

1. Oracle Cloud Infrastructure Solution 2018 Sales Specialist Assessment

- ✓ 1. What are prospective customers for the “Migrating Apps Unlimited to the Cloud” use case typically trying to do?

Answers

- ✗ 1. This play is a great solution for customers who have long-term storage archive issues and want to change the way they currently manage that.
- ✓ 2. This play is well suited for customers seeking to workloads like EBS, PSFT, Siebel, JDE, VCP, etc from on-premises environments to the cloud
- ✗ 3. This play is ideal for customers who have legacy hardware in their data centers and want to upgrade to engineered systems.
- ✗ 4. Customers for whom this play is appropriate are planning to use Big Data Cloud Service to address growing analytics demand

- ✓ 2. Which statement would best address a customer's requirement for a cloud solution that addresses strict security standards?

Answers

- ✗ 1. You can always run a hybrid configuration with production data on premises and dev/test in the Oracle public cloud.
- ✓ 2. Oracle's Cloud at Customer enables you to leverage all of Oracle's robust cloud offerings all behind your firewall; and all managed and supported by Oracle.
- ✗ 3. An Oracle Cloud at Customer solution will enable you to meet your SLAs as well as address latency issues.
- ✗ 4. Develop, deploy, and manage all of your existing Oracle and non-Oracle workloads

- ✓ 3. Improving competitive edge and staying ahead of competition are goals of which IaaS target persona?

Answers

- ✗ 1. VMware Administrator
- ✗ 2. DBAs
- ✗ 3. Lines of Business
- ✓ 4. C-Level, CTO, CIO

- ✓ 4. Which two statements are true about the Cloud marketplace today, and our strategy to address it?

Answers

- ✓ 1. First generation public clouds were not architected to meet enterprise requirements
- ✓ 2. Oracle has architected our cloud from the ground up to be purpose-built for the Enterprise
- ✗ 3. Oracle is focusing its energies solely on the cloud native development markets.
- ✗ 4. While Oracle Cloud Infrastructure is not as fast as AWS' platform, we are much less expensive.

- ✗ 5. Which two statements are true about Oracle Cloud Infrastructure as it pertains to our Cloud Platform Strategy?

[Incorrect](#)

Answers

- ✓ 1. IaaS is currently just a fraction of WW IT Spending, so the opportunity for Oracle Cloud Infrastructure sales is big.

- ☒ 2. Our Oracle Cloud Infrastructure leverages AWS' security and governance services.
- ☒ 3. Like AWS, Oracle is predominantly a public cloud company, with limited private and hybrid options.
- ☒ 4. Oracle has built our cloud IaaS to emulate a software defined, virtualized data center in the cloud

☒ 6. What is one question you might ask Application Developers, as a target customer for Cloud-based solutions?

Answers

- ☒ 1. Are you interested in the ability to reduce datacenter power and cooling costs?
- ☒ 2. Are you interested in operating systems technology and technical advantages?
- ☒ 3. Are you concerned with reducing licensing costs for applications for running business analytics?
- ☒ 4. Are you interested in hearing more about the tooling and language support (IDE's, SDKs, etc.) with have with Oracle Cloud Infrastructure?

☒ 7. What is a value proposition for moving Performance Intensive Apps to IaaS?

Answers

- ☒ 1. With Oracle Cloud Infrastructure, businesses can run performance intensive workloads requiring millions of IOPs, millisecond latency, and many GB/s of bandwidth, on a pay-per-use or non-metered model.
- ☒ 2. Simplifies migrating on-premise applications running on VMware or KVM
- ☒ 3. Oracle Cloud Infrastructure services reduce Total Cost of Ownership in any solution
- ☒ 4. Target customers want long term storage for infrequently used data

☒ 8. What is contributing to the transformation in business due to the Cloud?

Answers

- ☒ 1. Need to focus on customer strategic priorities and differentiation, not managing infrastructure
- ☒ 2. Decrease in the cost of disk storage devices
- ☒ 3. Commodity pricing for X86 servers
- ☒ 4. Increasing demand for on-premise services

☒ 9. What is a customer pain point for Line of Business owners, as a target customer for Cloud-based solutions?

Answers

- ☒ 1. Interested in operating systems technology and technical advantages
- ☒ 2. Focus on resource reduction for FTE in IT
- ☒ 3. Requirements for agility and faster innovation optimized for business users
- ☒ 4. Handle increasing data and complexity

☒ 10. What does Oracle offer for customers having specific country, performance or security requirements that further differentiates Oracle from other Cloud Vendors?

Answers

- ☒ 1. Free consulting services to migrate customers to the cloud
- ☒ 2. Hosting of the customer's cloud at the Chicago Oracle Public Cloud data center

- ☒ 3.The Oracle VM and VirtualBox Cloud Kit
- ☒ 4.Oracle Cloud at Customer

☒ 11. What fact about today's enterprise workloads is key to understanding where Cloud at Customer fits in the OCI solutions set?

Answers

- ☒ 1. Most enterprises have begun to explore Cloud Services
- ☒ 2. The vast majority of enterprise workloads are in the process of being migrated to the Cloud
- ☒ 3. The vast majority of enterprise workloads today are still on premises.
- ☒ 4. The vast majority of enterprise workloads with intensive performance requirements have been moved to some sort of Cloud service

☒ 12. Which sales play is best suited for customers seeking to 'lift and shift' their applications and databases from on-premises to the cloud with 100% compatibility?

Answers

- ☒ 1. Archiving in the Cloud
- ☒ 2. Oracle Move Workloads ISV and Bespoke Apps to the Cloud
- ☒ 3. Building and Running Cloud Native Apps
- ☒ 4. Creating the Cloud

☒ 13. Oracle has several services within its Oracle Compute Cloud Service portfolio. Which service provides straight-out performance with fast, elastic provisioning of servers and the latest generation NVMe SSDs, providing millions of IOPS and very low latency,
[Incorrect](#)

Answers

- ☒ 1. Elastic Compute
- ☒ 2. Bare Metal
- ☒ 3. Ravello
- ☒ 4. Container Service

☒ 14. Which statement about cloud deployment exemplifies Oracle's IaaS overall capability of providing choice?

Answers

- ☒ 1. Oracle provides end-to-end data encryption on-premise, on-premise, and in private and public Cloud
- ☒ 2. Customers can choose any combination of deployment model based on their business needs
- ☒ 3. We support micro services and polyglot languages, and different OS platforms
- ☒ 4. Complete and fully integrated suite of applications

☒ 15. Based on market trends which statement clearly summarizes the best opportunity areas for Cloud?

Answers

- ☒ 1. Companies for whom price is the key factor in their decision-making
- ☒ 2. Companies that have strong security requirements due to regulatory compliance
- ☒ 3. Opportunity is wherever businesses are interested in using agility, scalability, innovation and simplicity to give them a competitive edge
- ☒ 4. Selected Enterprises focused on business analytics

- ✓ 16. What are the use cases that are specifically ideal for Bare Metal GPU instances?

Answers

- ✗ 1. Customers that have production environments on legacy SPARC systems who need a powerful infrastructure environment for running database, Java and analytics.
- ✗ 2. Customers who want to store infrequently accessed data on Oracle Archive Storage at the lowest possible price
- ✓ 3. Customers with graphics workloads such as 3-D rendering, simulations requiring HPC, complex AI and ML algorithms and advanced analytic workloads are defined by an almost insatiable hunger for compute power.
- ✗ 4. Customers with 3rd party applications that run with Oracle databases in non-mission-critical environments.

- ✓ 17. Which Oracle Cloud service is used in the Sales Play to migrate VMware or KVM workloads to a Public Cloud without any changes?

Answers

- ✗ 1. Oracle Bare Metal Instances
- ✗ 2. Oracle Container Cloud Service
- ✗ 3. Oracle Migration Cloud Service
- ✓ 4. Oracle Cloud Infrastructure Ravello Service

- ✓ 18. When discussing their current IT infrastructure with a potential IaaS customer, what question may be helpful during discovery?

Answers

- ✗ 1. Does the availability of open source software influence your hardware decision-making?
- ✗ 2. Are you looking to hire extra data center employees?
- ✗ 3. Are comparisons between IBM Power servers or Mainframes a deciding competitive factor for you?
- ✓ 4. How would being able to have all of your Service level agreements met, without the hassle of managing hardware, upgrades and other performance issues, impact your business?

- ✓ 19. Where could you find a battle card or sales playbook for a specific use case, like IaaS-led Move Apps Unlimited?

Answers

- ✗ 1. Oracle Cloud Infrastructure Seller Enablement Portal
- ✓ 2. Sales Central IaaS Product Content Portal
- ✗ 3. Sales Central main page
- ✗ 4. confluence.oracle.com

- ✓ 20. Which two statements are true about OCI and our Cloud Platform?

Answers

- ✗ 1. Oracle Cloud Infrastructure models its security on Symantec's solution
- ✓ 2. OCI's architecture offers a solid foundation for your existing enterprise applications, and is flexible enough to support your cloud-native apps.
- ✗ 3. OCI customers will make application changes to fit their specific environments
- ✓ 4. Only Oracle Cloud offers a full range of IaaS, PaaS and SaaS offerings to meet the customer wherever they are in their journey to cloud.

✓ 21. When discussing Application and Resource Management with a potential IaaS customer, what question may be helpful during discovery?

Answers

- ✓ 1. What kind of applications are you running and what kind of characteristics do they have?
- ✗ 2. Do you wish to purchase extra servers?
- ✗ 3. How many data centers does your company maintain?
- ✗ 4. Who is your Chief Financial Officer?

✓ 22. Name one reason why existing Oracle customers are an ideal target for Oracle Public Cloud?

Answers

- ✓ 1. Want portability between Oracle public, private and on-premise deployment
- ✗ 2. Committed to an alternative to OpenStack
- ✗ 3. Want to use real-time analytics in the cloud
- ✗ 4. Prefer a multivendor, multi-stack solution

✗ 23. Using Oracle's strategy, what are two of the top workloads to move to the Public Cloud?
[Incorrect](#)

Answers

- ✗ 1. Critical Production Applications and Middleware
- ✓ 2. Move Oracle Apps Unlimited to Cloud
- ✗ 3. SPARC and Backup/Recovery
- ✓ 4. Move Performance Intensive Workloads to Cloud

✓ 24. What is one aspect of our Yellowdog story that demonstrates the customer success?

Answers

- ✗ 1. Migration of their VMware/KVM Workloads to the Cloud was a huge cost-saver.
- ✓ 2. Our solution on Oracle Cloud Infrastructure improved performance dramatically as compared both their prior on-premises solution, and AWS
- ✗ 3. The move of all of their storage to Archive Storage in the Cloud was the biggest piece of this solution.
- ✗ 4. Oracle's Cloud Platform Data Management supported their business analytics systems for Customer Experience reporting.