



Exadata X10M

Variable Term Pricing

October, 2023

Exadata X10M,
Zero Data Loss Recovery Appliance (RA23) &
Exadata Cloud@Customer X10M



Alexandre Fagundes

Cloud Architect, Oracle Latin America



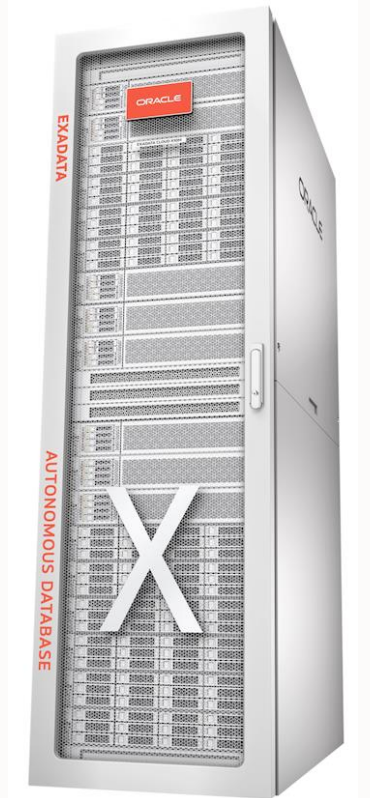
Exadata X10M and RA23

What's New

Exadata X10M Technology

- Builds upon **Exadata Technology** advantages
 - Performance, Availability, Scalability, Manageability, Security
- Same platform for on-premises or in the cloud
- Reduces complexity and compute/storage sprawl with cloud automation
- **Higher Performance and Denser Consolidation**
 - More cores and memory
 - Higher disk and flash capacity

Customers gain greater efficiency and better business value at a lower total cost of ownership



Highlights: What's New in Exadata, ExaC@C and ZDLRA



Exadata On-Prem and ExaC@C X10M

1. 3x more compute cores
2. 1.2x more storage (HC)
3. Higher OLTP and Analytics performance
4. No price change (standard configuration)



RA23

1. More Storage:
 - 32% more usable capacity
2. Additional networking options:
 - 100 GbE ingest & replication network connectivity
 - Exadata-to-ZDLRA direct connect via 100 Gb switches

Exadata X10M Exadata Cloud@Customer X10M RA 23

Business Value

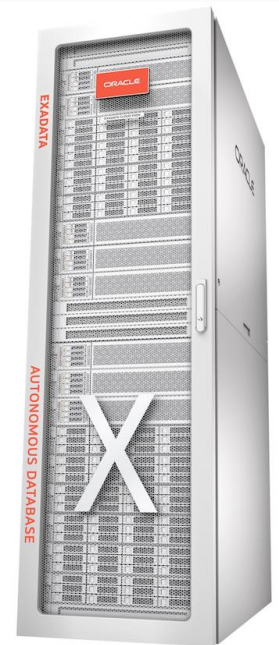
Business Value of Exadata Technology

Customer Challenges	Exadata Capability / Design
Complexity and lack of uniformity	<ul style="list-style-type: none">Single Fully Integrated Engineered System Highest Performance – Highest Business Value
Compute and Storage Sprawl	<ul style="list-style-type: none">Single Fully Integrated Engineered SystemDeploy the latest caching, chip, memory and database technologies from a proven vendor with a track record of mission critical deployment
Manual activities and downtime impacts business momentum	<ul style="list-style-type: none">Reliable and accurate maintenance functions to <i>shift focus to innovation</i>Agility to meet growth and customer satisfaction initiatives Increase Availability
Lack of skilled resources	<ul style="list-style-type: none">Exadata On-Prem over DYI: DB Machine Admin role, plus Platinum patching, 24x7 monitoring and supportExaC@C: Cloud Automation for Infrastructure and Database



Business Value of X10M Infrastructure

X10M Highlights	Business Value
Performance <ul style="list-style-type: none"> • More compute cores • More memory (3 TB DB Servers) • Higher storage capacity 	Drive Business Efficiency while delivering Deeper Business Insights - Transactions, Analytics/Reports and Batch Jobs Run Faster <ul style="list-style-type: none"> • More users completing online transactions on the same infrastructure • 'What if' analysis <ul style="list-style-type: none"> • Optimize financial positions • Real Time Bottom Line – Analyze impacts of material activity • Report at customer subsidiary/division level • The Value of Time <ul style="list-style-type: none"> • Logistics and Transportation planning gets products to customers faster • Deeper Insights with more data lead to better business decision in the same or less time, e.g., Better Forecasts
Denser Consolidation <ul style="list-style-type: none"> • More compute cores • More Memory (3 TB DB Servers) • Higher Storage Capacity 	Lowest Total Cost of Ownership – Denser Consolidation <ul style="list-style-type: none"> • Less hardware • Lower power and data center space • Reduced administration and maintenance



Business Value of Zero Data Loss Recovery Appliance **RA23**

World's Best Database Protection

Resilient Recovery

- Real-time Transaction Protection
- Real-time Recovery Validation

Reduce Infrastructure Utilization

- Incremental Forever & Compression
- Reduce Backup Processing Overhead

Defend & Recover from Ransomware

- Fast Database Restores
- Immutable & Air Gap Backups
- Database Protection Health Monitoring



On-Prem: X9M / X10M Transition Plan

Exadata:

- X9M will **continue** to be orderable in CPQ throughout FY24 Q1
- X10M will be **available** in CPQ on **June 22**, except the Eighth Rack configuration
 - X10M Eighth Rack is not yet available, Field must continue selling X9M Eight Rack instead
- Sales can quote and book X9M or X10M as suitable
 - Discounts managed at the regional level
 - Both will have similar 10 –12days lead time
- A 2.25TB memory version of X10M DB nodes will also be available on June 22

Recovery Appliance (RA):

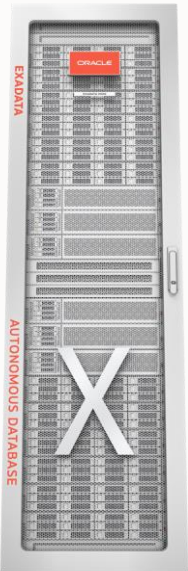
- RA21 will **continue** to be orderable in CPQ throughout FY24 Q1
- RA23 is not yet available; Field must continue to sell RA21 instead



Exadata Cloud@Customer X10M

Commercials

Exadata Cloud@Customer X10M Shapes



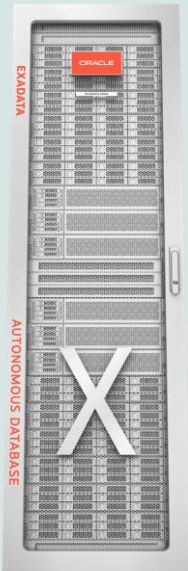
Quarter Rack – X10M

Total Capacity

DB Servers
Storage Servers

380 Cores – 2,780 GB Memory
192 TB Usable DB Storage

NEW
SHAPE



Quarter Rack – X10M - L

380 Cores – **4,180 GB Memory**
192 TB Usable DB Storage

NEW
SHAPE



Quarter Rack X10M-XL

380 Cores – **5,600 GB Memory**
192 TB Usable DB Storage

There are no Half and Full rack shapes.
Expand Quarter Racks using Expansion Servers.



Exadata Cloud@Customer X10M - Quarter Rack Expansions

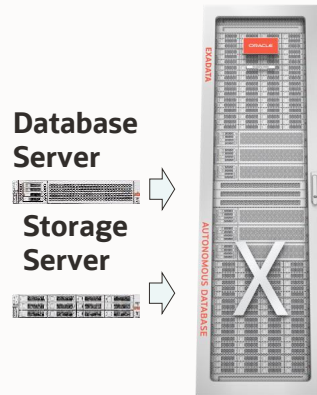
All Configurations greater than a Quarter Rack are elastic

Standard Configuration



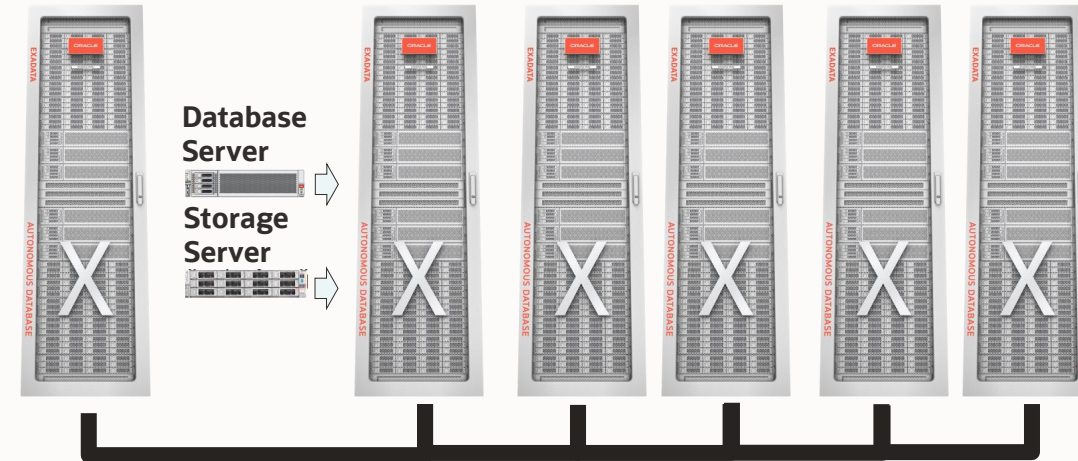
Incrementally add
Database and
Storage Servers

Elastic Configuration



Add **Racks** to
Continue
Scaling

Multi-Rack Configuration



Start with a Standard Configuration

- Quarter Rack
- Quarter Rack-L
- Quarter Rack – XL

Elastically Expand Rack with Servers

- Database Server
- Storage Server
- Can NOT mix Database Servers with different memory configurations
 - e.g. X10M cannot be mixed with X10M-XL

Continue to Expand Servers using Expansion Rack(s)

- Up to 6 Racks including primary rack
- Max 32 Database Servers
- Max 64 Storage Servers
- Max 5 Expansion Racks

ExaC@C: Comparison at a Glance

Exadata Database-Cloud@Customer X9M vs. X10M

Server Type	X9M Base System	X9M Quarter Rack	X10M Quarter Rack	X10M-L Quarter Rack	X10M-XL Quarter Rack
# of Usable DB Cores	48	124	380		
Usable DRAM (GB) per DB Server / Total all Servers	328 / 656	1,390/ 2,780	1,390/ 2,780	2,090 / 4,180	2,800 / 5,600
Max # VMs / DB Server	4	8	8		
Max # VMs / System	4	16	16		
PMEM/XRMEM	-	4.5	3.75		
Total Usable Disk Capacity (TB)	75	192	240		
Max DB Size with no local backup (TB)	60	154	192		
TB of Flash	38	76	81		
Read/Write IOPs (M)	0.56/0.52	5.6/1.8	5.6 / 2.7		
Throughput (GB/s)	25	135	135		



ExaC@C X10M Expansion Servers

Compute and Storage Capacity



X10M Database Servers	Usable Cores	Usable Memory (GB)
Database Server X10M	190	1,390
Database Server X10M-L	190	2,090
Database Server X10M-XL	190	2,800

X10M Storage Server	XRMEM	Usable Storage Capacity	Usable Capacity for DBs with no local backup	Flash
Storage Server (TB)	1.25	80	64	27



Exadata Cloud@Customer - Quarter Rack - **X10M Configuration Rules**

ExaC@C Quarter Rack	Database Servers			Storage Servers		Comments
	Max Servers / Rack	Min	Max ¹	Min	Max ²	
						Cannot mix Database Server Types in Expansions <i>Validate configurations in OECA</i>
X10M	16	2	13	3	14	<i>Check OECA for the max config and correct PDU</i>
X10M-L	16	2	12	3	14	<i>Check OECA for the max config and correct PDU</i>
X10M-XL	16	2	12	3	14	<i>Check OECA for the max config and correct PDU</i>
Expansion Rack X10M DB Servers	18	0	15	1	18	Minimum 4 servers; 1 server must be storage which is included in the Expansion Rack. <i>Check OECA for the max config and correct PDU</i>
Expansion Rack X10M-L DB Servers	18	0	11	1	18	Minimum 4 servers; 1 server must be storage which is included in the Expansion Rack. <i>Check OECA for the max config and correct PDU</i>
Expansion Rack X10M-XL DB Servers	18	0	11	1	18	Minimum 4 servers; 1 server must be storage which is included in the Expansion Rack. <i>Check OECA for the max config and correct PDU</i>

1. Max DB Servers with Min Storage Servers
2. Max Storage Servers with Min DB Servers



Exadata Cloud@Customer X10M Part Numbers

ExaC@C X10M (1.5 TB DB Servers)

Part Number Title / Description

B96608	Exadata Cloud@Customer - Quarter Rack - X10M - Hosted Environment Per Month
B96611	Exadata Cloud@Customer - Database Server - X10M - Hosted Environment Per Month
B96614	Exadata Cloud@Customer - Storage Server - X10M - Hosted Environment Per Month
B96615	Exadata Cloud@Customer - Expansion Rack - X10M - Hosted Environment Per Month
B96617	Exadata Cloud@Customer - Quarter Rack - X10M - Partner Hardware - Hosted Environment Per Month
B96620	Exadata Cloud@Customer - Database Server - X10M - Partner Hardware - Hosted Environment Per Month
B96623	Exadata Cloud@Customer - Storage Server - X10M - Partner Hardware - Hosted Environment Per Month
B96624	Exadata Cloud@Customer - Expansion Rack - X10M - Partner Hardware - Hosted Environment Per Month

X10M-L (2.25 TB DB Servers)

Part Number Title / Description

B98126	Exadata Cloud@Customer - Quarter Rack-X10M-L - Hosted Environment Per Month
B98127	Exadata Cloud@Customer - Database Server - X10M-L - Hosted Environment Per Month
B98124	Exadata Cloud@Customer - Quarter Rack - X10M - L - Partner Hardware - Hosted Environment Per Month
B98125	Exadata Cloud@Customer - Database Server - X10M - L Partner Hardware - Hosted Environment Per Month

X10M-XL (3 TB DB Servers)

Part Number Title / Description

B96609	Exadata Cloud@Customer - Quarter Rack - X10M-XL - Hosted Environment Per Month
B96612	Exadata Cloud@Customer - Database Server - X10M XL - Hosted Environment Per Month
B96618	Exadata Cloud@Customer - Quarter Rack - X10M-XL - Partner Hardware - Hosted Environment Per Month
B96621	Exadata Cloud@Customer - Database Server - X10M-XL - Partner Hardware - Hosted Environment Per Month

Note:

Quarter Rack X10M-L and X10M-XL-XL use
X10M Storage Servers and X10M Expansion Rack



Exadata Cloud@Customer X10M Pricing

ExaC@C X10M Configurations		List Price USD / Month
Quarter Rack	Quarter Rack - X10M	\$ 10,800
	Quarter Rack - X10M – L	\$ 13,260
	Quarter Rack - X10M - XL	\$ 15,480
Expansion Rack	Expansion Rack - X10M	\$ 2,160 * Rack Term Factor
Expansion Server	Database Server - X10M	\$ 2,160 * Rack Term Factor
	Database Server - X10M – L	\$ 3,390 * Rack Term Factor
	Database Server - X10M – XL	\$ 4,500 * Rack Term Factor
	Storage Server - X10M	\$ 2,160 * Rack Term Factor

New pricing model to co-terminate expansions with primary rack

Rack Term Factor is automatically calculated in CPQ

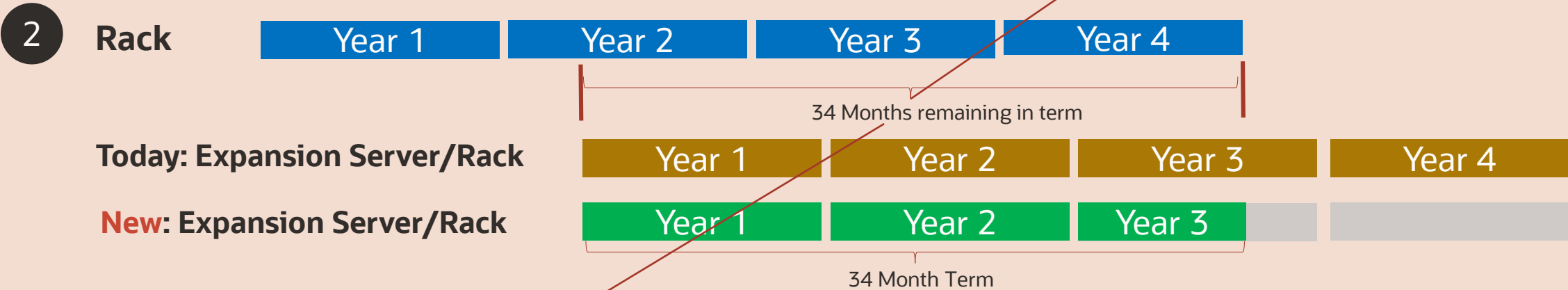
Rack Term Factor =
48/min(remaining rack term in months,48)



Exadata Cloud@Customer X10M - Remaining Term Pricing in Practice

Co-termination of expansion servers and racks with the standard configuration

1
$$\text{monthly subscription fee} = \text{monthly list price} * \frac{48}{\text{minimum (remaining rack term, 48)}}$$



3
$$\begin{aligned} &\text{monthly list price for a 34 - month term} \\ &= \$2,160 * \frac{48}{\text{minimum (34, 48)}} \\ &= \$2,160 * \frac{48}{34} \\ &= \$2,160 * 1.412 \\ &= \underline{\underline{\$3,049}} \end{aligned}$$

4

Term Length (Months)	Baseline List Unit Price / month	Rack Term Factor	Calculated List Unit Price / month	Discount (Example)	Calculated Net Unit Price / month	Net TCV
12	\$ 2,160	4.00	\$ 8,640	10%	\$ 7,776	\$ 93,312
22	\$ 2,160	2.18	\$ 4,713	10%	\$ 4,241	\$ 93,312
32	\$ 2,160	1.50	\$ 3,240	10%	\$ 2,916	\$ 93,312
42	\$ 2,160	1.14	\$ 2,469	10%	\$ 2,222	\$ 93,312
52	\$ 2,160	1.00	\$ 2,160	10%	\$ 1,944	\$ 101,088
56	\$ 2,160	1.00	\$ 2,160	10%	\$ 1,944	\$ 108,864

Capped at 48-month list price

TCV Maintained = Margin Retained



Exadata Cloud@Customer – Database and Autonomous Database OCPU SKUs

No changes to OCPU SKUs

SKU	Exadata Database OCPU Description	Price (\$/hour)
B91363	Exadata Cloud at Customer - Database OCPU	1.3441
B91364	Exadata Cloud at Customer - Database OCPU - BYOL	0.3226
SKU	Autonomous Database OCPU Description	Price (\$/hour)
B92418	Exadata Cloud@Customer - Autonomous Transaction Processing - Database OCPU	1.3441
B92420	Exadata Cloud@Customer - Autonomous Transaction Processing - Database OCPU - BYOL	0.3226
B92419	Exadata Cloud@Customer - Autonomous Data Warehouse- Database OCPU	1.3441
B92421	Exadata Cloud@Customer - Autonomous Data Warehouse - Database OCPU - BYOL	0.3226

Note: OCPU SKUs for Gen 2 ExaC@C are different than OCI (public cloud) SKUs



Exadata Cloud@Customer X9M / X10M **Transition Plan**

X10M Generally Available June 22, 2023

- Follow Restricted Products List process until June 22
- X10M-L (2.25 TB)
 - Quotable July 13
 - Orderable August 8 (all previous X10M-L quotes must re-quoted prior to placing orders)
- Base System using X10M components will be released at a future date

Sales can quote and book X9M or X10M as suitable

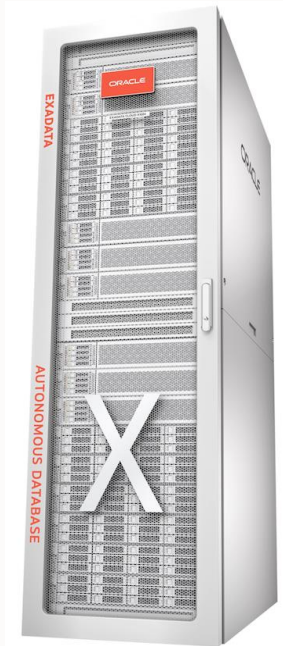
- Discounts managed at the regional level

X8M and X9M racks will continue to be expanded with X9M Servers

SAP Validation on ExaC@C X10M planned for FY24Q3



Summary – Generations of Innovation



Building upon **Exadata Technology** advantages

Performance
Availability
Scalability
Manageability
Security



**Customers gain greater efficiency
and deeper business insights at a
lower total cost of ownership**

**More Storage
More Performance
More Networking Options**

Where can I find information

Until General Availability at the [Internal Secure Site](#)

At General Availability:

<http://Database.us.oracle.com> for technical information

Exadata Cloud for Sales Teams <http://mysites.oracle.com/exadatacloud-us>

Please register for:

Exadata Cloud OTube - Please click the “Subscribe” tab to be added to mailing list

<https://otube.oracle.com/channel/Exadata+Cloud/102067412>

FY24 Exadata Olympian Program Launch – Business Value of Exadata Cloud

https://otube.oracle.com/media/FY24+Exadata+Olympian+Program+Launch/1_h94210d2

Outbound Product Management Directory -

<https://apex.oraclecorp.com/pls/apex/r/exaccbe/sales-rep-portal/outbound-pm-directory>



ORACLE