



# OCI Overview & Differentials



Alexandre Fagundes  
**Cloud Architect, Oracle Corporation**



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# Oracle Cloud Infrastructure

## An overview





# 45+ years of helping customers manage the world's most important data

Discovering new pharmaceuticals

Processing insurance claims after disasters

Simulating crash performance for new cars

Keeping hotel customers safe during stays

Exchanging currencies for foreign trade

Ensuring the electric grid is reliable

Improving diagnosis and resolution of illness

Protecting critical communications networks

Reworking restaurant operations to adapt to change

Increasing the speed and lowering the costs of construction

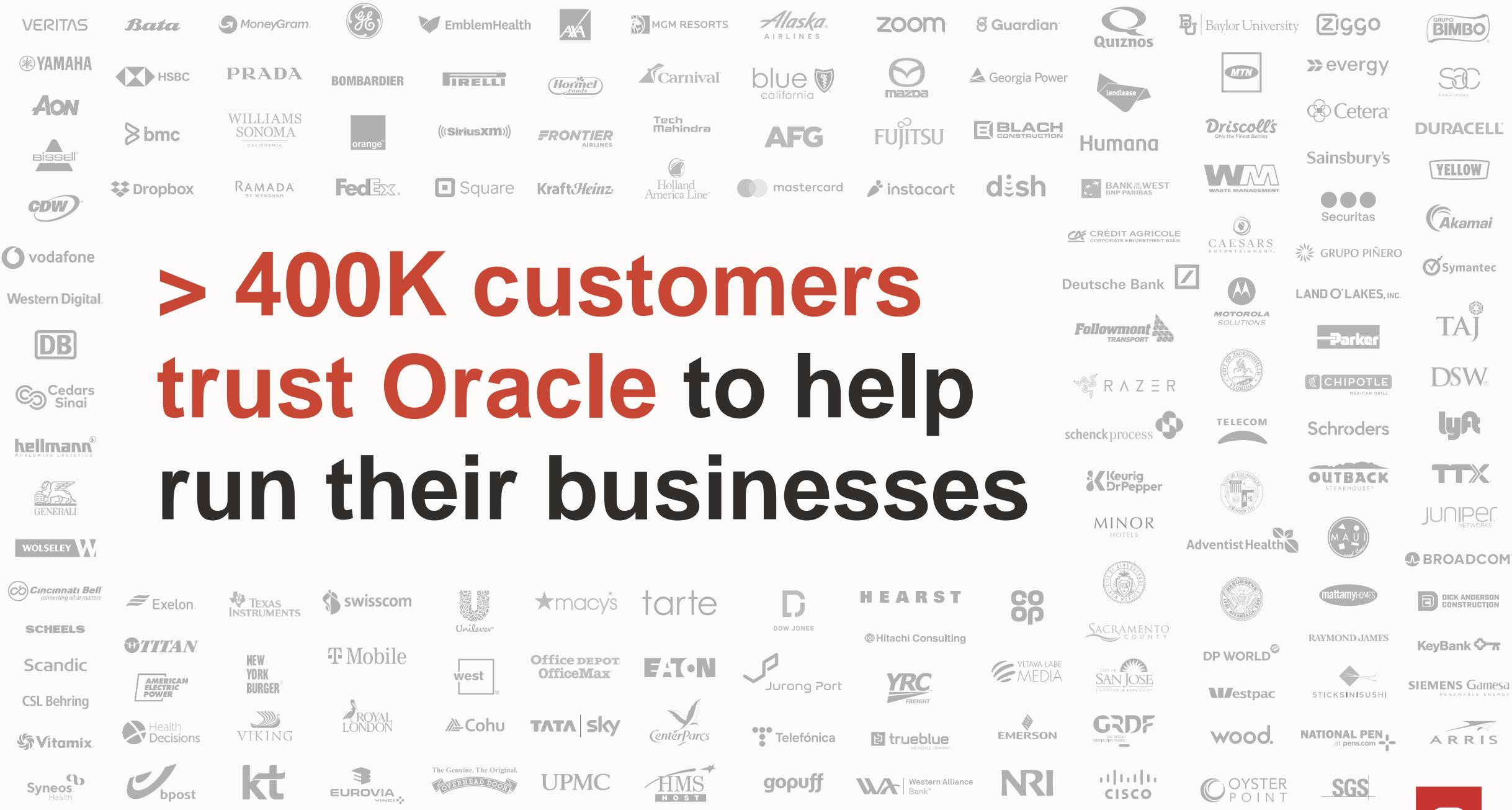
Adapting to supply chain volatility to keep up with demand

Detecting money laundering and reducing business risk

Supporting citizens through crisis

Making purchases available at curbside







# We've rebuilt our business for the cloud

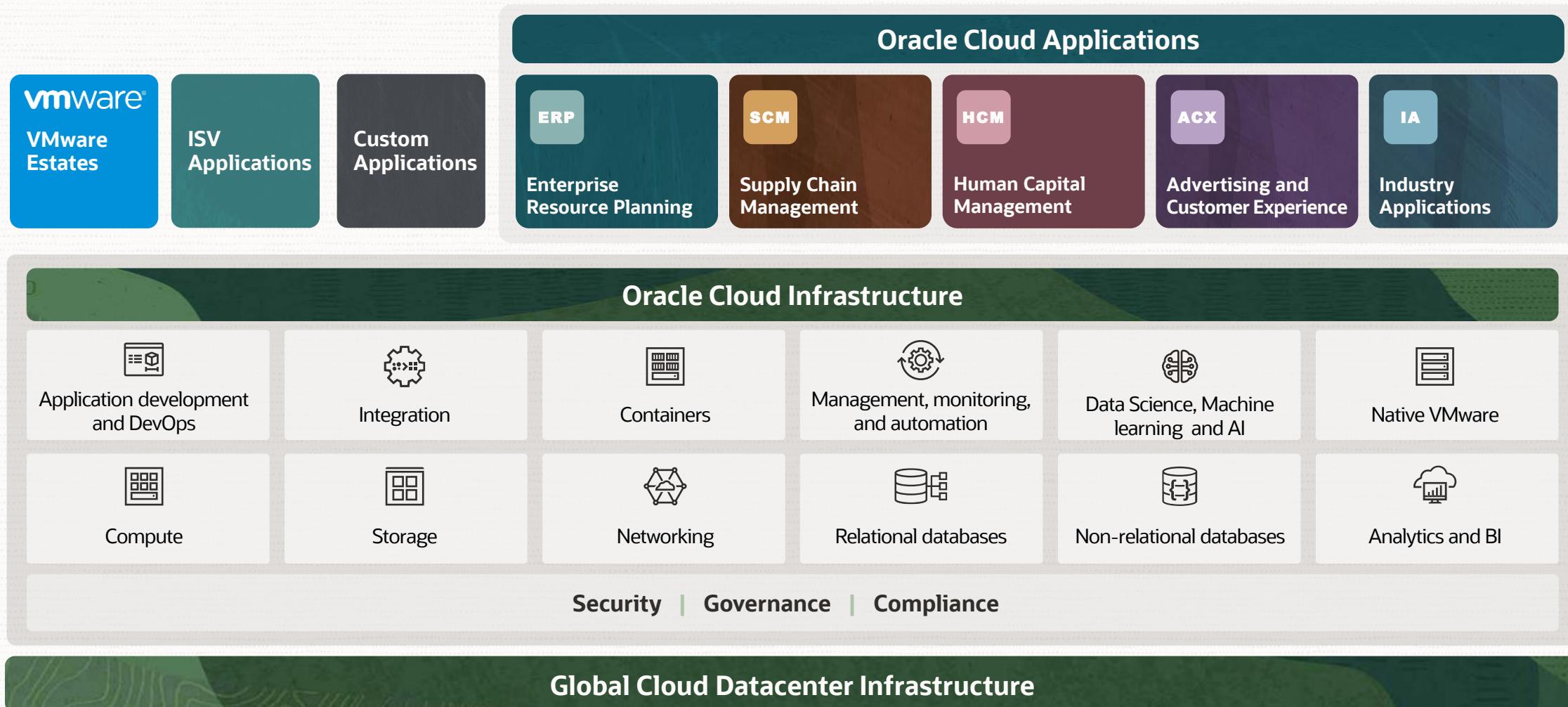
Built modern SaaS versions of  
all our major business applications

Brand-new cloud infrastructure platform  
with 90+ unique services

The most flexible approach to the cloud:  
public cloud, customer's data center, at  
the edge

Only cloud provider offering  
financially backed, end-to-end SLAs

# Oracle Cloud Infrastructure + Oracle Applications



# Businesses achieve better results running databases on OCI



**80%**

Reduction in DBA  
admin tasks

**No more**

Cost of idle vCPU autoscaling to  
align usage with actual demand

**Zero**

Downtime  
maintenance and  
non-disruptive scaling



**Linear**

Performance increase with  
server scale-out

**Always**

- ✓ Tuned
- ✓ Patched
- ✓ Secured
- ✓ Encrypted



**Faster** than other clouds

- ✓ 25x better latency
- ✓ 384x more SQL throughput
- ✓ 22x more SQL read IOPS

**20-30%**

Less vCPU needed for same  
workloads lowers cost

**Run**

More applications in-memory with expanded  
capacity using lower-cost, shared flash

Bring-your-own-license (BYOL) subscriptions include:



- ✓ Transparent Data Encryption (TDE)
- ✓ Data Masking and Subsetting pack
- ✓ Real Application Testing option
- ✓ Diagnostics & Tuning Pack

# The most complete support for multi & hybrid cloud strategies



## Oracle Public Regions

Hyperscale cloud regions in 48 worldwide public locations



## Dedicated Region Cloud@Customer

All OCI services, running in customer data centers



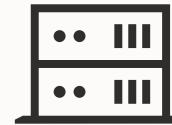
## Oracle Cloud VMware Solution

Native VMware on OCI in public cloud or dedicated regions



## Exadata and PCA Cloud@Customer

Cloud Autonomous Databases, running in your data center



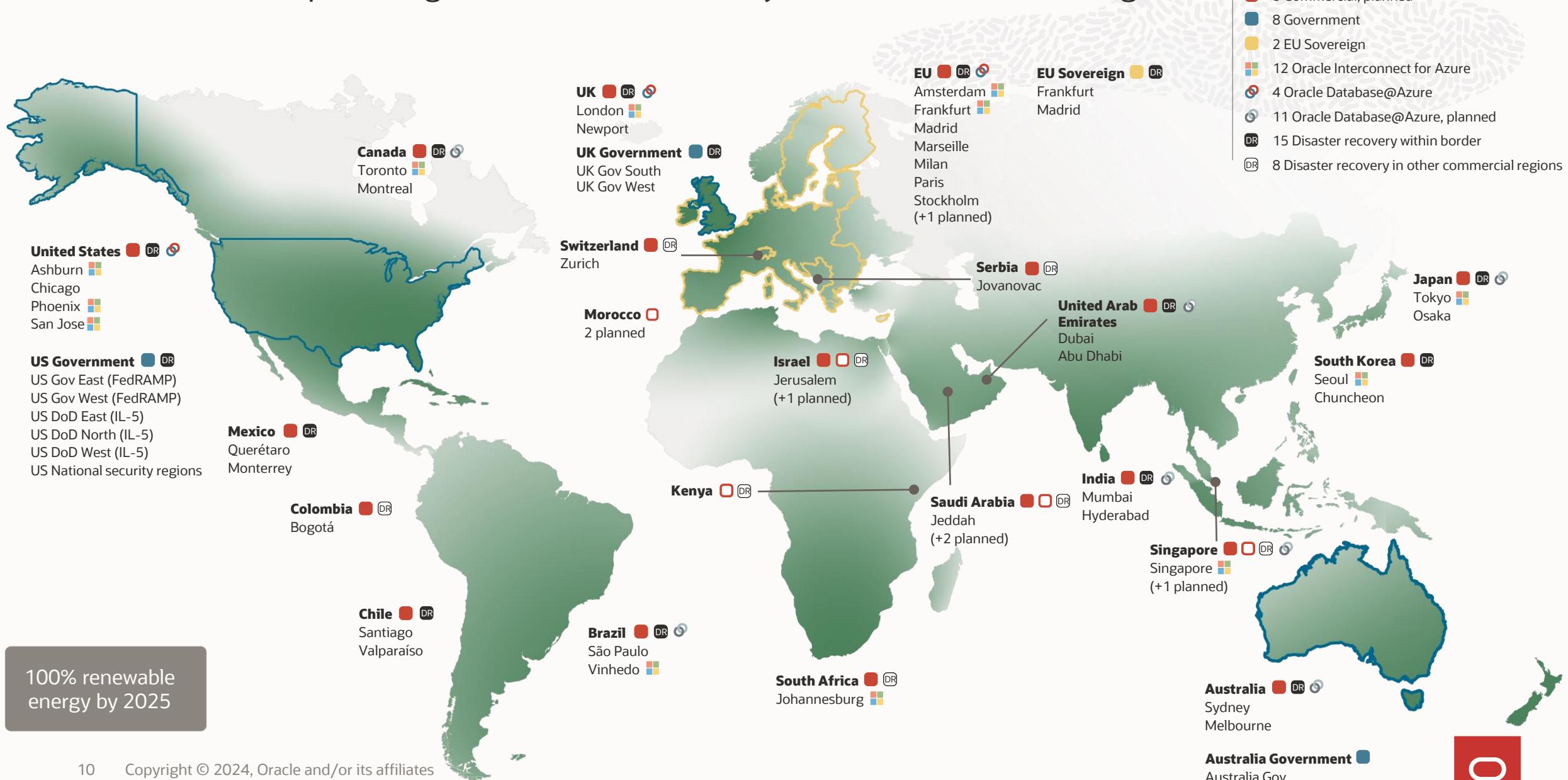
## Roving Edge Infrastructure

OCI compute and storage for remote, disconnected scenarios

**Worldwide or exactly where you need it, with scale and control**

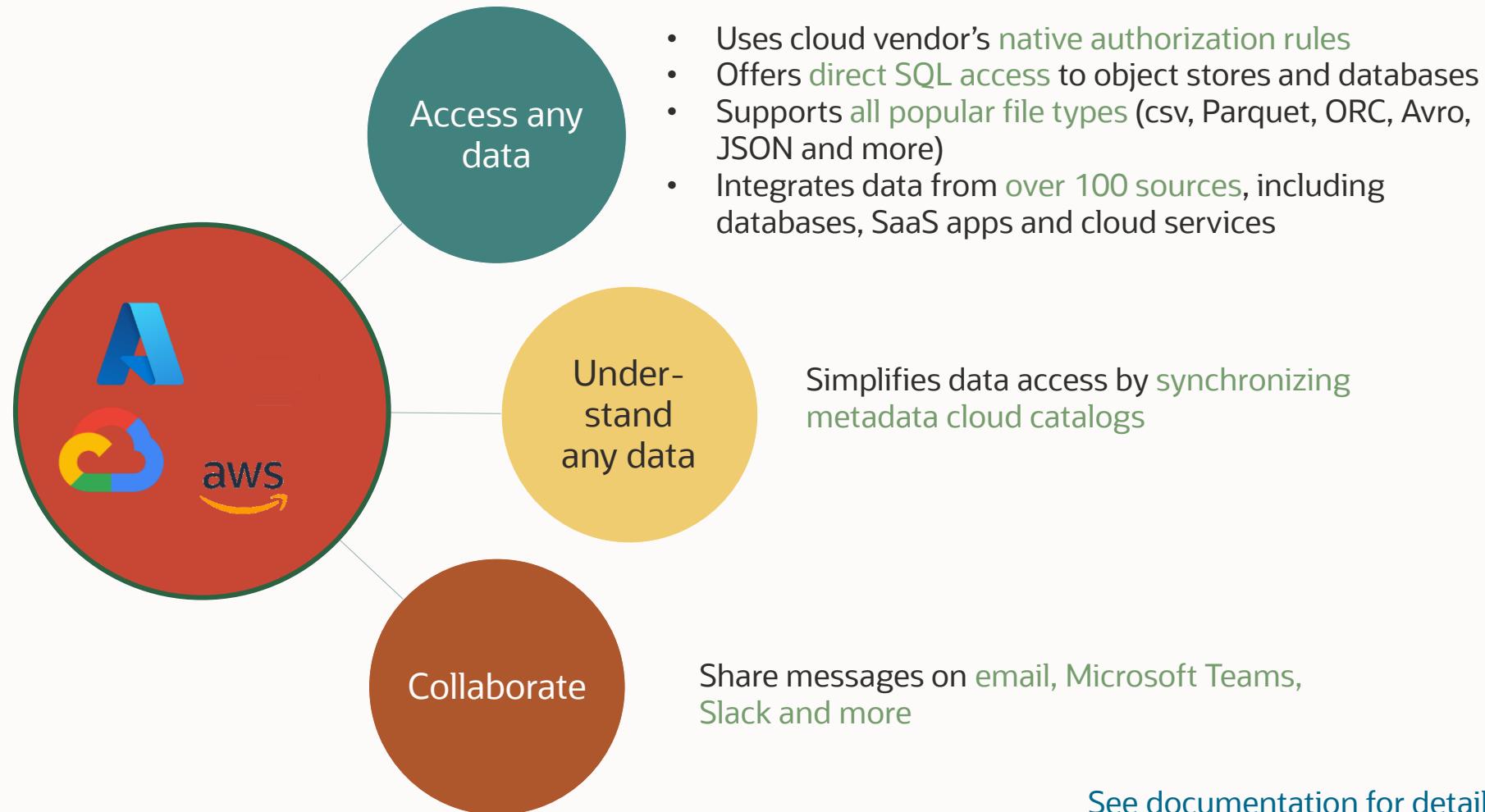
# Oracle Cloud Infrastructure global footprint – 72 regions

June 2024 – 48 public regions, 24 Dedicated, Alloy, Multicloud and secret regions



# Autonomous Database simplifies multi-cloud solutions

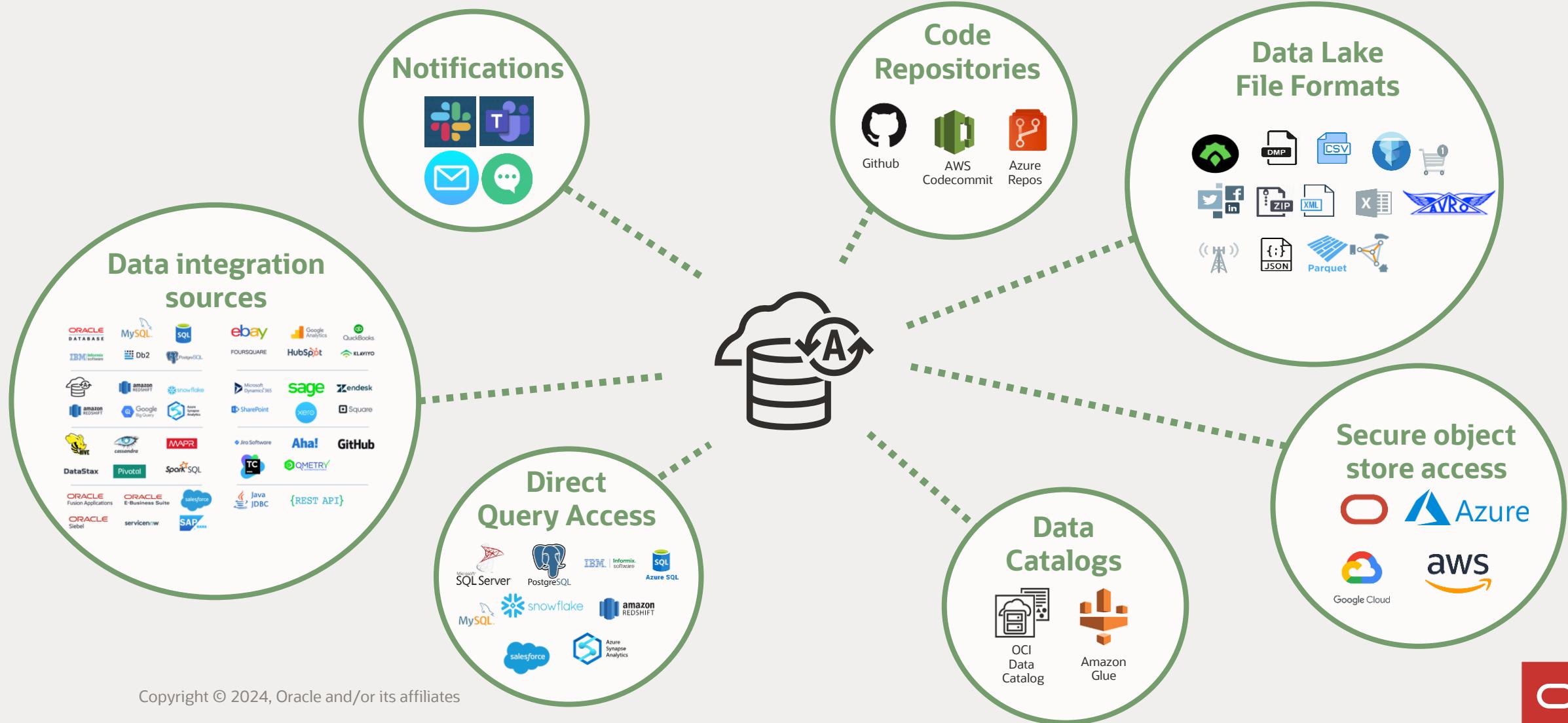
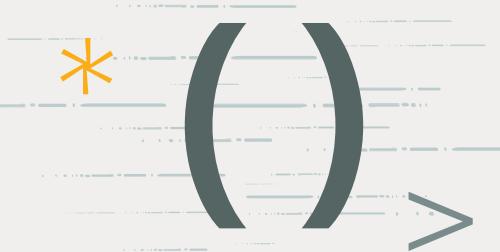
Deep integration with native cloud services abstracts differences



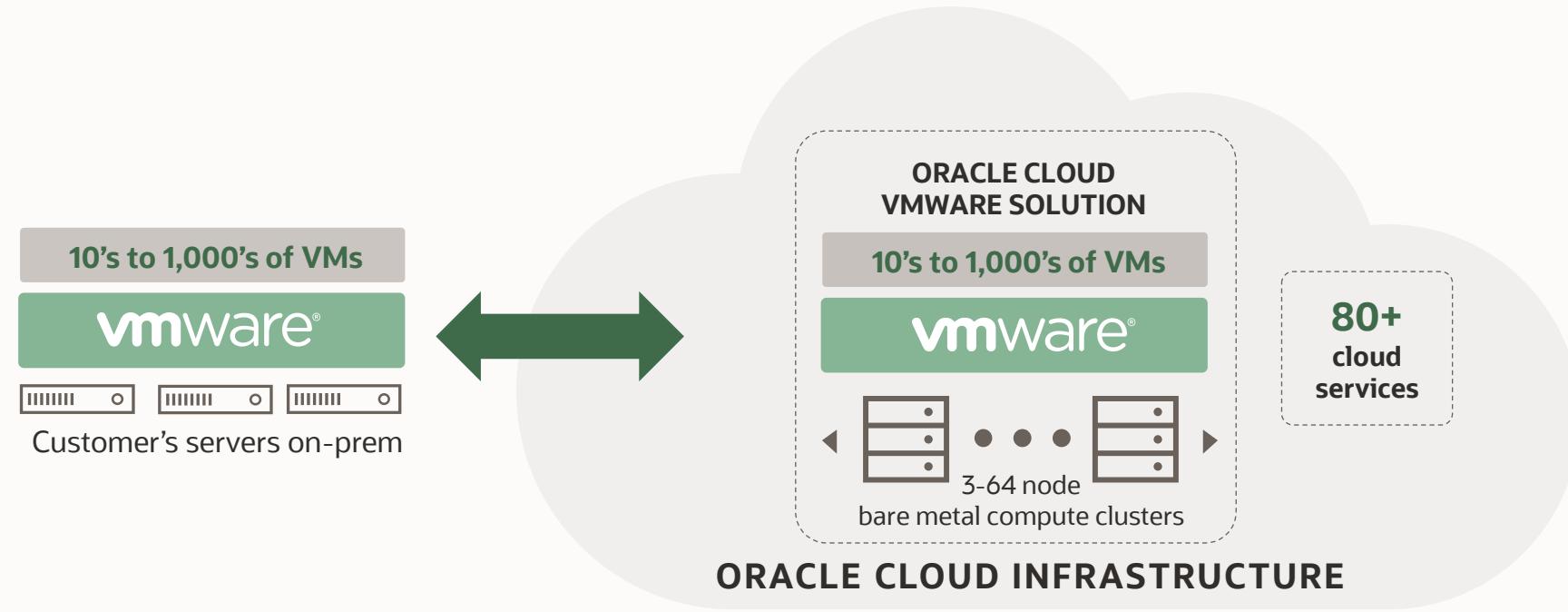
[See documentation for details on support](#)



# Summary of Autonomous Database multi-cloud integration



# Oracle Cloud VMware Solution



## 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  
5 US Gov regions  
OCI Dedicated Region

(June 2021)

# Key Customer Benefits

1

## Dedicated with Full Control

Self-service provisioning with full administrative control, including root access. Root access provides full control over your environment.

2

## Keep the Same VMware Tools

Leverage your existing skillsets with tools you are already using on-premises; vSphere, vSAN, NSX, and Third-party ISV solutions.

3

## Seamless Migration

Migrate applications “as-is” and avoid modifications by relying on a single VMware specification that works both on-premises and in the cloud.

4

## Access to Oracle Cloud Services

Deploy VMware-based applications in the same cloud environment as Oracle's broad portfolio of cloud services including Autonomous Database, DBaaS, and Exadata CS

5

## Global Availability

Deploy into any of the 23 Commercial (non-gov) OCI.

# Global, regional, and industry compliance

Expansive list of independent assessments across industries and regions

## REGIONAL



GDPR [EU]



PIPEDA [Canada]



ENS [Spain]



BSI C5 [Germany]



K-ISMS [Korea]



NISC [Japan]



CITC [Saudi Arabia]



Cyber Essentials Plus [UK]



National Cyber Security Principles [UK]

## GOVERNMENT



DoD DISA SRG IL5



FedRAMP



CJIS



EU Model Clauses



LGPD



VPAT-Section 508



Canada Protected B



G-Cloud 12



NIST



SOC 1 : SOC 2 : SOC 3



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



Level 2

## INDUSTRY



HIPAA



PCI DSS – Level 1



HITRUST CSF



TISAX



FINMA



BACEN



EBA



GxP



FIEC

## GLOBAL

# Flexible Pricing & Consumption Models, Rewards for Consumption

## Investment Protection

### Universal Credits

- 1 simple contract
- 1 global standard pricing model (IaaS/PaaS)
- Simplified buying experience
- BYOL discounts

### Support Rewards

- Earn \$0.25 rewards for every \$1 of new OCI consumption (\$0.33 per \$1 for ULA customers)
- Rewards can be used to lower Technology support bill, even down to zero

## Consumption Choices

### Pay As You Go

- No upfront commitment
- Pay only for usage
- Pay in arrears based on usage
- List pricing

### Annual Flex

- 1-year min term
- Use annual commitment throughout the year
- Published volume discounts

# Oracle Cloud Applications

Complete suite of  
integrated applications



# Oracle Cloud Infrastructure

Secure, high-performance  
platform for all your workloads

# Everything you need to build modern cloud native applications

## Broad set of OCI services

### Interfaces and automation

Console, CLI, API/SDKs, cloud shell, resource manager (Terraform)

### API management

API design / API gateway

### Databases

Oracle Autonomous Database, MySQL services

### Containers

Container registry, Container Engine for Kubernetes

### Machine learning

Full lifecycle ML service (data prep, training, inference)

### Serverless

Functions for serverless code execution

### Streaming

Kafka-compatible service

### Ops

Continuous deployment, observability, management, monitoring

## Deep tools ecosystem



Terraform



ANSIBLE

GitHub



FORTINET

PagerDuty



cybereason



servicenow.



[More details](#)

# Moving your apps to OCI is the easiest way to make them modern



## Move

### Move application without re-architecture

- Gain higher performance
- Improve availability
- Shift from CapEx to OpEx

## Optimize

### Incrementally refactor

- Reduce manual work with platform services
- Improve agility with containerization
- Automate your application lifecycle

## Extend

### Extend your applications

- Improve user experience with new interfaces
- Expand app use with new APIs
- Increase value with integrations to other apps



# Start getting cloud benefits without any application changes



## Easily lift & shift

### Oracle Cloud Lift Services

Cloud experts help you move at no additional cost

### Next-Gen Architecture

Infrastructure to support any workload, even the toughest enterprise apps



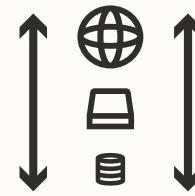
## Improved performance

### Oracle Exadata Cloud Service, Database RAC

Best cloud platform for running Oracle Database

### Bare Metal Compute

Dedicated bare metal servers provide maximum performance, isolation, & control



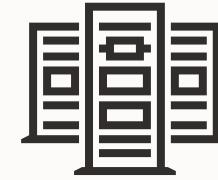
## Lower cost

### Flex Infrastructure

Precisely provision compute resources with no waste

### Lowest Cost Bandwidth

Move significant volumes of data at up to 80% lower cost vs other clouds



## Comprehensive hybrid choices

### Dedicated Region, Exadata Cloud@Customer

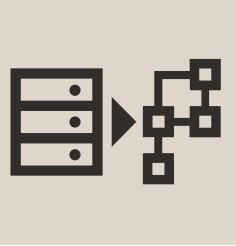
Easily run services & apps on-prem, with cloud benefits

### Oracle Cloud VMware Solution

Native VMware in public cloud, government cloud, or dedicated regions

# Oracle Solutions to migrate databases to Oracle Cloud

## OCI Database Migration (DMS)



- Fully managed
- Graphical guidance
- Online and offline migrations
- Autonomous Database target
- Based on Zero Downtime Migration

## Zero Downtime Migration (ZDM)



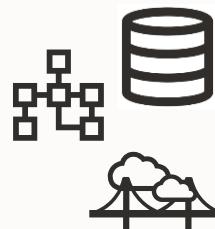
- User Managed Expert Tool
- Fleet Migrations
- Logical and Physical Migrations
- Migrations to ExaCC

## SQL Developer



- Developer Experience
- Fine-grained transformations

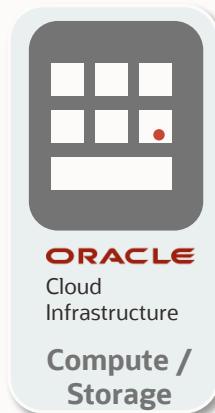
## Database Tools



- Manual use of DB Tools (RMAN, Data Guard, Datapump, GoldenGate)
- Full expert control
- Special use cases (bi-directional replication, etc.)

# Oracle Cloud Database

Range of options



The Right Cloud Database for Every Use Case

100%  
Administrator  
Operated

Economic,  
Managed DB Service,  
100% Configurable

Max Performance & Consolidation,  
Integrated Database HW/SW

Fully Autonomous Operation,  
Dynamic Scalability



## Two free trial options

New

Always free

Services you can use  
for an unlimited time



Free trial

Free credits for 30 days

Learn, explore, and build for free

[oracle.com/cloud/free/](https://oracle.com/cloud/free/)

# Oracle Cloud Versus Competition



# Oracle Autonomous Database

## Self-Driving - Self-Securing - Self-Repairing



### The Real-World Business Value of Oracle Autonomous Data Warehouse

#### Business value highlights:

- **Five months** to payback
- **417%** five-year ROI
- **94%** reduction in unplanned downtime
- **68%** more efficient DBAs
- **63%** reduced total cost of operations
- **45%** reduction in IT infrastructure costs

Carl Olofson  
IDC Research VP  
Data Management

Harsh Singh  
IDC Sr. Research Analyst,  
Business Value Strategy

#### PROVISION

Creates **Exadata Cloud Infrastructure**, Real Application Clusters (**RAC**) scale-out database, **Active Data Guard** standby

#### OPTIMIZE

Automatically optimizes **data formats, indexes, parallelism** and **plans** for each workload

#### SCALE

Automatically **Scales Up** or **Out** online when needed

#### PROTECT

Automates **backup, restore, transparent failover** within cluster or to remote standby

#### SECURE

Applies security **updates online**, prevents admin snooping with **Database Vault**, **encrypts** all data

#### MANAGE

**Patches** all software **online**, tunes settings, performs **all DBA** operations, diagnoses **errors**



# Oracle Cloud Differentiators

## OCI: #1 Predictable & Massive Performance



### Predictable & Massive Performance

- Flat/non-blocking network
- Low latency RDMA technology
- Off-box I/O virtualization
- Superfast NVMe local storage
- Flash-based block storage

OCI Gen 2 Design: Massive and predictable performance at the lowest cost

- OCI Compute **2X better price/performance** than AWS for general purpose & memory-optimized instances
- OCI Compute **4.8X better IOPS price/performance** than AWS for high I/O intensive instances
- OCI block storage **20X higher IOPS/GB** compared to AWS EBS General Purpose SSD

# Oracle Cloud Differentiators

## OCI: #2 Superior Economics

OCI is built for enterprises looking for higher performance, consistently lower costs, and easier cloud migration for their existing on-premises applications.

**1**  
**74%**  
savings for  
outbound  
bandwidth

**2**  
**2X** better price  
performance for  
general/memory  
optimized compute

**3**  
**44%**  
lower compute  
costs for HPC

**4**  
**20X** IOPS  
performance of  
AWS block storage  
for  $\frac{1}{2}$  the cost

**OCI is consistently less expensive than AWS for a wide range of cloud services.**

# Oracle Cloud Differentiators

OCI: #3 End-to-End Enterprise SLAs

|               | OCI     | AWS         | Azure       | GCP         |
|---------------|---------|-------------|-------------|-------------|
| Availability  | Covered | Covered     | Covered     | Covered     |
| Performance   | Covered | No coverage | No coverage | No coverage |
| Manageability | Covered | No coverage | No coverage | No coverage |

Source: <https://cloud.oracle.com/iaas/sla>



# OCI Differentiators

#1

**Oracle Apps Run  
Better on OCI**

#2

**OCI Offers *Faster*  
& *Consistent*  
*Performance***

#3

**OCI Offers  
*Consistent &*  
*Lower WW*  
*Pricing***

#4

**OCI Offers  
*the Broadest*  
*SLAs***

#5

**OCI Offers the  
*Highest*  
*Performance Data*  
*Management*  
*Platform***

#6

**OCI is built on a  
*2<sup>nd</sup> Generation*  
*Cloud*  
*Architecture***

#7

**Within OCI, *End-*  
*to-End Security*  
*is Foundational***

#8

**OCI is also a  
*Modernization*  
*Platform***

#9

**Oracle Support Rewards (OSR)**

<https://www.oracle.com/cloud/rewards/>

#10

**Oracle Cloud Lift Services**

<https://www.oracle.com/cloud/cloud-lift/>

# Zoom meets performance and cost goals while scaling volume 30X

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“We selected Oracle for its advantages in performance, scalability, reliability, and superior cloud security.”

**Eric S. Yuan**  
CEO, Zoom



## Business Challenge:

Zoom needed to find a Cloud partner as performant and cost-effective as their purpose-built environment, that could scale to a 30X increase in volume as demand soared under the COVID-19 pandemic.

## Results:

Oracle’s engineering team helped Zoom move from deployment to live production in just 9 hours. Zoom now supports millions of concurrent live streams every day—in the cloud, without having to rely on managing their own hardware or data centers.

- ✓ Quickly scaled to meet user demand as it grew from 10 million to 300 million daily participants, December to April
- ✓ Considered other clouds, but only Oracle met their requirements
- ✓ Has grown from 7 to 20 petabytes of video and audio transferred per day through Oracle Cloud Infrastructure servers—a 3x increase from April
- ✓ Eliminated the 40-minute limit for K-12 schools on its free tier
- ✓ Next, Zoom and Oracle are partnering to add videoconferencing to webinars, sales calls, and customer service within Oracle CX Cloud

## Products Used:

Oracle Cloud Infrastructure

Oracle Virtual Machines

Oracle Block Volumes



# TIM Brasil selects Oracle and Microsoft to migrate its whole datacenter to the cloud



“Oracle has been a fantastic partner in our technology evolution.”

**Pietro Labriola**  
CEO, Tim Brasil



## Business Challenge:

TIM Brasil is one of the largest telecommunications providers in Brazil with more than 61 million customers. As the COVID-19 pandemic reshaped businesses, TIM Brasil needed to accelerate its digital transformation in order to meet evolving customer needs.

## Results:

As part of its modernization project, TIM Brasil selected Oracle and Microsoft as its technology partners. With the adoption of Oracle Cloud Infrastructure and Microsoft Azure, TIM Brasil will move 100% its on-premises workloads to the cloud.

- ✓ Oracle Cloud Applications, Oracle Database, VMware servers, integration, and Oracle-based custom application workloads on OCI
- ✓ SAP, Microsoft, Virtual Desktop Infrastructure, and non-critical application workloads will run on Microsoft Azure
- ✓ Oracle-Microsoft Azure Interconnect will provide 40 Gbps initial speed, federated identity, and 99.95% SLA
- ✓ TIM Brasil will migrate 7,000 servers, 35,000 cores, 1,200 databases, and 15 petabytes of storage
- ✓ Reduced carbon emissions directly associated with physical data centers

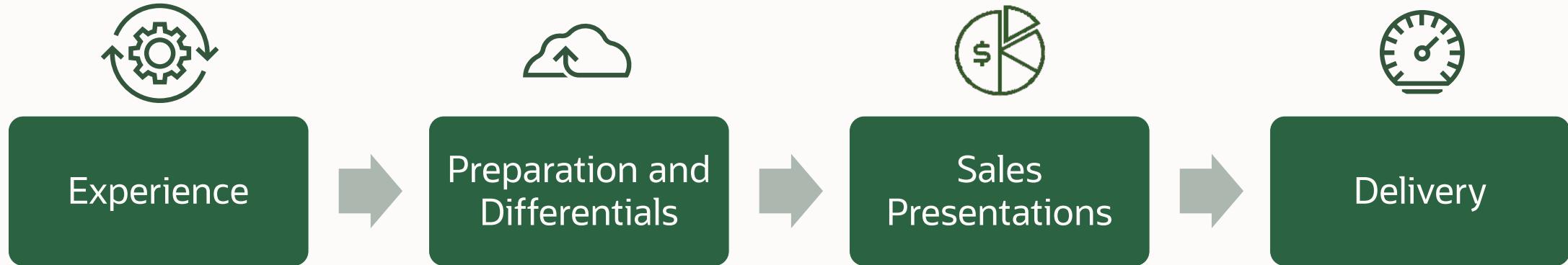
## Products Used:

Oracle Cloud Infrastructure



# Global Public Link Tools

## Reference Links

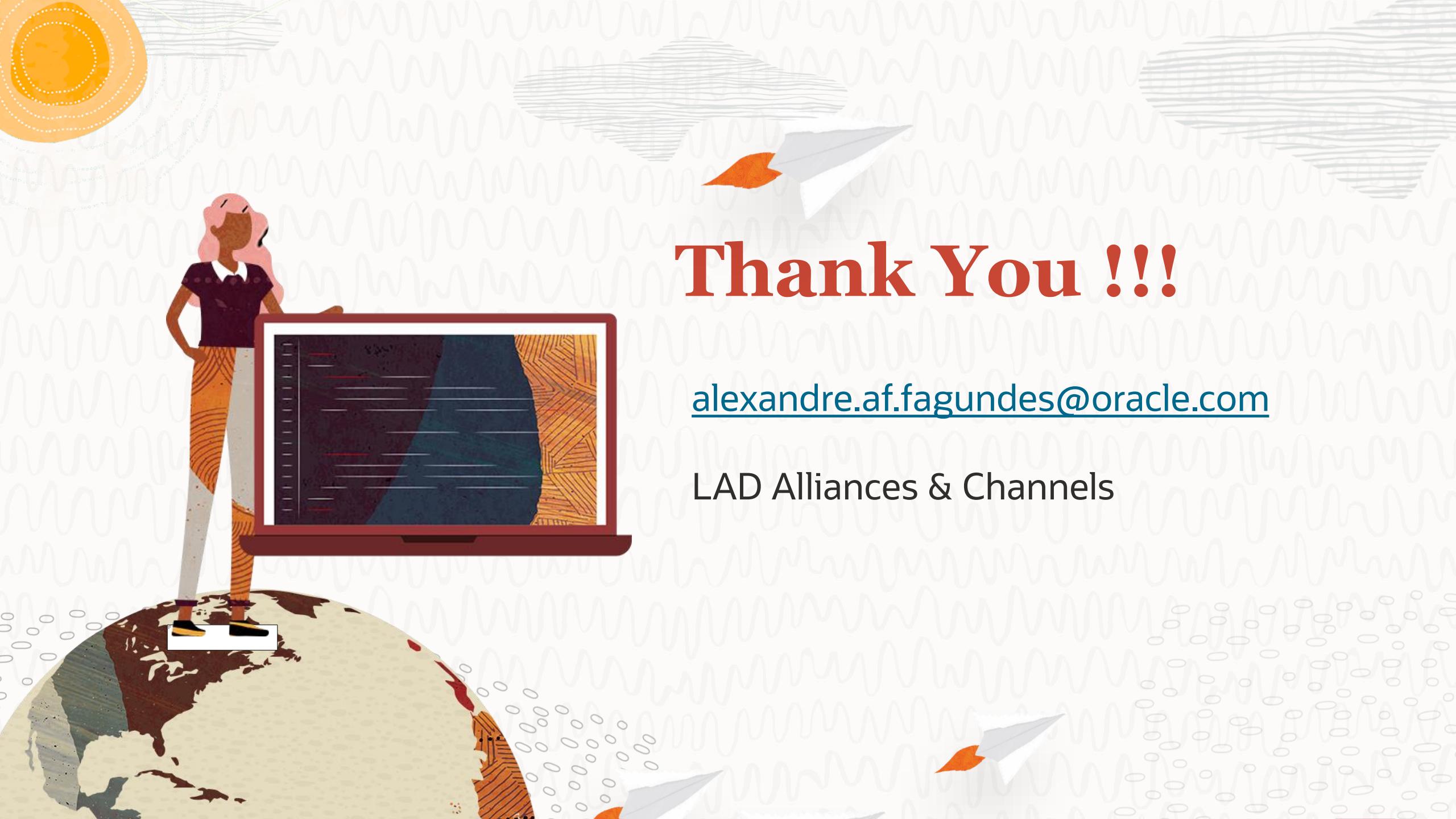


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# Thank You !!!

[alexandre.af.fagundes@oracle.com](mailto:alexandre.af.fagundes@oracle.com)

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