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Oracle Dedicated Region Cloud@Customer

Bringing the services, economics, and operations of Oracle's public cloud on-premises

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Solution Brief | Oracle Dedicated Region Cloud@Customer
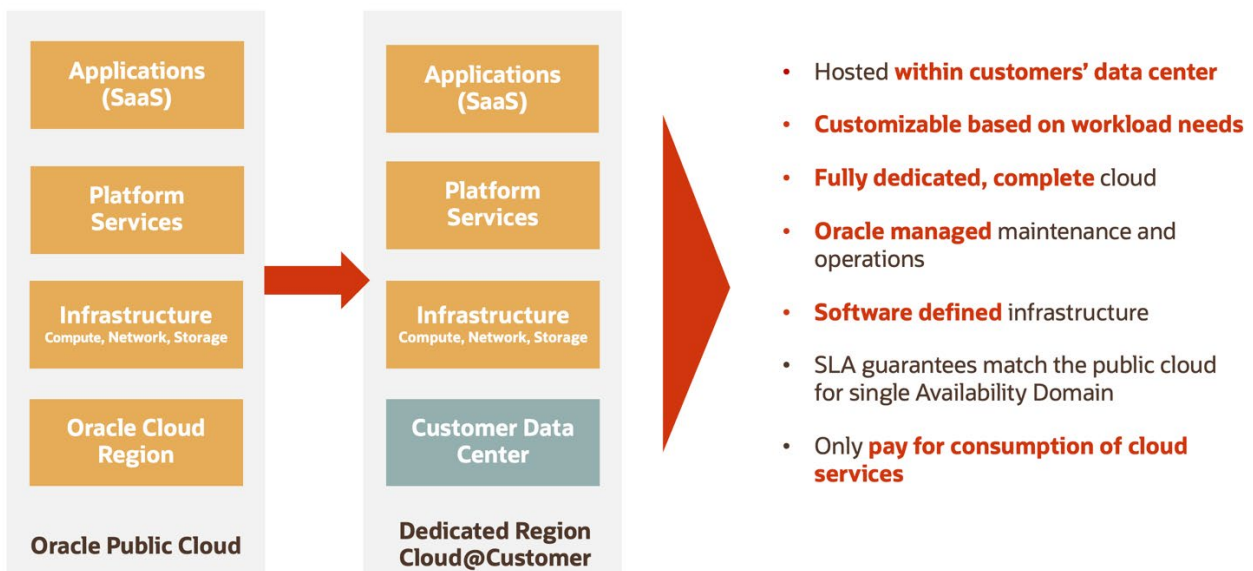
INTRODUCTION

Over the past several years, public cloud adoption has become mainstream as enterprises take advantage of the economics, scale, and agility the cloud has to offer. But customers continue to have workloads that run on-premises for compliance, regulatory, and performance-related reasons. These include customers primarily in the **financial services**, **healthcare**, and **insurance** industries, and **sovereign nations** that are legally obligated to host applications in their data centers. These customers want the benefits of cloud computing on-premises but are forced to invest in expensive technologies procured via multiple vendors, slowing the pace of innovation and increasing the operational burden of managing IT workloads.

Enterprises have found it costly and difficult to move to first-generation cloud infrastructure, because of the inherent mismatch between traditional application architectures and cloud architecture. For workloads that can't move to the public cloud, these challenges are magnified. Other cloud providers have been unable to deliver to customer expectations. Enterprises have access to only a small subset of cloud services on-premises, and that too with a limited set of features and capabilities compared to what's available in the public cloud. Oracle Dedicated Region Cloud@Customer brings the full capabilities of the public cloud and Oracle Fusion SaaS applications on-premises, so that enterprises can reduce infrastructure and operational costs, upgrade legacy applications on modern cloud services, and meet the most demanding regulatory, data residency, and latency requirements -- all with Oracle Cloud Infrastructure, which offers industry-leading price-performance and highest-levels of security.

Customers get the choice and flexibility to run all the Oracle Cloud Infrastructure second-generation cloud services in their data centers. With Dedicated Region Cloud@Customer, enterprises can easily consolidate mission-critical database systems, with applications that were previously deployed on expensive hardware on the highly available and secure Oracle Cloud Infrastructure - creating operational efficiencies and modernization opportunities. Customers can choose from all public cloud services available in the Oracle Cloud including Autonomous Database, Container Engine for Kubernetes, Bare Metal Servers, Exadata Cloud Service, and only pay for services they consume using the same predictable low pricing offered in our public regions.

Dedicated Region Cloud@Customer is designed to keep data and customer operations completely isolated from the internet – where the control plane and data plane operations remain on-premises – to help customers meet their most demanding compliance and latency requirements. With a fully-managed experience and access to new capabilities the moment they become available in the public cloud, Dedicated Region Cloud@Customer offers cloud-scale security, resiliency and scale and support for mission-critical workloads with the tools to incrementally modernize legacy workloads.

Oracle Public Cloud	Dedicated Region Cloud@Customer	
Applications (SaaS)	Applications (SaaS)	• Hosted **within customers' data center**
Platform Services	Platform Services	• **Customizable based on workload needs**
Infrastructure — Compute, Network, Storage	Infrastructure — Compute, Network, Storage	• **Fully dedicated, complete** cloud
Oracle Cloud Region	Customer Data Center	• **Oracle managed** maintenance and operations

- Hosted **within customers' data center**
- **Customizable based on workload needs**
- **Fully dedicated, complete** cloud
- **Oracle managed** maintenance and operations
- **Software defined** infrastructure
- SLA guarantees match the public cloud for single Availability Domain
- Only **pay for consumption of cloud services**

Challenges for customers

- Time-consuming and expensive to procure, install, and manage on-premises hardware and software
- Can't move certain workloads to the public cloud due to regulatory, latency, or data sovereignty requirements
- Other vendors only offer a few cloud services on-premises, with limited capabilities resulting in inefficiencies
- Companies must invest in duplicative tools to successfully operate both on-premises and public cloud workloads
- Must spend wastefully on additional IT resources on-premises to meet business goals
- Companies want to gain the benefits of public cloud but do not have a public cloud region in their country
- Some customers cannot use a multi-tenant architecture offered in pubic cloud

Benefits of Oracle Dedicated Region Cloud@Customer

- Bring ALL 50+ of Oracle's public cloud services and Autonomous Database on-premises to reduce the risk and cost of innovation
- Pay only for the services you consume
- Build a truly consistent development experience for all IaaS and PaaS by using the exact same tools, APIs, and SLAs available in Oracle's public cloud
- Run Oracle Fusion SaaS applications like ERP, HCM, SCM, and CX in your data center
- Retain full control of ALL data to meet the most demanding data privacy and latency requirements
- Deploy seamlessly between on-premises and public cloud without any compromises on functionality or development experience
- Consolidate workloads on a single cloud platform with Oracle-managed operations, so that you can focus on business priorities
- Reduce the costs of running on-premises workloads with Oracle Cloud Infrastructure's industry-leading price-performance and highest levels of security
- Access single-vendor cloud accountability and management for all cloud platform, database, and infrastructure

USE CASES

Run latency-sensitive applications with data locality requirements on a fully managed cloud region

Oracle manages infrastructure operations and availability, so that customers can focus on business innovation. Run 24/7 trading and exchange platforms at desired single-digit millisecond latencies. Deliver banking, payment processing, and risk management services to customers and financial clients from in-country locations to meet data locality requirements. Easily apply analytics and machine learning services to health management systems that need to remain on-premises due to data and latency processing requirements.

Consolidate legacy applications on high-performance cloud infrastructure that comes with SLAs and tools to modernize

Seamlessly lift and shift legacy workloads using any choice of Oracle Cloud services, such as Bare Metal Compute, VMs and GPUs, database services like Autonomous Database and Exadata Cloud Service, and container-based services like Container Engine for Kubernetes. Consolidate workloads on a single platform to dramatically improve total cost of ownership (TCO) without requiring re-architecture. Access a full set of development services like API Gateway and Events Service to incrementally modernize the stack in-place, reducing the risk and expense of adopting new technologies. Run legacy applications with Oracle's public cloud SLAs for availability, manageability, and performance, and bring cloud services closer to data and applications that won't move to the public cloud for several years.

Run an entire portfolio of IT workloads on a single-tenant, flexible cloud infrastructure

Oracle Dedicated Region Cloud@Customer enables customers - such as sovereign nations - to run all their IT services on a single-tenant cloud infrastructure with physical control of infrastructure and data to help meet the most demanding data sovereigntist requirements. Securely store and process data that needs to remain either on premises, in countries where there is no Oracle public region, or where a public cloud region is not an option.

HOW DEDICATED REGION CLOUD@CUSTOMER STACKS UP AGAINST ALTERNATIVES?

With AWS and Azure, customers get access to a limited number of services on-premises, and these services lack capabilities compared to what's available in AWS and Azure's public clouds. For example, AWS Outposts only offers a limited set of compute instances and block storage, and offers no access to AWS Lambda, Amazon Aurora, Amazon DynamoDB, or Amazon Redshift.

Contrast that with Oracle Dedicated Region Cloud@Customer, which offers ALL public cloud services, including all of Oracle's database products like Autonomous Database. This is with the performance, manageability, and availability SLAs offered in Oracle's public cloud. Moreover, with AWS Outposts, customers are asked to size workloads to physical rack counts, making workload mobility less flexible. Also, AWS Outposts racks are tied to "home" regions, which exposes customer metadata outside of the customers' datacenter – not to mention reducing availability to a select few geographies.

Competitive Analysis: Oracle vs. AWS vs. Azure

	ORACLE DEDICATED REGION CLOUD@CUSTOMER	AWS OUTPOSTS	AZURE STACK HUB
Number of Services	**Over 50 services.** ALL services offered in Oracle's second-generation public cloud regions.	**Under 5 services.** Limited set of compute and storage options.	**Under 10 services.** Azure Stack Hub supports a subset of Azure services.
Operations and SLA	Customers get new capabilities and security updates as Oracle makes them available in public regions. Oracle offers SLAs for availability, performance, and manageability.	AWS remotely manages Outposts but does not offer SLAs.	Not fully managed. Customers do NOT get new capabilities and security updates when available in Azure public regions.
Connectivity	• Fully self-contained region; meta-data and API operations remain local to the data center • Upon loss of connectivity API availability is NOT degraded • Simple FastConnect connection for LAN access to region.	• Meta-data and control-plane operations NOT local to the data center • Upon loss of connectivity API availability is degraded • Setup two link aggregation groups (LAG) and VLANs *on a per rack basis* for LAN access	• Disconnected with feature trade offs • Complex border, switch, DNS and firewall setup for LAN/outbound access
Economics	• Pay for what you use – purely OPEX • Oracle manages capacity at no additional cost, as long as customers meet their spend commitment.	• Pay by the rack • Capacity planning is customers' responsibility - purchase/replace racks	Pay for Azure Stack Hub services, and separately for OEM hardware. Pay for installation, upgrade and decommission.
Compliance Certifications	SOC 1, SOC 2, ISO 27001, and ISO 27017; Oracle implements controls set in the National Institute of Standards and Technology (NIST) 800-53 rev4 publication	None available	None available
Support	24/7 remote support as part of the consumption-based commitment.	Requires separate purchase of "Enterprise Support" for 24/7 remote support.	Contact Azure Stack Hub operator for support.

How Oracle Dedicated Region Cloud@Customer compares to AWS Outposts and Azure Stack Hub

GET STARTED

In summary, Oracle Dedicated Region Cloud@Customer offers cloud-scale security, resiliency, superior performance, and scale to support mission-critical workloads. It allows you to build modern applications in your data center at the same predictable low pricing offered in Oracle's public cloud regions. Meet the most demanding data residency or latency requirements while accessing the operational efficiencies, innovation opportunities, and economics of the public cloud.

Oracle brings its complete public cloud portfolio on-premises, starting from only $6M per year on a consumption-based commitment. No other cloud provider delivers a fully featured public cloud with all of its cloud services on-premises.

Dedicated Region Cloud@Customer complements Oracle's expanding public cloud region, so that customers can choose the right deployment model for their needs and seamlessly move between on-premises and public cloud workloads.

To learn more about Oracle Dedicated Region Cloud@Customer, visit:

https://www.oracle.com/cloud/cloud-at-customer/dedicated-region/

Want to learn more about Oracle's public cloud portfolio? You can try Oracle's modern cloud services for free at https://www.oracle.com/cloud/free/

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