



Customers Case Studies

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Regionalny Dyrektor Sprzedaży,
Oracle Cloud, Polska i Ukraina



Autonomous Database on the market

“We continue to **gain overall database market share** as we migrate our database users to the cloud. In the quarter, we added **over 5000 new autonomous database trials** in our Gen2 public cloud. Our new Gen2 cloud infrastructure offers customers a compelling array of advanced technology features, including our self driving database that automatically encrypts all your data, backs itself up, tunes itself, upgrades itself and automatically patches itself when a security threat is detected. It says all of this autonomously, well running without the need for any human intervention and without the need for any downtime. **No other cloud infrastructure provides anything close to these autonomous features.**”

- Larry Ellison (June 19, 2019)

Adoption of Autonomous Database –

Example Oracle Autonomous DB Customers



“The **Autonomous Data Warehouse Cloud** will allow Hertz to reduce costs and re-invest savings into improving our customer service and rewarding our customers”

**Benjamin Arnulf, Director, BI & Analytics,
Hertz**



“We are at the dawn of the intelligent, autonomous age and having a **self-driving database** is a natural progression. Freeing DBAs from the basic operational nuances of running a database is of tremendous value. I feel that **autonomous databases** will become ubiquitous in the future”

**Clark A. Kho , Senior Technology Architect,
Accenture**

Data-driven targeted marketing firm

Services in deep level research, analytics, digital execution

Specializing in customer acquisition and CRM programs



“Autonomous Data Warehouse Cloud will help us roll out a data management platform that our data analysts and data scientists can build themselves and use themselves, without involving any of our IT resources”

Jerry Gearding, CTO, DX Marketing

Aker BP is a fully-fledged E&P company with exploration, development and production activities on the Norwegian Continental Shelf.

Aker BP is one of the largest independent oil companies in Europe.



“The flexibility of **Autonomous Data Warehouse Cloud** in terms of delivering instantaneous, fully elastic scalability is truly outstanding and unique in the market.”

**Erik Dvergnes – Architect,
Aker BP**



MINNESOTA STATE

Minnesota State - Minnesota State Colleges and Universities)

5th Largest Higher Education System in the US

Over 3,700 academic programs

Nearly 400,000 students annually



“We've found that the **Autonomous Data Warehouse Cloud** is very easy to use, very easy to load data, and the performance has been amazing”

***Miles Oustad, Data Integration Team Manager,
Minnesota State***



QMP - Dallas based healthcare holdings company specializing in ancillary service management e.g lab management and testing

Sensa Analytics – technology company offering cloud based solutions for healthcare management and operations



“When you're dealing with human lives, time is everything. Having **Autonomous Data Warehouse Cloud** automatically tune and manage itself with no downtime means faster response times and quicker decisions - that's critical for us and our patients”

Michael Morales, CEO, QMP Health





VTB PJSC is second largest bank in Russia

80 000 employees / 40 million clients

327 cities / 20 countries

15000 ATM / 106 000 POS



“Technologies like **Autonomous Data Warehouse Cloud** dramatically simplify the lives of sysadmins making science fiction a reality”

Alexander Khokhlov, Head of IT Division

Autonomous: added 262 new Stories in the last quarter

Industries



Automotive



Chemical



Consumer
Packaged Goods



Education and
Research



Engineering and
Construction



Financial Services



Generic



Healthcare



High Tech



Industrial
Manufacturing



Insurance



Professional
Services



Public Sector



Retail



Telecommunicatio
ns



Travel and
Transportation



Utilities



Wholesale /
Distribution

Oracle Innovation Platform for Polish Customers

Enabling innovations at speed

Fully automated cloud-based platform, which allows Companies to:

- Drive new revenue by experimenting and launching new offerings at speed,
- Enable co-innovation with partners and startups,
- Create pre-built environments for startups and internal innovations,
- Innovate with minimal engagement of IT,
- Start small and scale up with success
- Autonomous Database with AI

Key features of the Innovation Platform

Fast

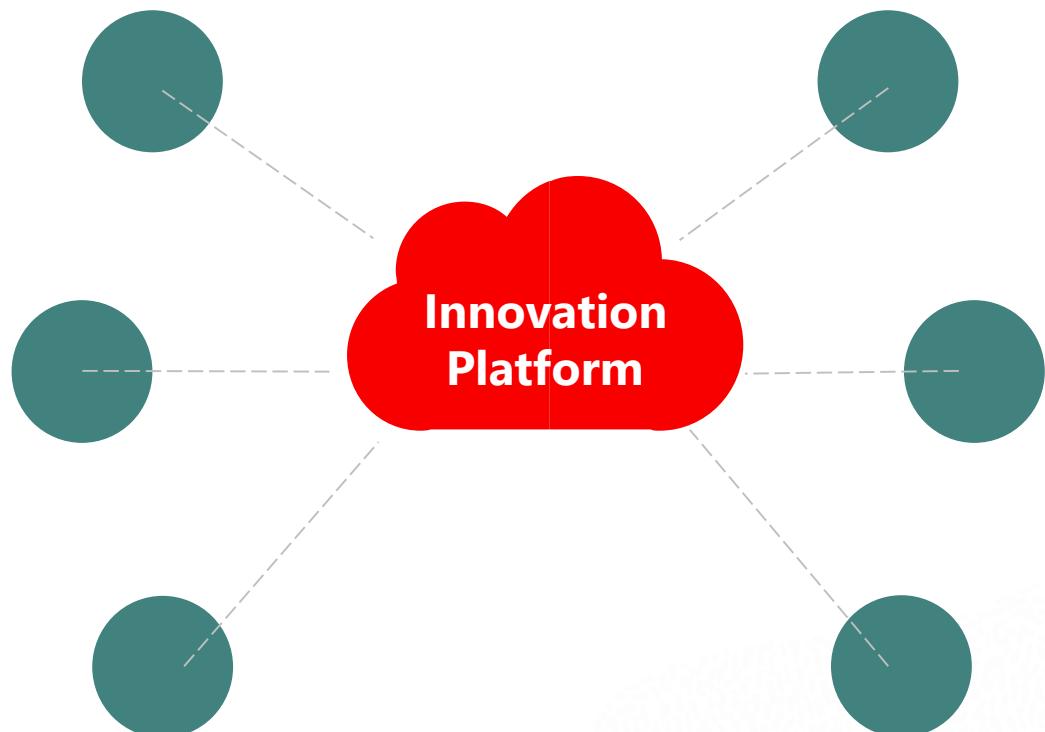
Experiment and launch new ideas at speed. Create and shut down environments in a matter of minutes. Minimum engagement on the IT side is required. Get started in days!

Automated

The platform is fully pre-configured, so everything is a few clicks away.

Scalable

Start wherever you want and scale up as your innovations grow. Pay per use model and automation reduces your operational costs.



Flexible

Engage startups on their own environments within the Platform. Build labs of your own. Combine work effects to get the most out of your innovations.

Auditable

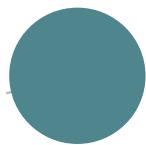
Track the costs of your environments and easily assess the ROI.

Secure

The Platform is completely separate from your main infrastructure. The Platform Operator controls what is happening in each of the environments.

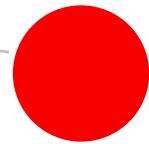


How to start with the Platform?



Startups & Labs

Choose the startups you want to engage. Think of Labs you will create to jumpstart employee innovation. Each Startup and lab will have their own environment.



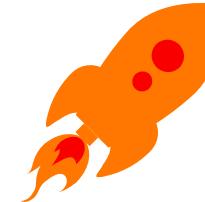
Toolboxes

Pick the tools your startups and labs will use and we will create Toolboxes for you to ensure full automation on your side.



Cloud Operator

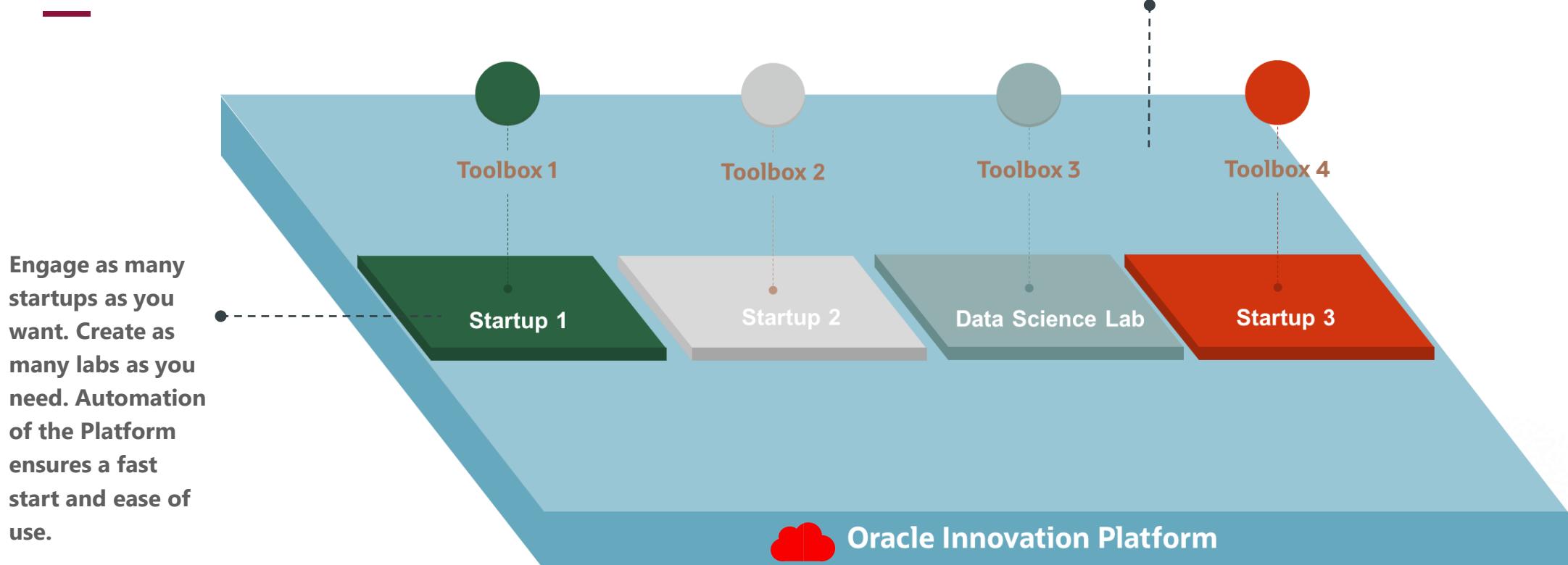
Pick a Cloud Operator. He will be able to create, monitor and shut down environments as well as pick toolboxes for them.



Quick launch

Start small and scale up with success! Implementation takes days not months.

Innovation Platform Architecture



„Toolboxes“ will be preconfigured for automation of the Operator's work. These „Toolboxes“ will include the newest Oracle technologies, i.e. Blockchain, AI, Analytics as well as Opensource technologies.

Engage startups and your own labs, to jumpstart employee innovation- all separate environments within one Innovation Platform.



Innovation Start pack- kick off

- 1) We start off with a **Business workshop**- we need to know any special requirements that you have and make sure the architecture is fitted to your Company;
- 2) We follow up with an **Innovation roadshow**- an introduction to innovative Oracle technologies possible in the Platform;
- 3) Together we define the **Scope of the implementation**- which elements are crucial to begin with, so that you start small and scale with success;