

**Oracle Observability and Management Key Differentiators**

Oracle OCI Observability and Management (O&M) Platform is a comprehensive set of cloud services that provide visibility and insight across multi-platform cloud-native and traditional technology, whether deployed in multi-cloud (OCI, AWS or Azure) or on-premises environments, with broad, standards-based ecosystem support. The following are the advantages of Oracle O&M over competitors:

* **Rich integrated suite for multi-cloud, on-premises and hybrid cloud IT deployments.** Oracle O&M consists of industry’s broadest management solution portfolio consisting of Logging, Logging Analytics, Application Performance Monitoring (APM), Infrastructure Monitoring, Database Management, Operations Insights and Service Connector Hub as a single vendor offering. These are provided on top of capabilities that support key DevOps processes such as monitoring, notifications, events, functions, streaming and OS management. Oracle O&M is available for deployment on Oracle Cloud or on-premises on Oracle Dedicated Region Cloud@Customer. Oracle O&M covers Oracle and non-Oracle workloads running on OCI, AWS, Azure, and on-premises. Unlike some competitors who focus primarily on the infrastructure layer, the breadth of Oracle O&M includes support for the full stack, which [Constellation Research](https://salescentral.oracle.com/SCAssetsRest/downloadservice?id=152442) calls “chip to click”, across all layers of technology, 250+ out-of-the-box parsers for heterogeneous logs, and more.
* **Unified data platform, no silos and single source of truth.** Oracle O&M stores all the collected data in a unified data platform in real time, with universal time stamp, making it very conducive to real time machine learning analytics, faster fault isolation and lower MTTR (mean time to repair). Competitor offerings require multi-vendor point solutions for broad functional coverage, resulting in duplicate data from multiple tools necessitating real time data consolidation, correlation and data de-duplication for effective machine learning.
* **Built-in Machine Learning Analytics and no Data Scientists needed.** Already consolidated data from Oracle O&M and out-of-the-box self-learning machine learning analytics eliminate the need for expensive Data Scientists, thus reducing the Total Cost of Ownership (lower TCO). Competitors typically provide data in silos and machine learning tool kits which require expensive Data Scientists to use them on an ongoing basis.
* **“Oracle-on-Oracle” advantages.** With Oracle O&M, Oracle Database, Exadata and Oracle Applications customers can realize the following advantages that are unmatched my any competitor:

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| **“Oracle on Oracle” Advantages** | **Oracle** | **Competitors** |
| Deep visibility and insight into OCI, Database, Autonomous, Exadata and Oracle Apps | ✓ | X |
| Out-of-the-box parsers for Oracle logs | ✓ | X |
| Timely support for the latest releases of Oracle products | ✓ | X |
| Ability to harvest Oracle Enterprise Manager data for analysis (ASH, AWR) | ✓ | X |
| Trend analysis, forecasting & capacity planning for Oracle Database and Exadata | ✓ | X |
| Oracle database management beyond Monitoring - Diagnostics, Tuning | ✓ | X |
| Tighter integration with OCI - unified billing, budget management, IAM (RBAC) | ✓ | X |
| Flexibility of Universal Credits | ✓ | X |
| Single vendor accountability for Oracle stack and management | ✓ | X |

* **Built on open standards and easy co-existence and integration.** Oracle O&M supports open standards and open source technologies such as CNCF, Fluentd, Kafka compatible Streaming service, OpenTracing, OpenTelemetry and cloudevents as well as REST APIs, making it easy to co-exist and integrate with the 3rd party tools and technologies which customers may have already deployed in their enterprises. This eliminates the risk of disruptive rip-and-replace of existing tools. In addition, Oracle O&M also provides free out-of-the-box integrations with many third-party tools from vendors such as PagerDuty, Twilio and Grafana.