digital Assistant**



- Utilities
- Netherlands

- Improved custom DWH and billing from ExaOP to OCI + ExaCS
- Currently moving **SAP**
- **OOW2019 speaker**



- Education & Research
- Switzerland

- Deploy **WebLogic** clusters in Oracle Container Engine for **Kubernetes**
- Time to deploy a cluster: ½ day to 2 mn
- **ADW** improves performance and efficiency for IoT data retrieval
- Predict and prevent faults by using **Oracle Analytics Cloud and Big Data**
- **OOW2019 speaker**



- ISV
- Germany

- Monitoring of Manufacturing Plants
- Oracle **APEX** on OCI
- Expediting development and testing time by approximately **50% to 75%**
- **30% IOPS** performance improvement over AWS and Azure



- ISV
- Belgium

- Supply chain as a service
- **WebLogic** on OCI
- Next step: Weblogic on Oracle Container Engine for Kubernetes



- ISV
- France

- **Doubled performance** vs. on premise for custom installation on AWS VM
- Reduced cost by **25%** with Universal credit with scalability on demand
- **OOW2018 speaker**



- Public Sector
- France

- Large French government agency (CNAF) launches a new public project on OCI
- Deploying new **social benefit project** on OCI reaching **30 million citizens**
- Migrating additional workloads from on-premises
- Exploring big data workloads

Why Oracle Cloud Infrastructure: Summary

Price | Performance Advantage



Oracle Cloud Infrastructure Up to 5x faster than AWS

Enterprise SLAs

Availability, Manageability & Performance



Autonomous Data Management

Cut administrative costs by up to 80%



Security



Comprehensive Data & Access Controls, Monitoring & Auditing



Deployment Flexibility

Oracle Cloud Infrastructure & Oracle Cloud @ Customer



Engineered Systems

On-Premises and Prop Hosting
On ramp to the Cloud



Enterprise Customer Base

#1 Enterprise SaaS business
80M daily users, 61B transactions



Ease of Purchase

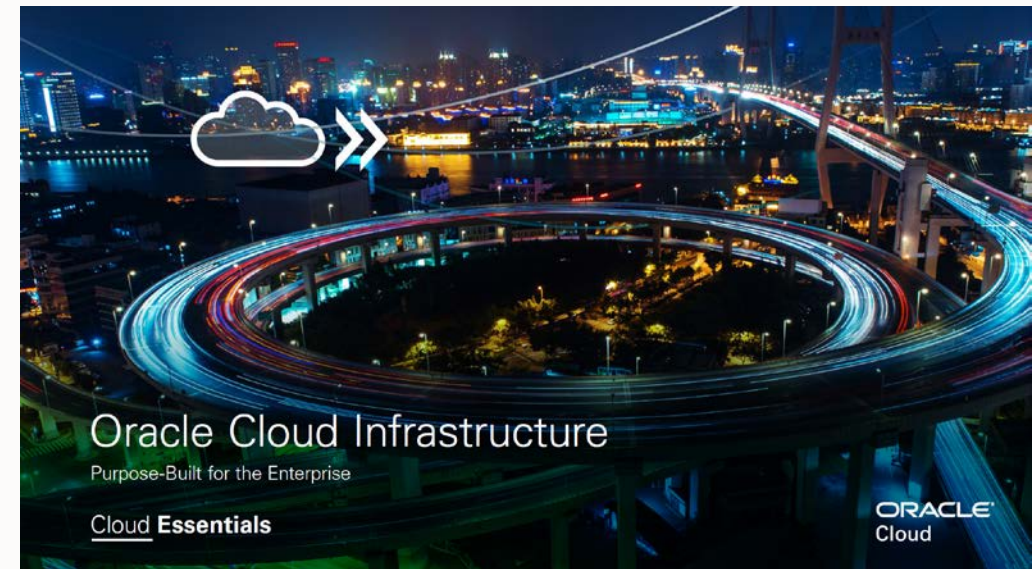
Universal Credits, BYOL

Why Oracle Cloud Infrastructure: more information...

- [Top 10 Reasons to Adopt Oracle Cloud](#)



- [Oracle Cloud Infrastructure: Purpose-Built for the Enterprise - Cloud Essentials](#)



Lionel Dubreuil

Director, EMEA Oracle Cloud Infrastructure
Business Development





ORACLE