Oracle Cloud Adoption - Agenda

- Why Oracle Consulting
- True Cloud Method reduce time, risk and cost
- Cloud Services Packs
- Oracle Consulting is here to be your partner
Oracle Cloud Adoption - Why Oracle Consulting?

- We have the full service portfolio to deploy SaaS, PaaS or IaaS
- We have method and tools to reduce risks and Time to Value

- We are fast, competitive and we never lose on price
- We understand Cloud, we can identify and address critical aspects proactively

- We are fully dedicated to your Oracle Cloud solution and will do all efforts for your success!
- With thousands of customers in EMEA, we bring in RO the knowledge for the new Oracle Cloud products
True Cloud Objectives
The best cloud experience for our Customers

Shared Goal
We have a shared goal for Success in your transition to the Cloud. Your success is our success

Faster and Cheaper
True Cloud delivery means Faster time to value for you

Reduce Complexity
By cutting through complexity, lowering the risk and providing a certain outcome

All to contribute to our common goal...
100% satisfied customers of Oracle Cloud in EMEA
True Cloud: Optimized delivery for the Oracle Cloud

Validation of pre-configured starting point

TCB = True Cloud Build

Confirm rather than design

Enhanced initial solution build

Accelerated materials to move from TCB to final solution

TCA = True Cloud Accelerators

Guided configuration decisions

Templates for accelerated configuration

Adoption of business processes and go-live

Adoption of final solution

Verify rather than test

Fast track to final solution

TCM - True Cloud Method...confirm and configure, rather than design and develop
**True Cloud:** Customer Benefits

- **Practical:** For customers to achieve business goals
- **Complete:** Cloud adoption throughout your enterprise
- **Flexible:** Coexistence, integration and PaaS from phase 2

- **Lower cost**
- **Faster Time to Value**
- **Certain Outcome**
- **Leverage Experience**
- **Lower Risk**

TCM
Best in class solutions with Oracle Cloud

Best in class cloud adoption experience with Oracle Consulting True Cloud Method
Cloud Services Packs from Oracle Consulting for complete Portfolio

Only Oracle Consulting provides a complete implementation portfolio...
True Cloud: Covering the complete Oracle Cloud portfolio

CX
- Sales
- Service
- Configure, Price, Quote
- Social
- Marketing

HCM
- Global Human Resources
- Workforce Rewards
- Workforce Management
- Talent Management
- Social HR & Sourcing

ERP & EPM
- Financials
- Procurement
- Project Portfolio Management
- Financial Reporting
- Enterprise Planning

Cloud Foundation
- Coexistence, Data Migration & Integration
- Unified Business Intelligence
- Universal Data Relationship Master
- Best in Class PaaS
TcM - Deployment Process Overview

High level description of the steps in our engagement and responsibilities:

- **Oracle will provide an overview of its Cloud Methodology and assist the customer on how to fill in the relevant TcA assets.**

**Design (Confirmation)**
- Project Kickoff
- Review business processes in scope and Engage with TcA
- View Videos required for TcA activities
- Complete Templates
- Assist with TcA activities

**Configure**
- Update Configurations based on Workbooks
- Conduct end-to-end review

**Validate**
- Validate Solution based on Standard Scripts
- Key/End User Trainings using predefined Content
- Conduct training workshops
- Validate Production Readiness

**Transition**
- Deploy TcB & Configuration in Production
- Begin Production Use
- Remote Support (2 week)
- Remote Application Management (optional)

**Go Live**
- Deploy TcB on Production
- Remote Application Management (optional)
Familiarization to leverage PBCS assets

P&B Model A from catalog

P&B Model B from catalog

Enablement Wrap Up

Setup P&B Model B you have selected
Adjust to customer specifics
Playback

Setup P&B Model A you have selected
Adjust to customer specifics
Playback

Additional P&B catalog item(s) (optional)

 Capability Revisited
Business Models Wrap Up
What to implement next

(*) Activities can be executed within a 4 to 8 week period as long as planning is agreed prior to execution by both parties

PBCS Enablement Pack Overall Plan
Timeline – 4 weeks*
Recruiting live within 10 weeks and implement Onboarding Add-on once Recruiting is live in order to obtain maximum benefit from the lessons learned in the previous initiative:

- 2-3 weeks on implementation
- Go-Live 4 weeks after Recruiting
Your solution’s next steps made simple

You are probably thinking you have more requirements than what is offered in the Rapid Implementation Pack.…

• Our advise is to first implement the Rapid Implementation Pack(s) which are **optimized for faster delivery at a lower cost**.

• These packs are based on our experience on what many customers require to get them going **quickly and reach business benefits**.

• **Get to learn the solution first** and get a better understanding during the initial implementation about what other requirements you would have.

• Based on that understanding we’ll help you to assess if you can implement the additional requirements:
  ✓ Yourself without any additional support → no further services required
  ✓ Yourself but with some additional support → we advise to use our Remote Application Management (RAM) Services or **work with a Partner** to add to your Rapid Implementation Pack(s).

• In this way you implement at the **lowest possible cost** but you have people helping you along the way…
How can you get started with Oracle Cloud? - Three Entry Points

#1 Single Cloud Service or a New Application
- PaaS Architecture and Blueprint
  - Architecture assessment
  - Sizing and TCO analysis
  - Impact analysis (trial)
- PaaS Planning Service
  - Operations enablement
  - Development enablement
  - Governance process redesign
- PaaS Rapid Start Pack
  - 5 day quick start
  - Work with own data
  - Showcase features of the Cloud Service
  - Recommendations report
- PaaS Onboarding Pack
  - 20 day enablement
  - Lift & Shift or Build application
  - IT/End User enablement
  - Go-live
- Health-check Assessments
  - Platform Healthcheck
  - Dev & Test Healthcheck
  - Security Healthcheck

#2 Plan to move to Cloud
- PaaS Planning Service
  - Customer/Project Specific
  - Lift & Shift or Build workload
  - Dev & Test setup
  - On premise Integration
  - IT/End User enablement
- PaaS Onboarding and Migration Services
  - Management of new applications
- Remote Application Management Services
  - Access to Oracle Consulting experts post Go Live

#3 Enrich SaaS Applications
- SaaS on PaaS Integration and Extension Services
  - Repeatable integrations
  - Repeatable application extensions
- Competency Center Services
  - Access to Oracle Consulting experts post Go Live
Rapid Start Pack for each Cloud Service

- Activate subscription
- Explain & show the features of the Cloud Service, fitting with your needs
- Show you best practices for the Cloud Services
- Recommend candidate applications/databases or new projects and create a plan
- 5 day on site of senior consultant to deliver the Pack
- Fixed Price with Fixed Deliverable
#PaaS 1 Single Cloud Service or New Application
Rapid Start Pack for BI Cloud Service

**Overview**

**Objective:**
- Understand the functions and features of BI Cloud Service (BICS) environment. Learning by working with own uploaded data. Demonstration of how to create BI applications fast, using the broad functionality of the BICS; special focus on Mobile. Show the scalability, flexibility and security of the environment.

**Duration:** 5 days

**What We Do:**
- OBI CS – feature demonstration on example application
- Business data mapping
- Demonstration of Visualization
- Demonstration of Mobile
- Demonstration of Collaborative features

**Learn More**

**Typical Deliverables:**
- Demonstration of the
  - BICS environment
  - Application examples
  - Visualization
- Ensure customer understand the functionality and features of BICS, using own data.

**Benefits:**
- User gets familiar with BICS in a fraction of time (compared to a self-education approach)
- User sees what can be done with their data
- Short time to reap value from the BICS subscription
- Overall customer satisfaction will lead to larger subscriptions

Additional information: see Statement of Work
Onboarding Pack for BI Cloud Service

**Objective:**
- Understand your current business analytics needs and agree on a use case. Create a BI application that is simple to administer and fast to provision. Utilize leading-practices for an intuitive and engaging application with design that is user experience-focused and has comprehensive analytic capabilities.

**Duration:** 20 days

**What We Do:** Deliver a BI application including:
- Provision of a business-ready application
- Acceleration of mobile-readiness
- Creation of a BI sandbox supported by Oracle DBEE
- Provide industry leading practices with the toolset

**Learn More**

**Typical Deliverables:**
- Rapid application prototype of a single business BI application on your own data
- Capability to make the BI application you have mobile-ready
- Data held in and powered by Oracle DB Enterprise Edition
- Flexible scalable environment with built-in security

**Benefits:**
- Provision of a BI project within tight deadlines
- Simplicity, minimizing complexity
- Low up-front cost
- Self-Service fast
- Proven cloud leading practices

**Additional information:** see Data Sheet; Statement of Work

Local pricing applies – provided by country’s Oracle Consulting organization
Rapid Start Pack for Oracle Database Cloud Service

Objective:
- Understand the functions and features of Oracle Database Cloud Services learning by working with an example database. Demonstration of how to provision and migrate a database using the broad functionality of the Oracle Database Cloud Service.

Duration: 5 days

What We Do:
- Select one of your non-production database (up to 1 TB, 11gr2 or, better, 12c version) and migrate onto the Oracle Database Cloud Service.
- Show how to administer databases and explain best practices for migration of databases with Oracle Database Cloud Service

Additional information: see Statement of Work

Learn More

Typical Deliverables:
- Demonstration of the
  - Oracle Database Cloud Service environment,
  - Database migration examples,
- Ensure customer understand the functionality and features of Oracle Database Cloud Service using own examples.
- Recommendations report with characteristics of candidate database

Benefits:
- User gets familiar with Oracle Database Cloud Service in a fraction of time (compared to a self-service approach).
- User sees what can be done with their database and how to manage the dependent application(s)
- Short time to reap value from the Oracle Database Cloud Service subscription
- Overall customer satisfaction

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Onboarding Pack for Oracle Database Cloud Service

Overview

Objective:
• Migrate up to 10 of your organization’s non-production database instances (up to 1 TB each) onto the Oracle Database Cloud Service.

Duration: 30 days

Data Sheet: [Click Here]

What We Do:
• Review the unique database requirements (size, performance, backups, management and monitoring etc.) of your candidate Oracle 11gr2 or 12c database(s),
• Provision and create the database(s) in the Oracle Database Cloud Service with the required configuration(s), and migrate your data to these database(s).

Additional information: see Statement of Work

Learn More

Typical Deliverables:
• Development of a comprehensive plan for migrating up to 10 like-to-like (11gr2 to 11gr2 and/or 12c to 12c) candidate databases configured in the Oracle Database Cloud Service
• Migration of a point-in-time copy of your data to the new database(s) residing in the Oracle Database Cloud Service
• Delivery of expert guidance on operational practices for monitoring and managing your cloud based database environments
• Review of your database configurations in the Oracle Database Cloud Service

Benefits:
• A fast-path, expert migration of existing Oracle databases onto the Oracle Database Cloud Service
• Knowledge sharing that ensures your experts will understand the process and technical procedures required to migrate and manage databases in the public cloud
• Manage migrated DB on Public Database Cloud on requirement basis
#PaaS 2 - Plan to move to Cloud
Architecture & Roadmap Service

**Overview**

**Objectives:**
- Develop a preliminary **strategy** to migrate to and integrate with the Oracle Cloud Services.
- Develop a **future state architecture and roadmap** for adopting PaaS Services for your organization based on your key business goals and challenges, using a formalized architectural process (OADP)

**Duration:** 10-20 man days

**What we do:**
- Deliver **architecture workshops** that provide clear and actionable recommendations and a strategic plan to migrate applications and development frameworks to the Oracle PaaS service(s).
- Provide **technical expertise and guidance** to customer **first adoption** for selected services

**Learn More**

**Typical Deliverables:**
- Architecture vision for Oracle Cloud adoption aligned with overall business and IT cloud computing strategy
- Review and assessment of current application(s) and IT infrastructure with identification of recommended candidates for deployment to Oracle Cloud services
- Development of a future state cloud architecture that describes:
  - a recommended strategy for your adoption of Oracle Cloud services to meet your business and IT goals
  - strategies for establishing integration between Oracle Cloud services and on-premise environments
  - strategies for management and monitoring of Oracle PaaS services
  - Strategic roadmap with actionable recommendations to deploy and migrate the selected application and database candidate(s) to Oracle PaaS services

**Benefits:**
- Accelerate your deployment/migration onto Oracle Cloud
- You will not create “Silos-as-a-Service”

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Planning Service

Overview

Objectives:
• Provide OCS expertise to complete planning activities prior to onboarding.
• Update IT Governance model to include Public or Hybrid cloud approach
• Redesign Operational processes, Development processes and lifecycle management

Duration: 10-15 man/days

What we do:
• Deliver focused workshops with IT stakeholders, Operations and Development teams
• Best practices & knowledge transfer workshops
• Create a detailed onboarding Plan, specific for the customer strategic adoption roadmap

Learn More

Typical Deliverables:
• Operations enablement Plan
• Development enablement Plan
• Enablement workshops for Operations and Development teams
• PaaS Governance Model report including
  • Description of IT Governance model using PaaS
  • Cloud Governance and Monitoring plans

Benefits:
• Accelerate your deployment/migration onto Oracle Cloud
• Comprehensive and detailed Oracle Cloud service adoption roadmap integrating with your enterprise needs

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Securing the Enterprise

The new security paradigm

On premise Information System:
- Structured & unstructured
- Protect data
- Integrate user accounts and entitlements
- Protect data exchanged

End-to-end security

Protect data

Devices:
- People
- Mobile devices
- Laptops
- Authenticate and authorize

Cloud:
- Structured & unstructured
- Protect data
#PaaS 3 - Enrich SaaS Applications
## Enriching SaaS Applications with PaaS

<table>
<thead>
<tr>
<th>PaaS for SaaS Combination</th>
<th>Use Case</th>
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<tbody>
<tr>
<td>CX and Mobile Cloud</td>
<td>Business Card scanning for automated lead follow up</td>
</tr>
<tr>
<td>CX and Document Cloud</td>
<td>Collaborate on sales opportunities with 3rd parties and share all content</td>
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<tr>
<td>HCM and BI Cloud</td>
<td>Combine external survey data with historical HCM data across all regions</td>
</tr>
<tr>
<td>ERP and BI Cloud</td>
<td>Combining external on-premises Financial data across all regions with ERP Cloud data</td>
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<tr>
<td>HCM and Java Cloud /DB Cloud</td>
<td>Include stock options (external data) with HCM compensation</td>
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<tr>
<td>ERP and Java Cloud /DB Cloud</td>
<td>Associate external WIP data to Contract</td>
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</table>
Oracle Consulting is here to be your partner!

• Partner projects can benefit from TcM (Oracle Consulting IP) working together with clear responsibilities:
  – Oracle Consulting will deliver implementation as (sub-)project -> Ready to run Oracle Cloud applications with TcM, Partner delivers other modules and/or customization;
  – Partner drive overall project and business process change:
    • Participation in implementation activities on behalf of/instead of customer resources, Business change management
      The partner replaces or complements customer resources.

• Oracle Consulting resources can bring experience from other similar projects

• With Architecture & Blueprint or Planning services can draw the roadmap to be followed by Customer & Partner in projects
Oracle Consulting...

...is about providing...

...True Cloud services with the best deployment experience for our customers