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INNOVATE. COLLABORATE. ENGAGE.

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# Oracle Cloud for your Digital transformation journey

A cloud platform designed to help you modernize, adapt, and innovate

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Oracle South Africa



## Safe harbor statement

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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.

# Agenda

- 01 Oracle Cloud Services
- 02 Oracle Cloud Deployment Models
- 03 Customer Support Services
- 04 Summary
- 05 Q&A

## Our customers are telling us



“We need **data residency**; sensitive data can’t leave our premises.”



“We need **strong security** across our distributed cloud.”



“Our on-premises applications and real-time operations need **low latency access to data**.”

31%

of in-house applications are still on-premises.  
– Goldman Sachs<sup>1</sup>

97%

of organizations have adopted multicloud strategies.  
– 451 Group

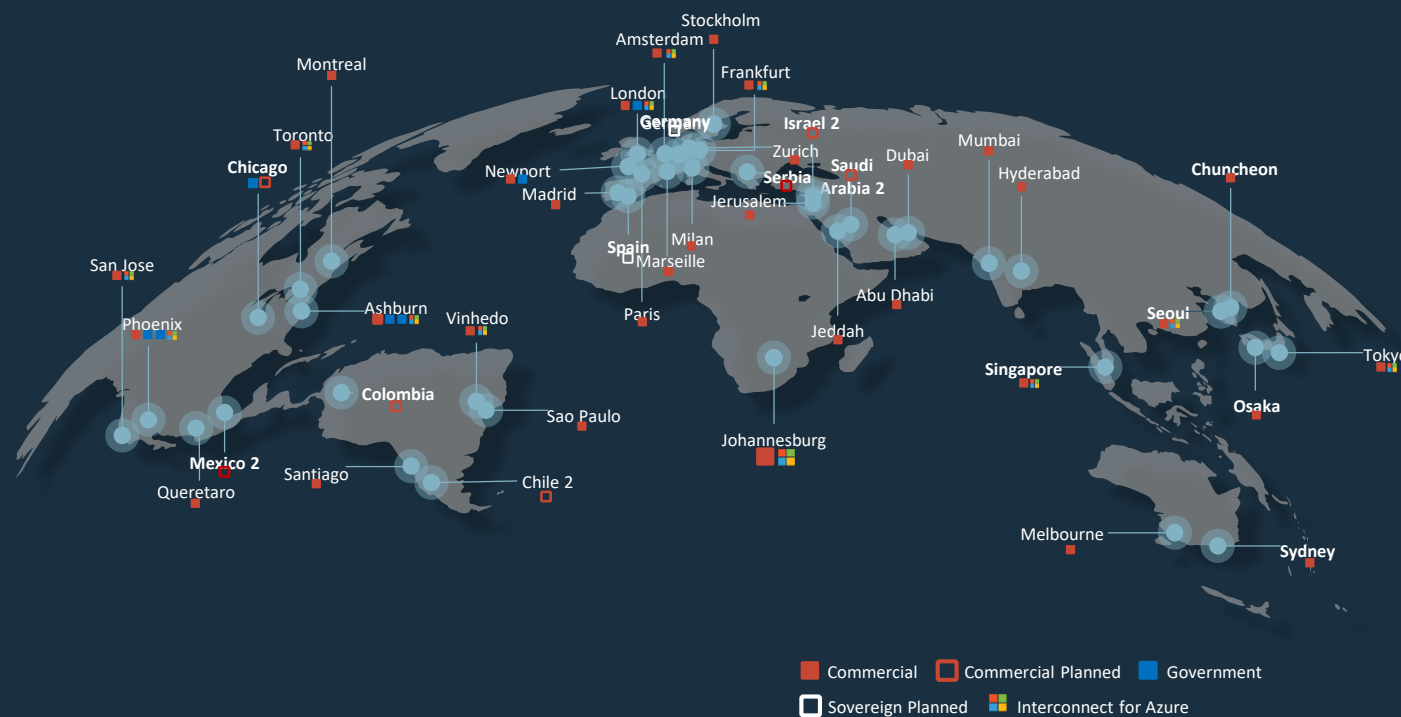
400

data sources at an enterprise, on average.  
– IDC

# OCI's public cloud services

## Services & Geo Availability

- 105 services; 260 features launched in the last year
- 45 Oracle Cloud Regions, 12 with Oracle Interconnect for Azure
- 7 Planned





# Why customers are choosing OCI

1

Far easier to migrate critical enterprise applications

2

All the services developers need to build cloud-native applications

3

Autonomous services make it far easier to manage security, performance, and scalability

4

The most complete support for multi and hybrid cloud strategies

5

Security that's built in, on by default, at no extra charge

6

Superior price-performance

# Analyst and customer reviews


## Consolidated View

### Gartner

*“OCI meets 90% of Gartner’s Required criteria for enterprise-class, production-grade, cloud integrated IaaS and PaaS providers.”*

Nov 2021

Required criteria	
3 OCI	90%
5 GCP	81%

**No. 3** 

*“OCI has added more capabilities on a percentage basis over the past year than any other provider in this market.”*

July 2021

Overall Score	2020	2021	Y/Y Growth
OCI	62%	78%	25.8%

### IDC

- Oracle leads in overall IaaS vendor satisfaction
- All other vendors experienced a decrease in satisfaction

Overall Satisfaction	2019	2020	Y/Y Growth
OCI	8.43	8.64	2.5%
Azure	8.63	8.52	-1.3%
AWS	8.62	8.38	-2.8%
GCP	8.38	8.29	-1.1%

May 2020



*“We explored multiple platforms, and Oracle Cloud Infrastructure was instrumental in helping us quickly scale our capacity and meet the needs of our new users.”*

Eric S. Yuan  
CEO, Zoom



*“The partnership with Oracle has been fantastic. This is why this whole magic with Cisco Tetration is happening.”*

Navindra Yadav  
Founder, Cisco Tetration























*“OCI has incredible performance, and running computational fluid dynamics simulations with it has allowed us to improve the speed of computations and to optimize costs.”*

Shinichi Noda  
Group Leader, DX Promotion Division, Toyota Motor



# Oracle Cloud Infrastructure Services



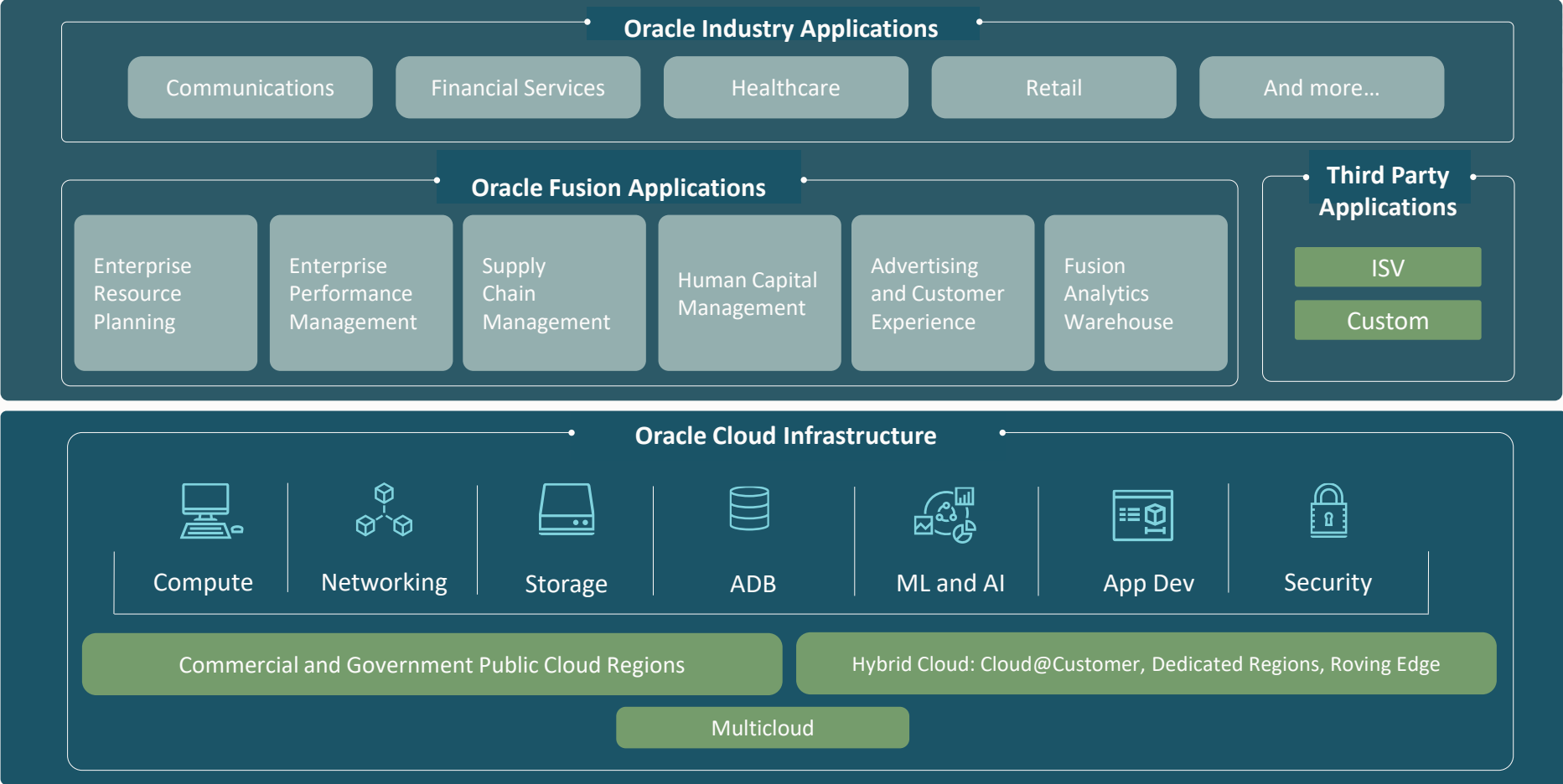
 <p><b>LOW CODE</b> APEX, Visual Builder, Digital Assistant</p>  <p><b>DEVELOPER</b> Developer, GraalVM, Helidon, SQL Developer, Shell, APIs/SDKs</p>  <p><b>INFRASTRUCTURE as CODE</b> Resource Manager, Terraform, Ansible</p>	<p><b>Applications</b></p> <div style="display: flex; justify-content: space-around;"> <div style="text-align: center;">  <p><b>SERVERLESS</b> Events, Functions, API Gateway, Streaming</p> </div> <div style="text-align: center;">  <p><b>INTEGRATION</b> Integration, SOA Service</p> </div> <div style="text-align: center;">  <p><b>SAAS</b> ERP, HC, SC, Sales, Marketing, Service, Vertical Industry</p> </div> </div>			<p><b>Analytics</b></p>  <p><b>ANALYTICS</b> Analytics, Data Science, Cloud SQL</p>	<p><b>Governance, Security</b></p>  <p><b>GOVERNANCE</b> IAM, Compartments, Tagging, Cost Analysis</p>  <p><b>SECURITY</b> IAM, Audit, KMS, Vault, CASB, Data Safe, DDoS, WAF</p>  <p><b>OBSERVABILITY</b> Monitoring, Logging, Notifications, Events, Alarms</p>  <p><b>MULTICLOUD</b> Identity, Management</p>
	<p><b>Data Management</b></p> <div style="display: flex; justify-content: space-around;"> <div style="text-align: center;">  <p><b>DATA MGMT</b> Database Migration, Data Integration, Data Catalog</p> </div> <div style="text-align: center;">  <p><b>DATA PROCESSING</b> DataFlow, Big Data</p> </div> <div style="text-align: center;">  <p><b>AUTONOMOUS DATABASE</b> Transactions, Data Warehouse, Dedicated</p> </div> <div style="text-align: center;">  <p><b>DATABASE</b> Bare metal, VMs, Exadata, NoSQL, MySQL</p> </div> </div>				
	<p><b>Infrastructure</b></p> <div style="display: flex; justify-content: space-around;"> <div style="text-align: center;">  <p><b>COMPUTE</b> Bare metal/VM, CPUs/GPUs/HPC</p> </div> <div style="text-align: center;">  <p><b>CONTAINERS</b> Containers, Kubernetes, Registry</p> </div> <div style="text-align: center;">  <p><b>OS / IMAGES</b> Autonomous Linux, OS Mgmt Service, Marketplace, VMware</p> </div> <div style="text-align: center;">  <p><b>STORAGE / IMPORT</b> NVMe, Block, File, Object, Archive, Data Transfer / Appliance</p> </div> <div style="text-align: center;">  <p><b>NETWORKING</b> VCN, LB, Service Gateway, FC, VPN, Cluster Networking</p> </div> </div>				

45 REGIONS / GOV REGIONS / CLOUD@CUSTOMER / Dedicated Regions / Azure Interconnects





# Oracle: Complete Applications, Infrastructure, and Industry Technology



*Oracle Customer Success Services supporting the entire Oracle SaaS and Infrastructure Stack*



# OCI's distributed cloud offers exceptional flexibility and choice



## Multicloud

Our products work with your other providers, including Oracle Database Service for Azure, Oracle Interconnect for Azure, and Oracle MySQL Heatwave on AWS



## Hybrid cloud

We bring cloud services to you, including Oracle Exadata Cloud@Customer, Oracle Roving Edge Infrastructure, OCI Observability and Management, and Oracle Database



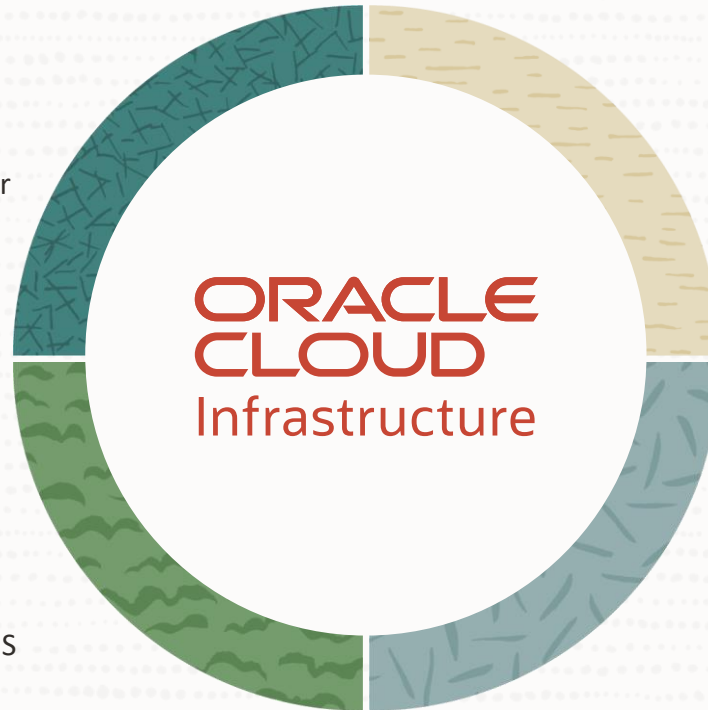
## Public cloud

Access cloud services in 45+ global locations including Commercial, US Government, UK Government, US National Security Regions, and European Sovereign (2023)



## Dedicated cloud

We build a cloud just for you, with all 100+ OCI services running in customer data centers, including OCI Dedicated Region and Oracle Alloy



# Oracle Multi cloud

Run workloads where you choose

Connect & Monitor various CSPs

**ORACLE**  
Cloud Infrastructure

**Microsoft**

**aws**

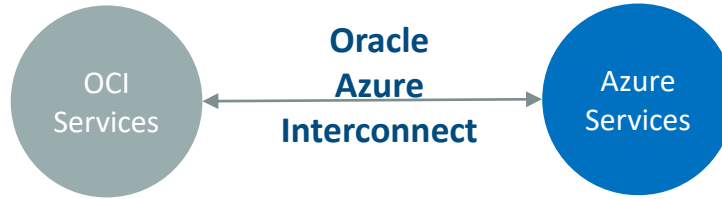


Google Cloud Platform

**Alibaba Cloud**

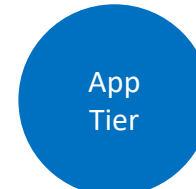
- **Connect** using 3<sup>rd</sup> party partners such as Colt, Epsilon Telecommunications, Equinix, Intercloud, Interxion, Megaport...
- **Monitor** using Oracle Observability & Management
- Deploy a multicloud split-stack solution across OCI AWS and GCP

Partnership with **Microsoft**

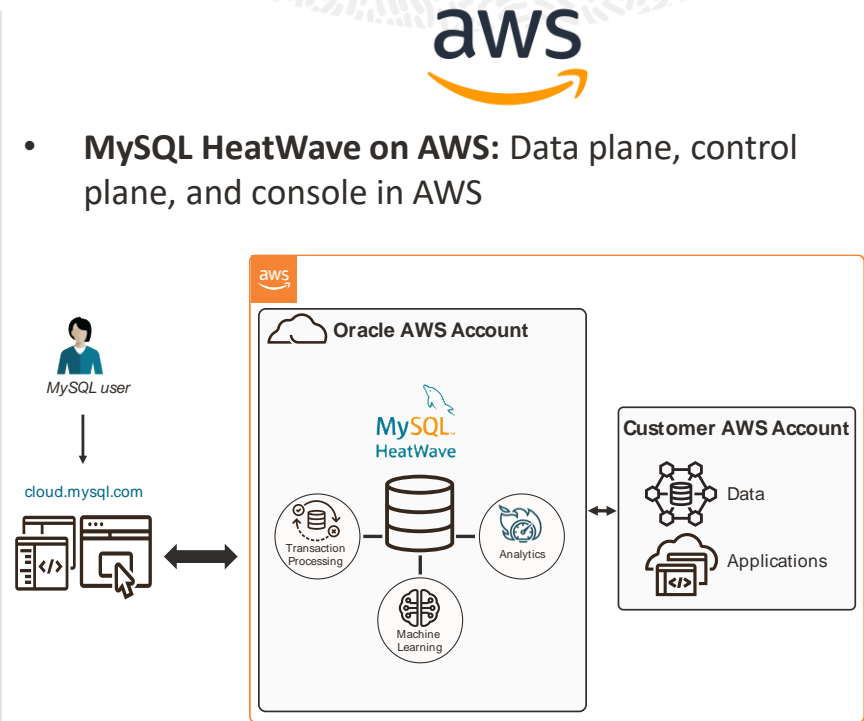


**ORACLE**  
Cloud Infrastructure

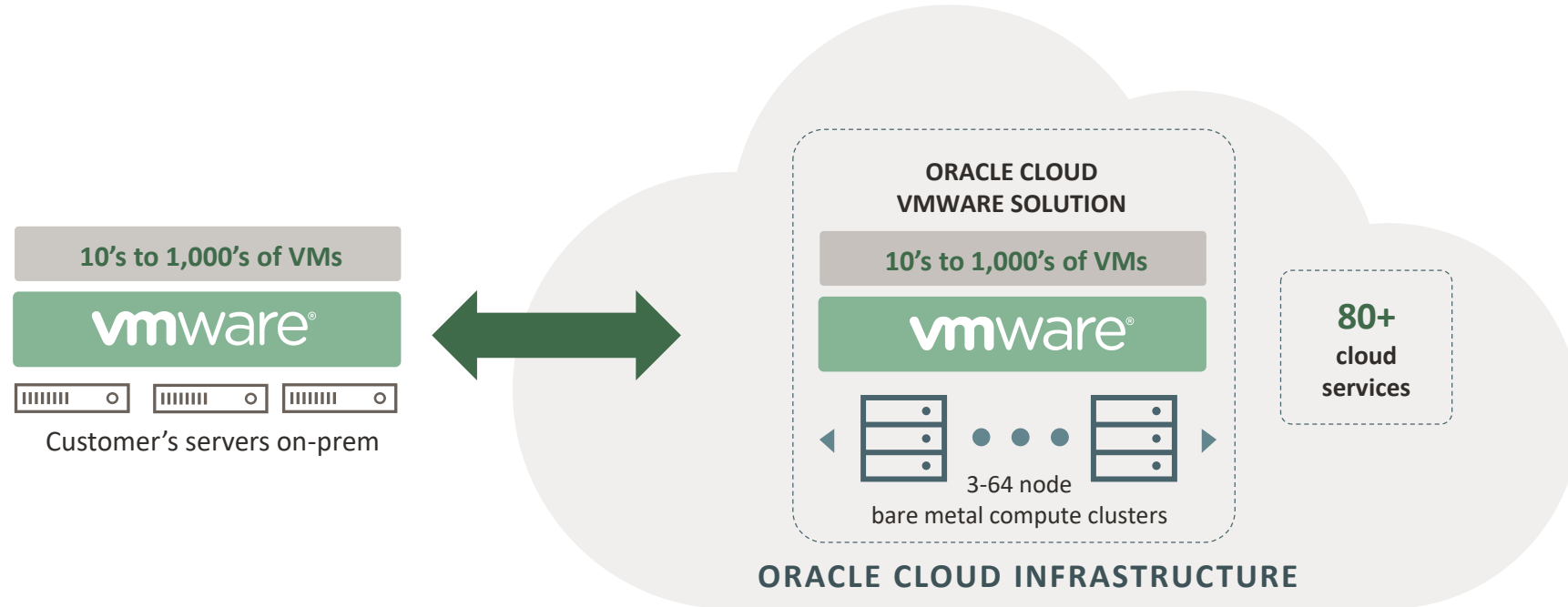
**Azure**



**Oracle Database Service For Azure (ODSA)**



# Oracle Cloud VMware Solution (OCVS)



Key use cases:

- Data Center Migration
- Hybrid Cloud Expansion
- Disaster Recovery Site

**Protect VMW Investment**

Most like on-premises VMW  
Control versions, policies  
Full access, all features

**Modernize Infrastructure**

Elastic capacity  
OCI + NSX + hybrid flexibility  
Security-first architecture

**Modernize Applications**

Increase performance & scale  
Integrate 80+ OCI services  
Integrate Oracle SaaS

**Global Availability**

23 commercial regions  
OCI Dedicated Region

(June 2021)





# Oracle offers a full stack of cybersecurity capabilities

## Prevent

Block attacks and malicious traffic

 **Distributed Denial of Service protection**  
Automatic DDoS protection

 **Web Application Firewall**  
Internet-facing endpoint protection

INTERNET & EDGE

## Monitor

Log, analyze, and audit activity


 **Cloud Guard**  
Security posture management


 **Security Zones**  
Security policy compliance

 **Threat Intelligence**  
Multi-source, actionable guidance

 **Threat Detector**  
Monitor for known threats

 **Logging**  
Single pane for service logs

 **Fusion Apps Detector**  
Monitor ERP and HCM apps


 **Vulnerability Scanning**  
Patch and port monitoring

 **Auditing**  
OCI API logging

MONITORING & PREVENTION

## Mitigate

Isolate communications with secure and reliable networks


 **Virtual Cloud Network**  
Secure, isolated network


 **Security Lists**  
Virtual network firewall rules

 **Network Firewall**  
Advanced firewall service

 **Bastion**  
Time-limited SSH access

 **Dynamic Routing Gateway**  
Virtual router

 **Fast Connect**  
Dedicated, high-speed connection

 **Virtual Private Network**  
Secure connectivity over any network

 **NAT Gateway**  
Protected access to the internet

NETWORK

## Protect

Hardware-enabled security built into the architecture

 **Bare Metal Servers**  
Servers with full customer control

 **Hardware Root of Trust**  
Protect from firmware attacks

 **Signed Firmware**  
Prevent rootkit installation

 **Hardened Disk Images**  
OS with expert security settings

 **Off-box Control Plane**  
Isolated admin of compute hardware

 **Off-box Network Virtualization**  
Encapsulated, separated traffic


 **Oracle Linux & Oracle Enterprise Linux**  
Performant, secure, enterprise Linux

COMPUTE

## Encrypt

Encrypt and protect all data

 **Data Safe**  
Monitor data usage in database

 **Vault**  
Hardware security module protection

 **Key Management**  
Encryption key administration

 **Secrets Management**  
Credential and similar administration

 **Certificates**  
Validation certificate administration


STORAGE & DATABASE

## Access

Ensure authentication, authorization, and accounting

 **Access Governance**  
Proactive guidance for user actions

 **OCI Identity and Access Management**  
Control access to cloud resources

 **Policies**  
User access rules

 **Federation**  
Identity provider inter-operation

IDENTITY & OPERATOR ACCESS



# We manage 70+ compliance programs to support your regulatory needs

## Americas

DoD DISA SRG IL5

PIPEDA [Canada]

JAB P-ATO

HIPAA

LGPD

CJIS

Canada Protected B

HITRUST CSF Certified

NIST SP 800-171

BANCO CENTRAL DO BRASIL

CCPA

NERC CIP

## EMEA

GDPR [EU]

POPIA

BSI C5 [Germany]

FINMA [Switzerland]

Cyber Essentials Plus [UK]

G-Cloud 12 [UK]

National Cyber Security Centre

Cloud Security Principles [UK]

Federal Office for Information Security

ENS [Spain]

EBA [EU]

TISAX

AIDSS [UAE]

C5

finma

European Commission

HM Government G-Cloud Supplier

ENX ASSOCIATION

CITC [Saudi Arabia]

## JAPAC

ABS Guide [Singapore]

RBI Guidelines [India]

FISC [Japan]

IRAP [Australia]

K-ISMS [Korea]

MeitY [India]

My Number [Japan]

NISC [Japan]

IRDAI /5/142/2017 [India]

APRA CPS 231, SPS 231, HPS 231 [Australia]

Multi-Tier Cloud Security (SS584) [Japan]

Hosting Certification Framework [Australia]

## Global



SOC 1 : SOC 2 : SOC 3



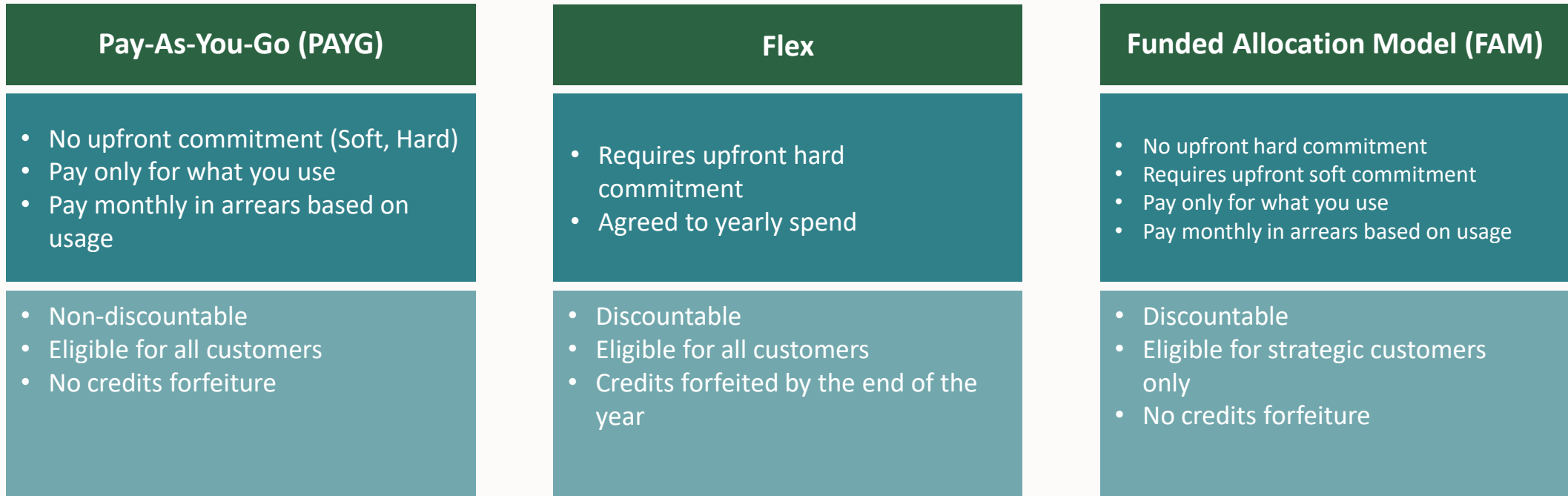
9001 : 27001 : 27017 : 27018 : 27701 : 20000-1



# Universal Credits: Flexible Consumption

Unlimited Access to most of Oracle Cloud Services

## Universal Credits



<https://www.oracle.com/ae/cloud/price-list.html>



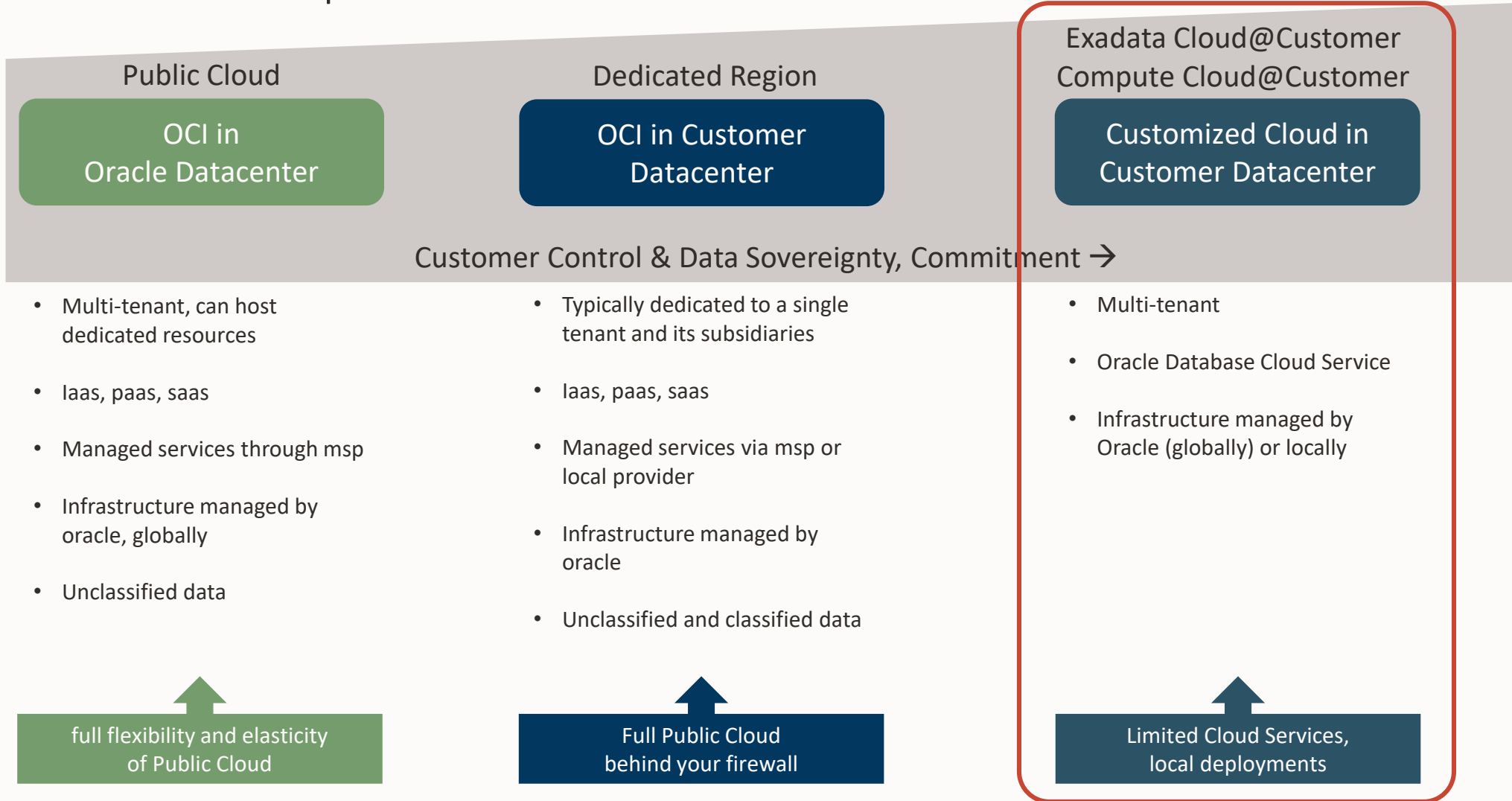
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# Customers have full choice of deployment & operations model


Same Cloud – different options



# Exadata runs everywhere

Identity across deployments improves IT agility and reduces costs

On-premises



Exadata Database Machine

Public Cloud



Exadata in Oracle Cloud Infrastructure (OCI)

Hybrid Cloud



Exadata Cloud@Customer

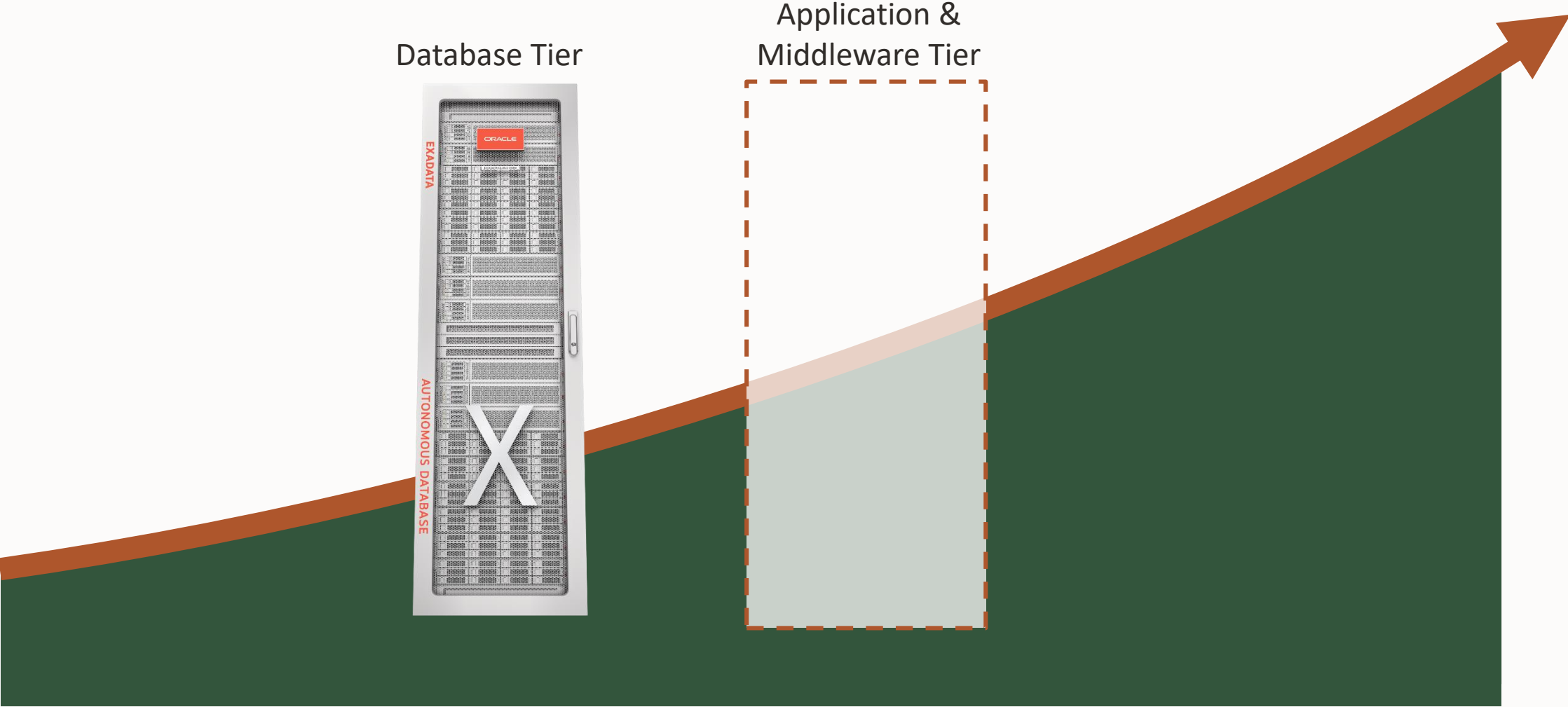
Multicloud



Exadata through Oracle Database Service for Azure



# Exadata Cloud@Customer provides OCI Oracle Database services in customer data centers, but our customers want more



# Announcing Oracle Compute Cloud@Customer

Run OCI Compute anywhere with Oracle's new distributed cloud platform

OCI Gen2  
Public Cloud



OCI  
Dedicated Region



Oracle Exadata  
Cloud@Customer



Oracle Compute  
Cloud@Customer





# Directly connect Compute Cloud@Customer and Exadata Cloud@Customer

Achieve faster application response times with direct low-latency connections



Up to 800 Gbps of dedicated bandwidth

- Engineered optimizations for Oracle Database and multi-node scalability
- Ensures the lowest application - database latency
- Scalable to 800 Gbps, 16 Exadata Database Servers
- No contention with data center networking
- Supports Exadata Cloud@Customer multi-VM clusters



# Oracle Compute Cloud@Customer enables you to...

## Develop Once and Run Anywhere

Run cloud native applications across Oracle's distributed cloud platforms without changes

## Deploy at Scale

Elastically consume scalable OCI Compute where you need it for Oracle, 3<sup>rd</sup> party, and custom apps

## Modernize Full Application Stacks

Optimize application performance by running OCI compute and storage in your data center

## Meet Data Residency Requirements

Locate and secure your data and compute to meet government regulations and industry standards

# Compute Cloud@Customer is simple to procure and use



## Infrastructure Subscription

- Configure dedicated infrastructure for the services
- Select optional upgrades
- Add installation
- Pay monthly fixed costs



## Metered Consumption

- OCI infrastructure services
  - Compute
  - Memory
  - Storage
  - Load Balancer
- Use Universal Credits across OCI, Compute Cloud@Customer, and Exadata Cloud@Customer



**Compute  
Cloud@Customer**



**Exadata Cloud@Customer**

## Cloud@Customer key takeaways

1

### Consistent

Run the same OCI services anywhere and easily manage your distributed cloud environment

2

### Cost control

Manage consumption to meet peak demand and down to reduce costs

3

### Flexible

Run Oracle Database on the best platform and simultaneously run traditional **and** cloud native applications with high availability and performance

4

### Local

Meet data residency, security, and latency requirements

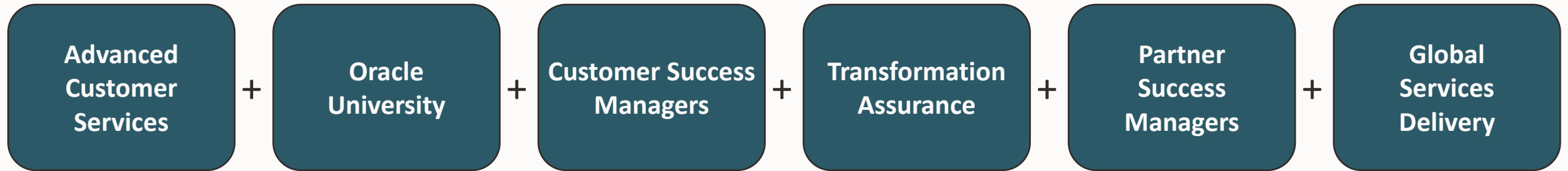




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# Oracle Customer Success Services: Footprint

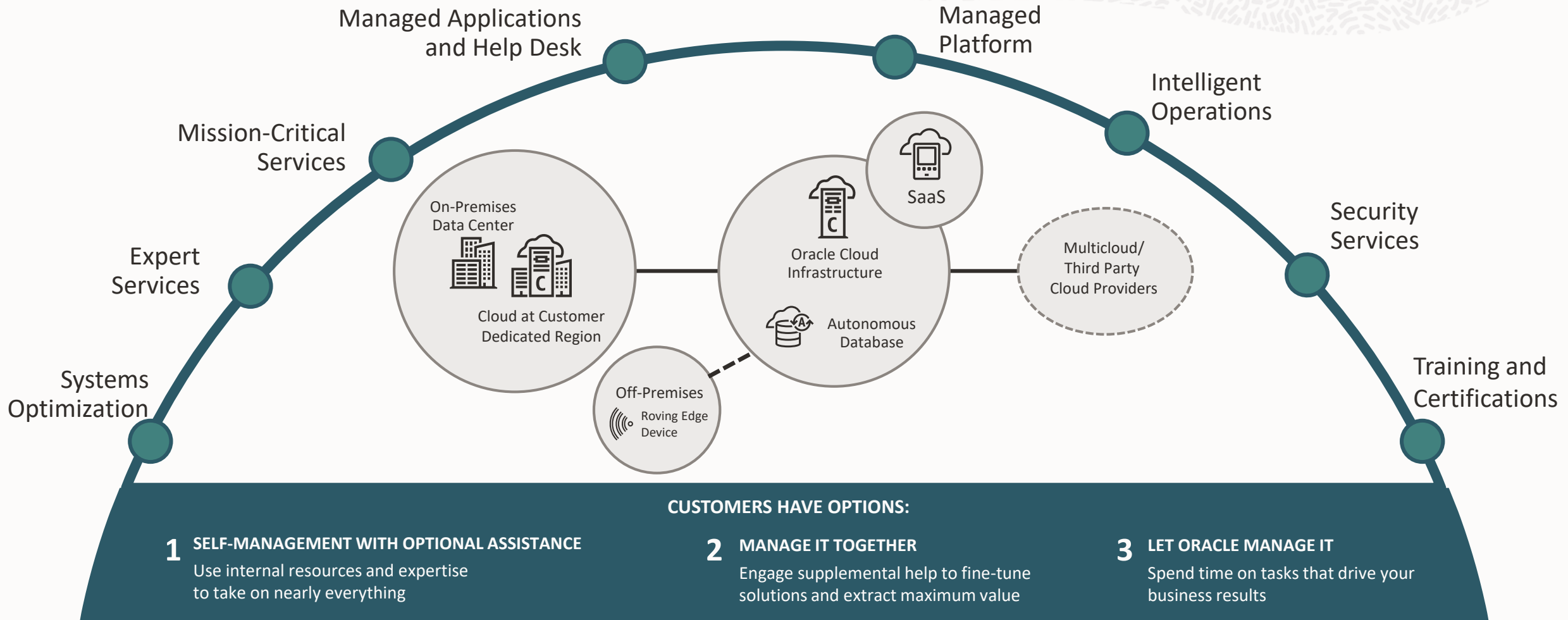


- 13,000 Oracle Customer Success Services experts globally
- Covers all Oracle technologies (Industry Applications, Fusion Applications, Cloud Infrastructure)
- Covers all Oracle deployments (cloud, hybrid, on-premises)
- Mix of in country customer-facing experts and global delivery centers
- Supports customers in 105 countries
- Advanced Customer Services delivers high customer satisfaction (9.0/10)



# Oracle Customer Success Services enabling hybrid cloud/multicloud

Our services portfolio for hybrid cloud



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## Summary

Agility, scalability, and economics of public cloud, at your datacenter



### Full OCI services

- Includes IaaS, PaaS, SaaS
- Run all workloads from day 1



### Start small, activate fast

- Scales on-demand
- Future proof for expansion as workloads grow



### Buy cloud services (don't build it!)

- Single vendor accountability
- Managed by OCI 24x7x365

100% OpEx. Pay only for services consumed.



**Thank you.**