Oracle Cloud Infrastructure

OCI Customer presentation day 1 - Wipro Technologies

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Our Values

- **Integrity**
- **Ethics**
- **Compliance**
- **Innovation**
- **Teamwork**
- **Mutual Respect**
- **Customer Satisfaction**
- **Fairness**
- **Quality**
- **Communication**

As a leading technology company, we embrace **diversity** in all its forms. We truly believe that **innovation** starts with **inclusion**. And this can only be achieved with the cooperation of our **partners**. Oracle has a long-standing commitment to provide a **respectful** work environment, **free of harassment** and **discrimination** and we expect the same from our **business partners**.

Oracle expects its **partners** to conduct business **fairly** and **ethically**, to comply with anti-corruption laws worldwide, to cooperate with Oracle's requests for information, and to avoid engaging in any activity that involves even the appearance of impropriety.

It is vital that our partners adhere to the values of **Oracle's Code of Ethics and Business Conduct**, which is based on and implements the values that are essential to our success as a company. Our values are the foundation of everything we do and we should all live these values every day.

Use the QR code to access Oracle's Code of Ethics and Business Conduct.

Agenda

- OCI Compute options and price comparison
- OCI Storage options and price comparison
- OCI OCVS Deploy Options
- OCI Cloud Migration and OCVS Migration
- OCI vs AWS battle Card

Oracle Cloud Infrastructure position

Analysts : OCI For Cost, Multicloud, Performance, Scale

oracle.com/corporate/analyst-reports.html

Gartner

It's time to **include Oracle** as a viable option when evaluating public cloud providers. [1]

IDC

Oracle should **appear on your shortlist** if you need a competitive price-performance CSP with proven, enterprise-grade reliability credentials. [2]

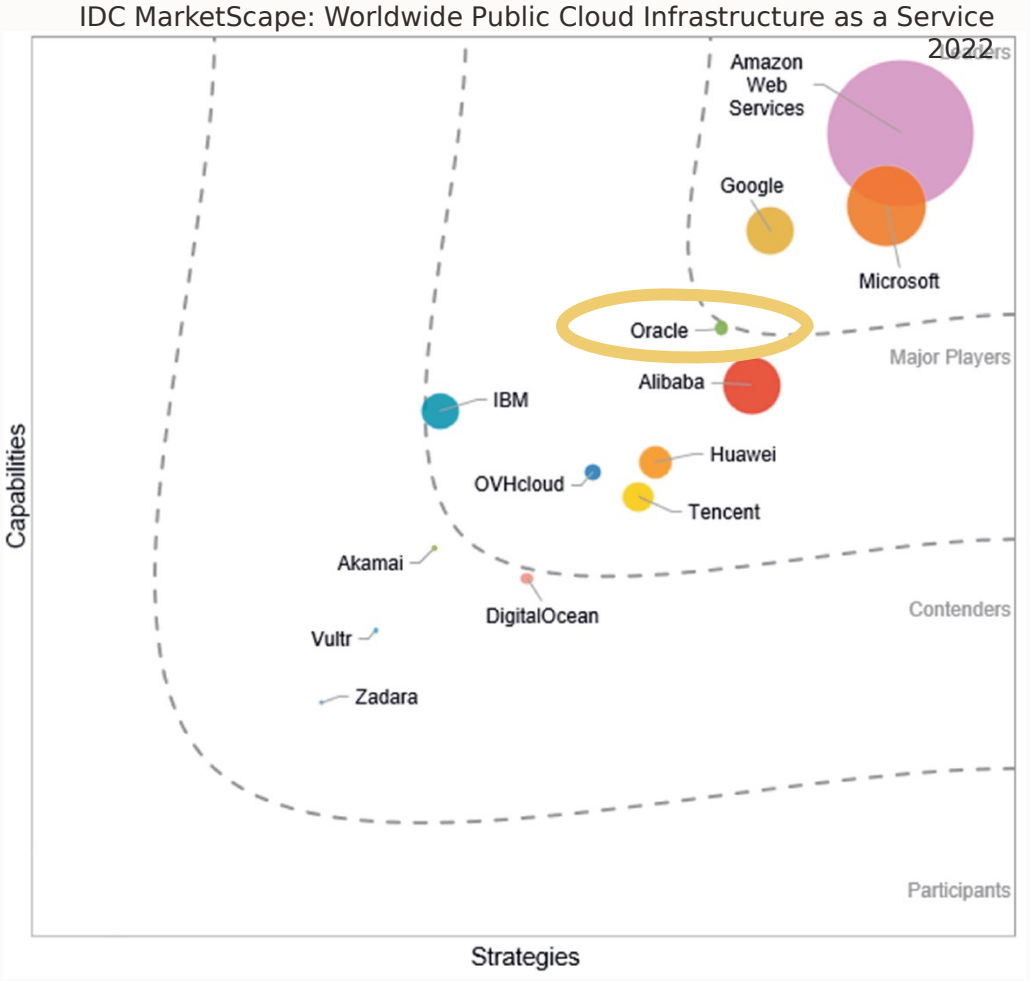
OMDIA

Oracle IaaS (OCI) receives the **highest customer satisfaction**. [3,4]

RedMonk

Lower average base IaaS prices than AWS, Microsoft, Google, Alibaba, and IBM since 2018. [5]

IDC: OCI Gaining Market Momentum Rapidly



"IDC believes the **deep investments** Oracle has made in OCI…have paid off"

"OCI is unique…in that it can **deliver the entire range of IaaS, PaaS, and SaaS** available on OCI inside a customer's preferred location through Oracle Dedicated Region"

"The Microsoft interconnect partnership… will prove influential in the public cloud market as a whole."

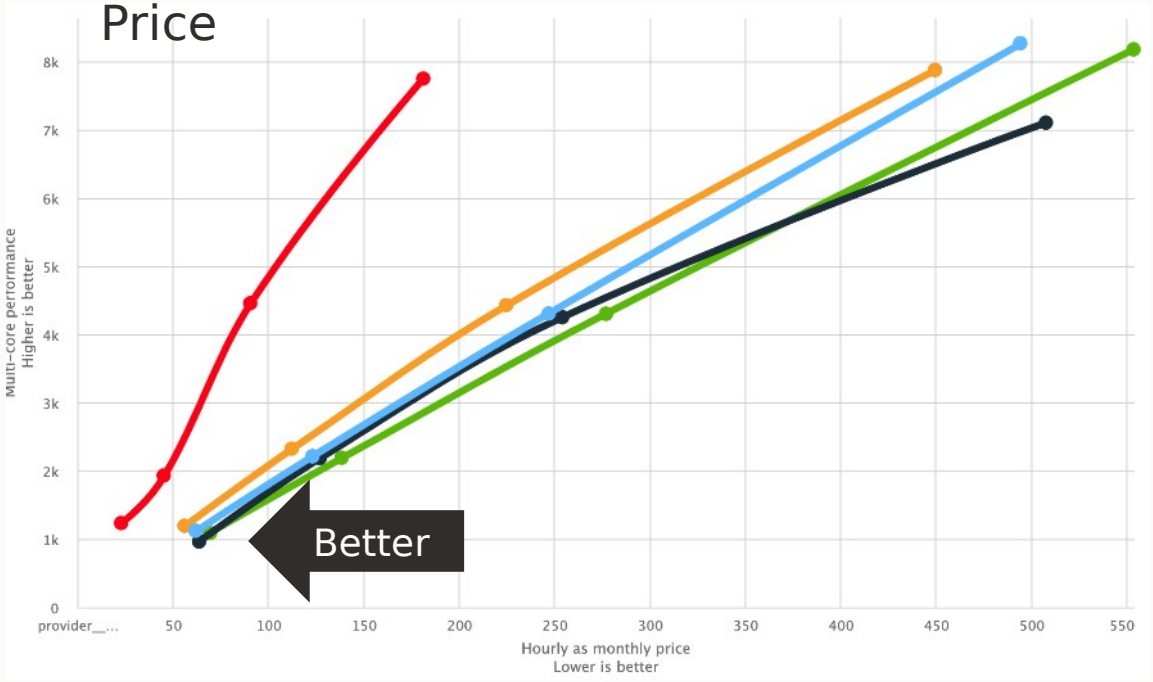
IDC notes how OCI doesn't charge for the first 10TB of data egress, and this is a **major differentiator**

Cloud Mercato: OCI Compute Up To 2.5× Cheaper

Cloud Mercato

Compute: Performance vs Price

Q1 2021



OCI | **AWS** | **Azure** | **IBM** | **GCP**

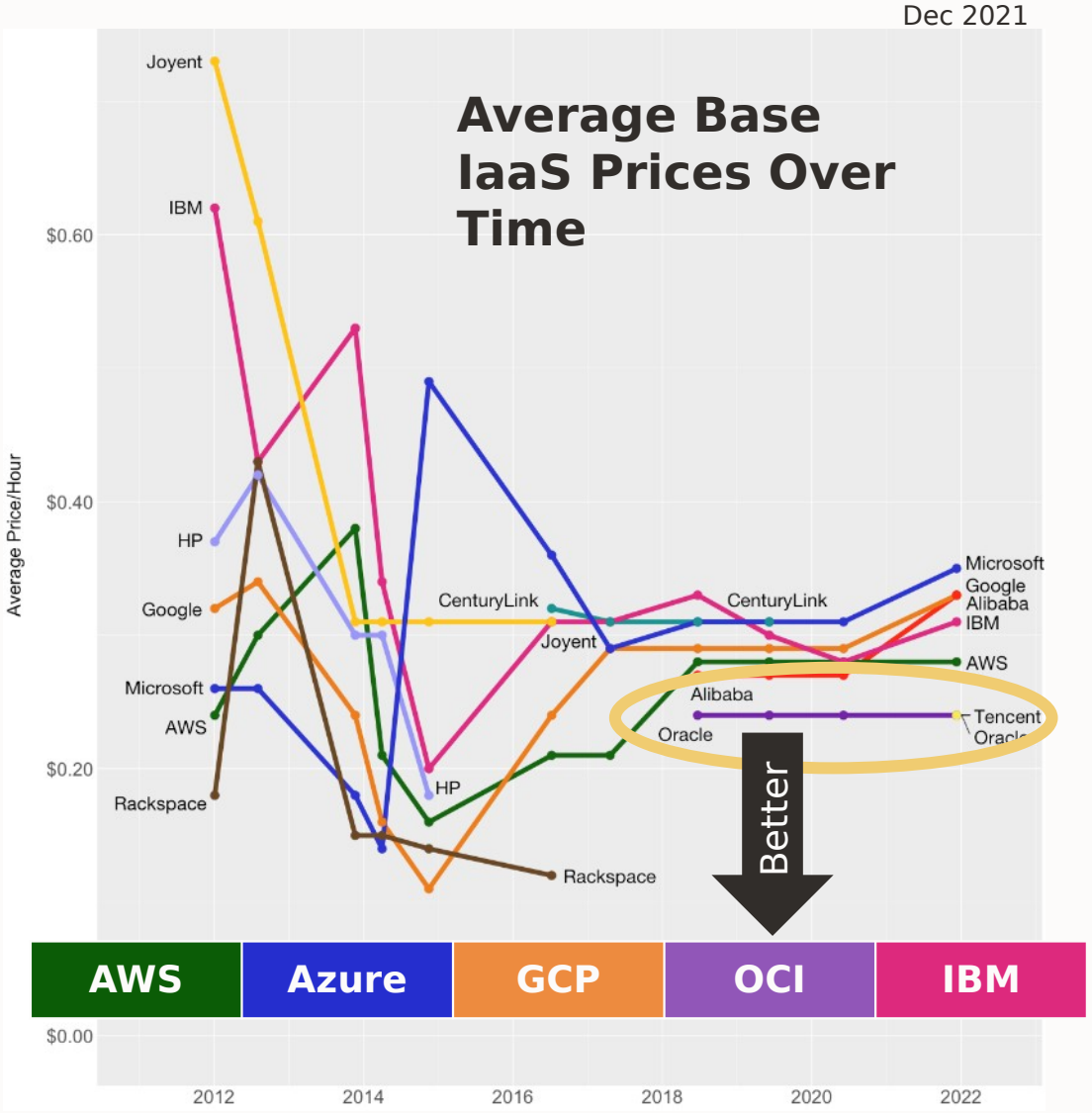
Benchmark used E3.Flex shape (instance) where customers select the exact number of cores and corresponding memory.

Oracle is the **clear winner in performance vs. price**, with up to 2.5× cheaper pricing for equal compute performance.

Oracle is **10× cheaper for outbound network** traffic, while Google has excellent intra-cloud network performance.

While Oracle and Google lead for performance in block storage, **Oracle's pricing provides the best value**.

RedMonk: Average Price Of OCI Lower Than AWS, M Google



"For a given hourly cost, who's offering the most compute, disk or memory?"

Since its inclusion in 2018, OCI's average base IaaS price has been **below AWS, Microsoft, and Google Cloud**.

How RedMonk levels the field:

- No special pricing programs.
- No operating system premium.
- No reserved/committed use instances.
- No specialized packages.
- Prices are based off the lowest cost US-based region.

Gartner Vendor Rating

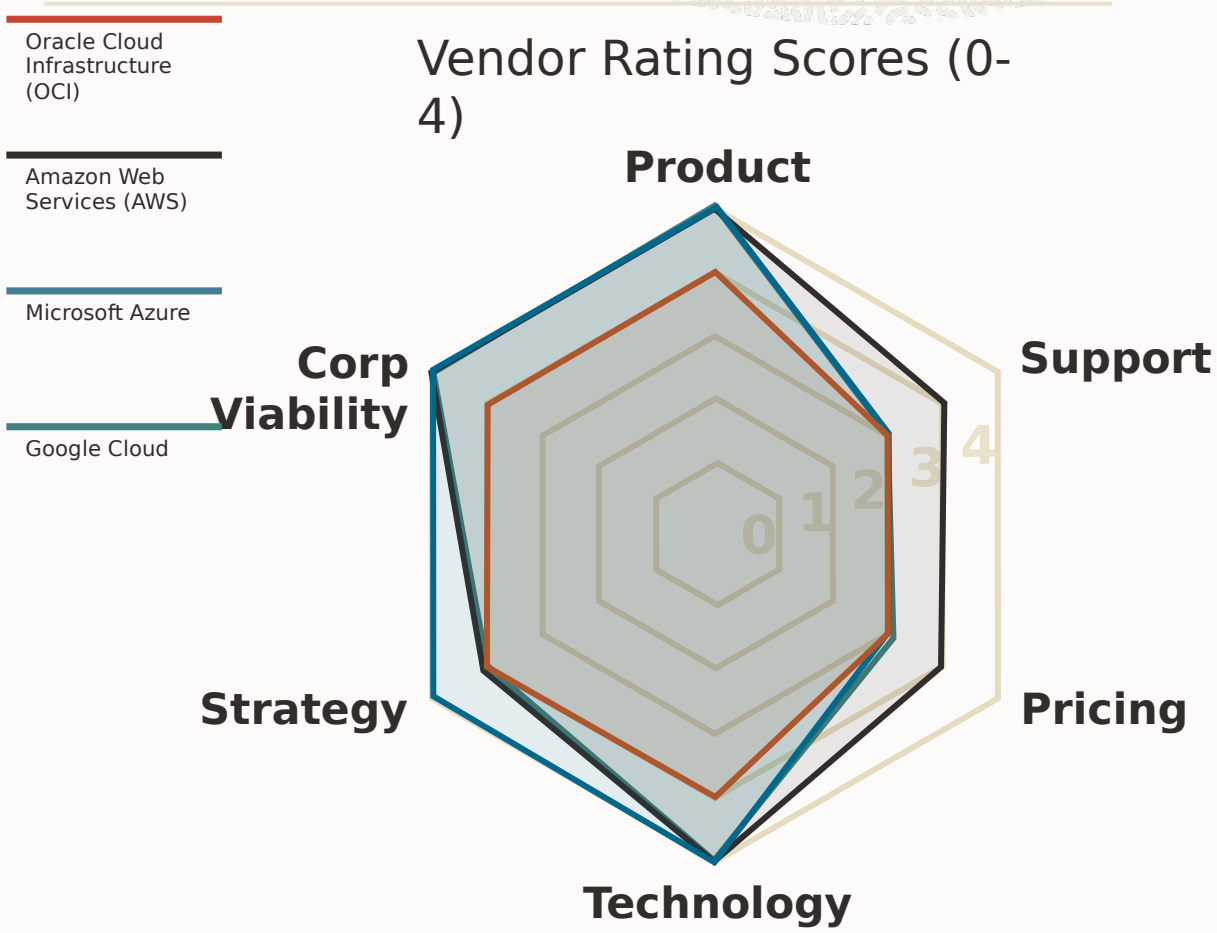
OCI Overall Rating: Positive

From the Gartner reports in 2022 [1,2,3,4] :

Oracle Cloud Infrastructure (OCI) [… incorporates] more than 70 services spanning a portfolio that will ***meet most customers' expectations*** *for cloud-native capabilities.*

Oracle has been preparing to service expected growth by ***increasing its investments in cloud infrastructure****, and research and development spending. ([R&D] was $6.5 billion in fiscal 2021 [.]).*

OCI is differentiated around value for money, support for scale-up and scale-out infrastructure, and consistency between regions (including public and private regions).



Gartner Magic Quadrant for Cloud Infrastructure and Platform Services

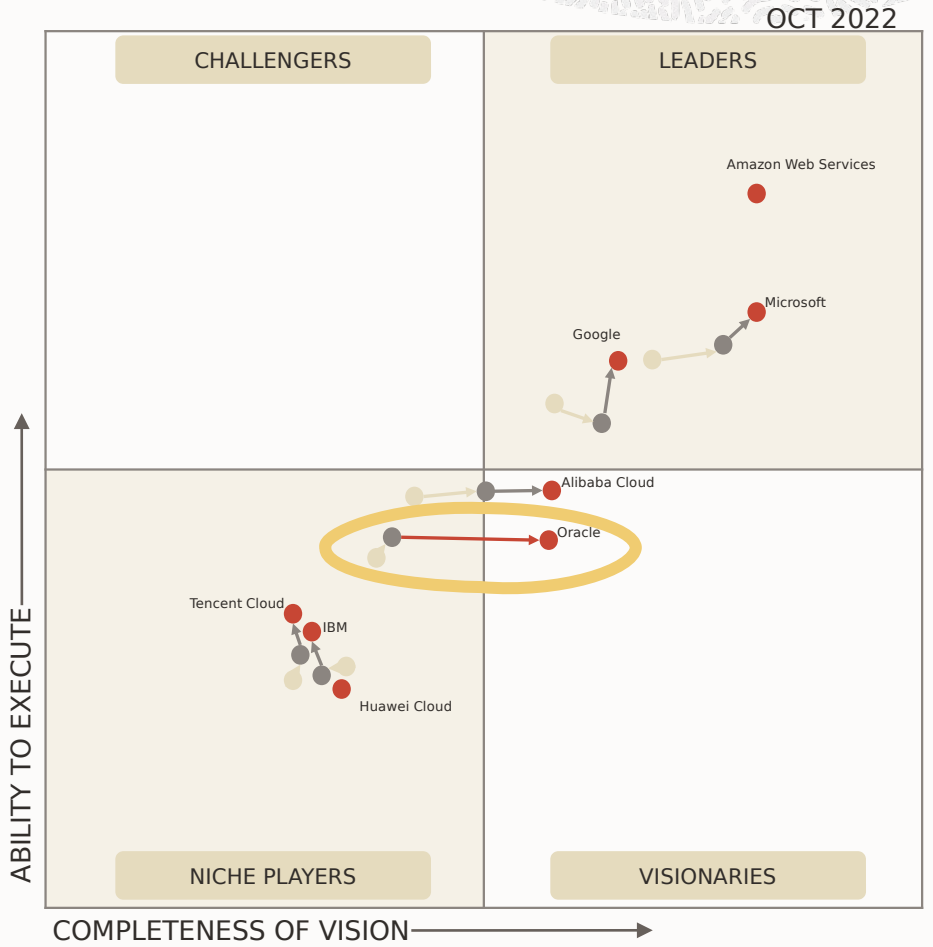
Oracle Is a Visionary

From the report in October 2022:

Oracle Cloud Infrastructure is mainly focused on lift-and-shift, HPC and hybrid workloads, though OCI endeavors to have broad capabilities outside of Oracle-focused applications.

*Oracle is **out-innovating the market** with respect to emerging enterprise needs such as sovereign clouds.*

*Oracle continues an **impressive year-over-year pace of feature velocity** that brings it closer to the market leaders in terms of hyperscale cloud capabilities.*



Oracle Cloud Infrastructure Compute

OCI Compute Provides Services for Any Workload

Compute Options

Bare Metal

- Instance isolation
- High throughput
- Low latency

Virtual Machines (VMs)

- Flexible sizing
- Security-hardened hypervisor
- Burstable and preemptible instances
- Dense IO and dedicated hosts

Containers

- Managed Kubernetes with bare metal option
- Self-healing clusters

Functions

- Serverless; container-native
- Open source
- Pay only for usage

Processor Platforms

- AMD EPYC
- Intel Xeon
- Arm (Ampere)
- NVIDIA GPUs

Storage Options

Local Attached Storage

- NVMe SSDs
- Up to 51.2 TB
- Supports millions of IOPS

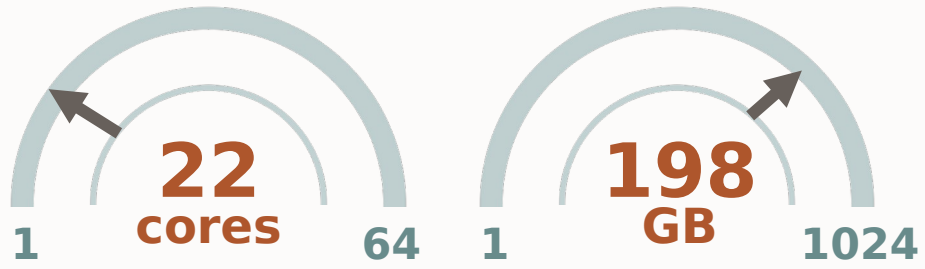
Remote Attached Storage

- NVMe Block Volumes up to 1 PB
- 32 TB / volume
- Up to 300k IOPS per volume

OCI Compute Flexible Instances—*Less Is More*

One Oracle Shape for Your Projects

One flexible instance type allows you to allocate cores & memory exactly as needed



Versus The Other Clouds

Fixed instance shapes dictate what you get, limit what you choose, cost more due to extra cores or memories than needed

General purpose AMD instances			
m5a.large	2 vCPU	8 GiB	Up to 10 Gbps
m5a.xlarge	4 vCPU	16 GiB	Up to 10 Gbps
m5a.2xlarge	8 vCPU	32 GiB	Up to 10 Gbps
m5a.4xlarge	16 vCPU	64 GiB	Up to 10 Gbps
m5a.8xlarge	32 vCPU	128 GiB	Up to 10 Gbps
m5a.12xlarge	48 vCPU	192 GiB	10 Gbps
m5a.16xlarge	64 vCPU	256 GiB	12 Gbps
m5a.24xlarge	96 vCPU	384 GiB	20 Gbps
Burstable AMD instances			
t3a.nano	2 vCPU	0.5 GiB	Up to 5 Gbps
t3a.micro	2 vCPU	1 GiB	Up to 5 Gbps
t3a.small	2 vCPU	2 GiB	Up to 5 Gbps
t3a.medium	2 vCPU	4 GiB	Up to 5 Gbps
t3a.large	2 vCPU	8 GiB	Up to 5 Gbps
t3a.xlarge	4 vCPU	16 GiB	Up to 5 Gbps
t3a.2xlarge	8 vCPU	32 GiB	Up to 5 Gbps
Compute Optimized AMD instances			
c5a.large	2 vCPU	4 GiB	Up to 10 Gbps
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Memory Optimized AMD instances			
r5a.large	2 vCPU	16 GiB	Up to 10 Gbps
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r5a.2xlarge	8 vCPU	64 GiB	Up to 10 Gbps
r5a.4xlarge	16 vCF	128 GiB	Up to 10 Gbps
r5a.8xlarge	32 vCF	256 GiB	Up to 10 Gbps
r5a.12xlarge	48 vCF	384 GiB	10 Gbps
r5a.16xlarge	64 vCF	512 GiB	12 Gbps
r5a.24xlarge	96 vCF	768 GiB	20 Gbps
Memory Optimized with High IOPS AMD instances			
r5b.large	2 vCPU	16 GiB	Up to 10 Gbps
r5b.xlarge	4 vCPU	32 GiB	Up to 10 Gbps
r5b.2xlarge	8 vCPU	64 GiB	Up to 10 Gbps
r5b.4xlarge	16 vCF	128 GiB	Up to 10 Gbps
r5b.8xlarge	32 vCF	256 GiB	10 Gbps
r5b.12xlarge	48 vCF	384 GiB	10 Gbps
r5b.16xlarge	64 vCF	512 GiB	20 Gbps
r5b.24xlarge	96 vCF	768 GiB	25 Gbps

One simple global pricing model with everyday low pricing make it easy to predict spend

Low Pricing, Globally

OCI has the same price (excluding network) across the globe

On-demand pricing

	Oracle	AWS				Azure				GCP			
	Global	US East	Brazil	London	Tokyo	US East	Brazil	London	Tokyo	US East	Brazil	London	Tokyo
Virtual Machine Instance (AMD, 4 vCPU, 16 GB RAM, Monthly)	**$54**	+134%	+272%	+170%	+202%	+132%	+273%	+170%	+203%	+157%	+262%	+194%	+193%
Block Storage (1x1TB, 15K IOPS, 125 MB/s, Monthly)	**$522**	3×	6×	4×	4×	3×	6×	4×	4×	3×	3×	3×	3×
Kubernetes Cluster (100 vCPU, 750 GB RAM, Monthly)	**$1,734**	+142%	+285%	+184%	+193%	+142%	+285%	+184%	+193%	+119%	+206%	+149%	+148%
Public Bandwidth Transferred Out (50 TB, Monthly)	**Regional**	13×	7×	13×	5×	10×	5×	10×	4×	10×	5×	10×	4×

Green = Lowest cost

Based on published pricing as of April 9, 2023

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Remote Attached Storage

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Lower Product Pricing Across The Stack

On-demand pricing

		Oracle (OCI)	Amazon (AWS)	Microsoft Azure	Google (GCP)
COMPUTE	**Virtual Machine Instance** [1] (AMD, 4 vCPU, 16 GB RAM, Monthly)	**$54**	+134%	+132%	+157%
	DenseIO Virtual Machine Instances ($/OCPU/Hour)	**$0.025**	+54%	+70%	+46%
	Bare Metal Standard ($/OCPU/Hour)	**$0.064**	+50%	N/A [2]	N/A [3]
STORAGE	**Kubernetes Cluster** (100 vCPU, 750 GB RAM, Monthly)	**$1,734**	+142%	+142%	+119%
	Block Storage (1x1TB, 15K IOPS, 125 MB/s, Monthly)	**$522**	3×	3×	3×
NETWORK	**Object Storage** [4] (30K objects @ 100MB, Std/Infrq/Arch, Monthly)	**$70**	7×	Same	3×
	Public Bandwidth Transferred Out (50 TB, Monthly)	**$340**	13×	10×	10×
	Private Line Network (100 TB Data, 1 Gbps, Monthly)	**$155**	14×	19×	13×
DATABASE	**MySQL Database** (16 vCPU, 64 GB RAM, 500 GB, Monthly)	**$345**	3×	4×	3×

1 Comparisons performed with the eastern U.S. equivalent region.
2 Microsoft has suggested Bare Metal servers and there is no announced replacement
3 Google does not publish its bare metal server pricing
4 10K new objects into standard, 10K objects moved to infrequent, 10K objects moved to archive. 40K objects retrieved from standard. 2.5K objects retrieved from infrequent. 1K object retrieved from archive. Directory listing of all objects every 15 minutes. Auto-tiering is enabled, if available.

Oracle Cloud Infrastructure Storage

Why OCI Storage?

Simple and Comprehensive

- Simple Block Volume service and pricing
- Auto-attach for iSCSI volumes without need for iSCSI admin commands
- Object Storage consistency across availability domains and regions
- Consistent feature set across public and private regions

Flexible

- Dynamic performance slider and online resize with Block Volume auto-tuning
- File Storage cloning and snapshots
- Object Storage auto-tiering
- Object level IAM

Best Performance /Price

- 300K IOPS per volume and 2X-50X less cost across all performance ranges
- Ultra High-performance boot volumes
- Same low price in every region, commercial/gov, low outbound bandwidth cost
- No retrieval fees from Archive, faster restores, same request performance

Native DR Capabilities

- Block Storage:
  - Policy-based and on-demand backups in region and cross regions
  - Cross-region asynchronous replication for volumes and volume groups
- File Storage:
  - Cloning
  - Snapshots
- Object Storage:
  - Cross-AD and cross-region replication

High performance, flexible, scalable, and low-cost storage

Local NVMe

- Highest performance flash-based storage
- HPC and other demanding IO workloads

Block Storage

- Auto-tuned, high performance remote storage
- OS, application data, and large OLTP workloads

File Storage

- Managed and elastic shared file system

Object Storage

- Elastic unstructured data
- Big data, rich media, backups

Archive Storage

- Long-term archival and backup
- Cost-effective, cold data storage

Block Storage – OCI Block Volumes

Overview

- **Fast, replicated** virtualized block storage for use with OCI Compute
- Best choice for your OS, application data and large, demanding OLTP workloads

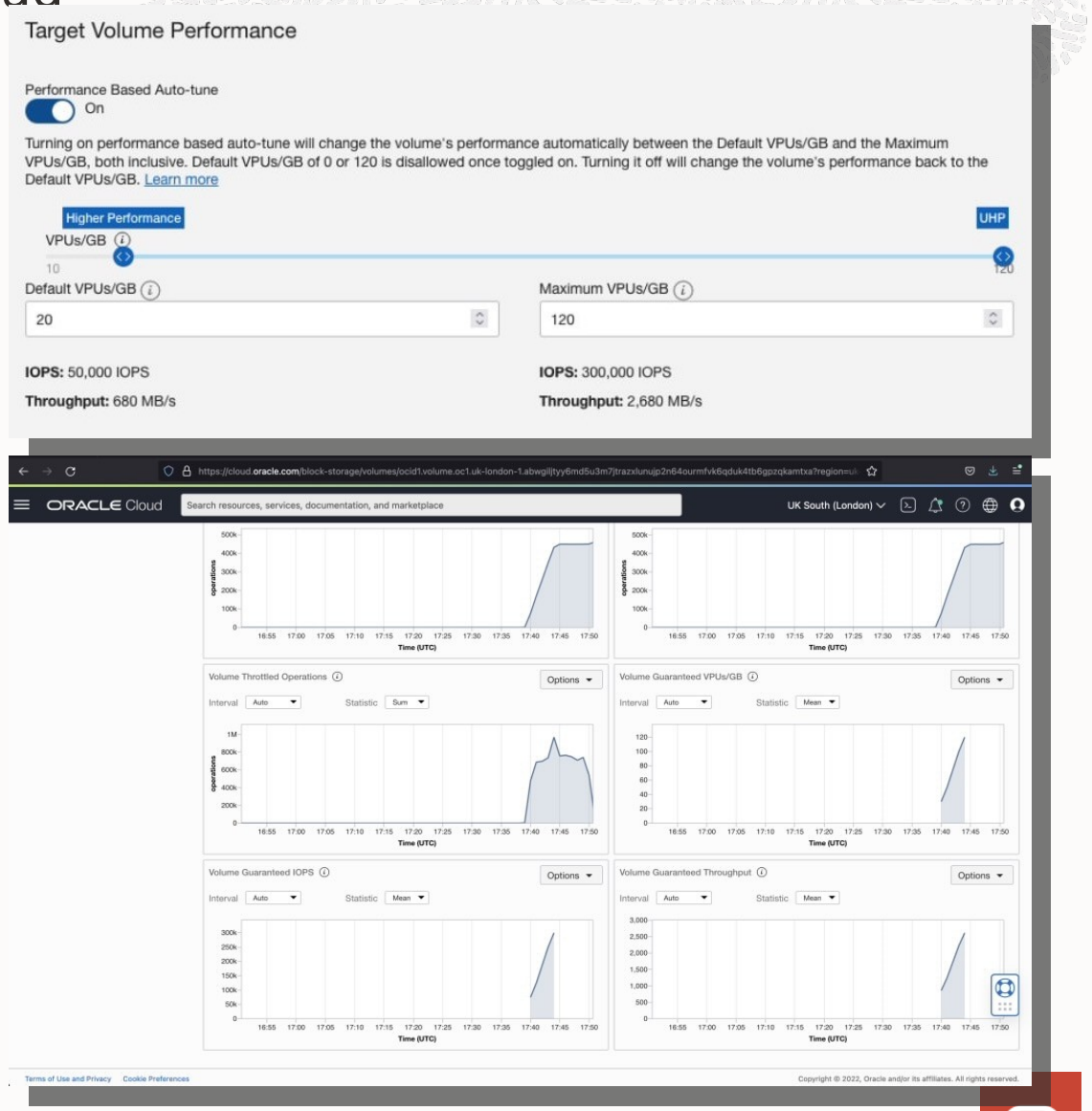
Key Capabilities

- **Industry-leading** price-performance
- **SAN-like** management capabilities
- Scalable to **1 PB and 700,000 IOPS** per Compute instance
- **SLA backed** performance guarantees

OCI Block Volume auto-tuning

Unique to OCI – an industry first for public cloud

- Patent awarded feature
- Auto-tune according to workload demands
- Dynamically scale with target performance slider
- Only pay for what the workload demands
- Monitor performance through the volume metrics and audit logs



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File Storage – OCI File Storage

Overview

- Enterprise-grade **shared file system** for business applications
- Provides **network-attached storage (NAS)** in the Cloud that is management-free
- Optimized for parallel workloads

Key Capabilities

- Exabyte scale
- No need to provision, pay and scale as you go
- Easy snapshotting
- Replication for Disaster Recovery
- Filesystem Cloning
- VMware certified storage solution

Object Storage – OCI Object Storage

Overview

- Ideal for **massive amounts** of unstructured data
- **Cost-effective** storage for logs, rich media, backup
- Highly **parallelizable**, ideal for big data

Key Capabilities

- **Infinitely** scalable
- Easy, well-established integration with leading solutions via **compatible APIs**
- Connectivity to **Hadoop and Spark** via HDFS connector

Lower Product Pricing Across The Stack

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Helping customers every day

Block Storage

Mutual Materials

Mutual Materials was able to increase resiliency and eliminate service interruptions, by running its core business applications and databases on separate virtual machines and separate block volume storage, which were replicated in different fault domains.

File Storage

Mynet

Mynet reduced cloud cost by 80% for game titles moved to OCI. OCI's autoscaling capabilities allow Mynet to run certain game titles almost entirely without staff maintenance.

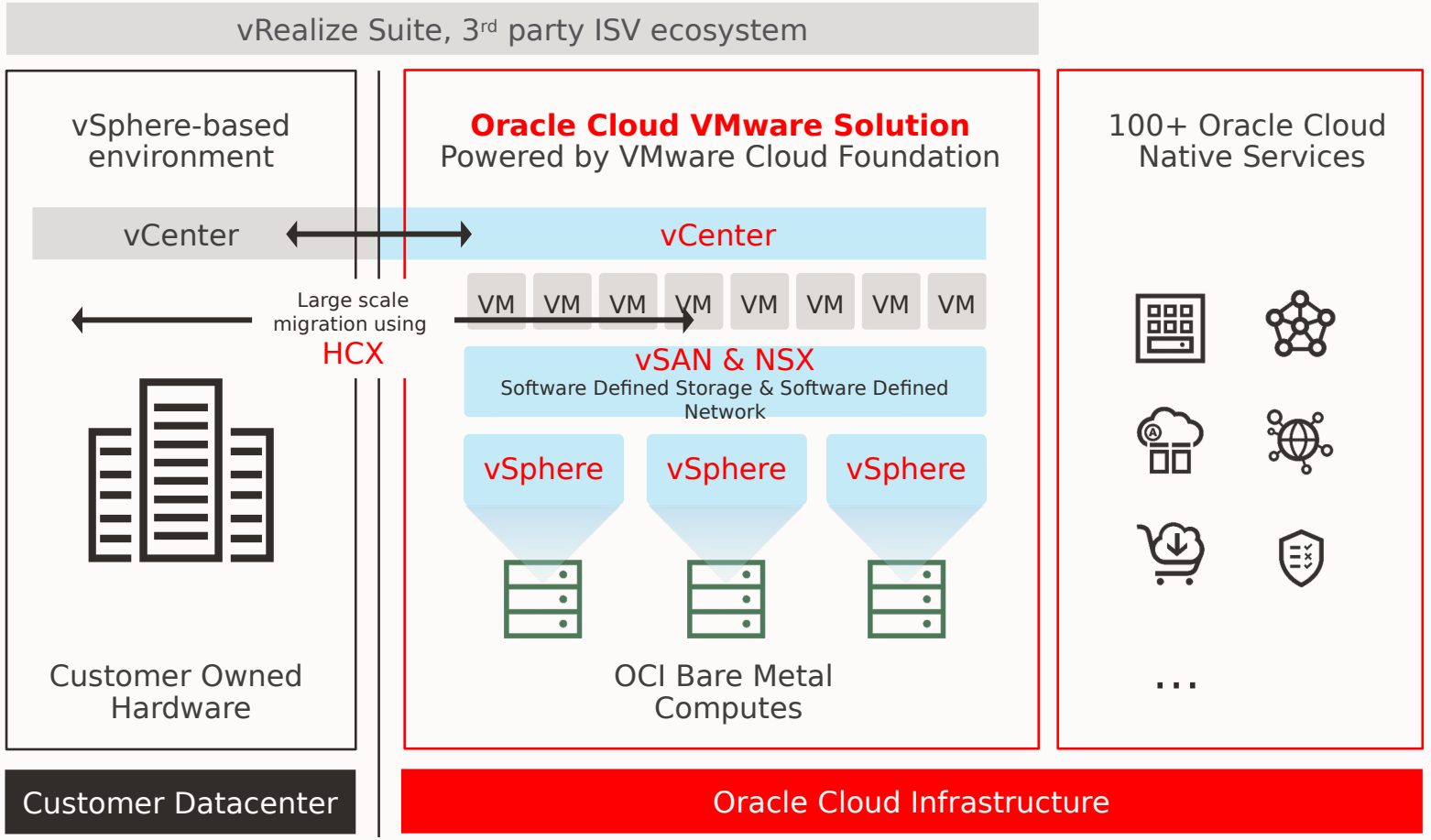
Object Storage

kompany

kompany's modern lakehouse analytics solution uses Autonomous Data Warehouse as the single source of truth and OCI Data Integration to transform, enrich, and load source data from Object Storage.

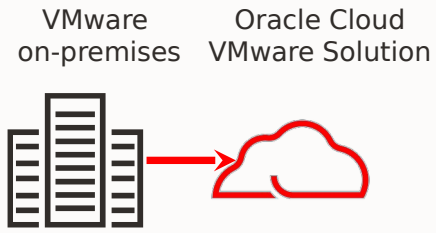
Oracle Cloud Infrastructure OCVS

Identical VMware experience on-premises and in OCI



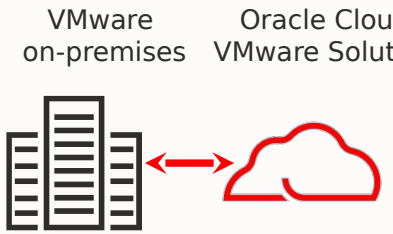
- Same visibility and access as on-premises VMware
- Full transfer of skills, tools, and processes
- Full customer controls of upgrade policy (version, time, defer, etc.)

Customers are using Oracle Cloud VMware Solution to speed up a wide range of cloud migration and transformation strategies



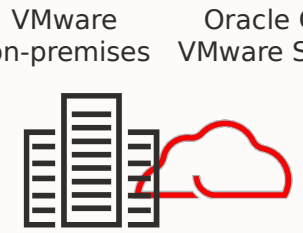
Datacenter Exit

Move ALL on-premises VMware workloads to the Cloud to decommission data centers



Disaster Recovery

Create a NEW DR site in the cloud; OR move an EXISTING DR site to the cloud



Capacity Expansion

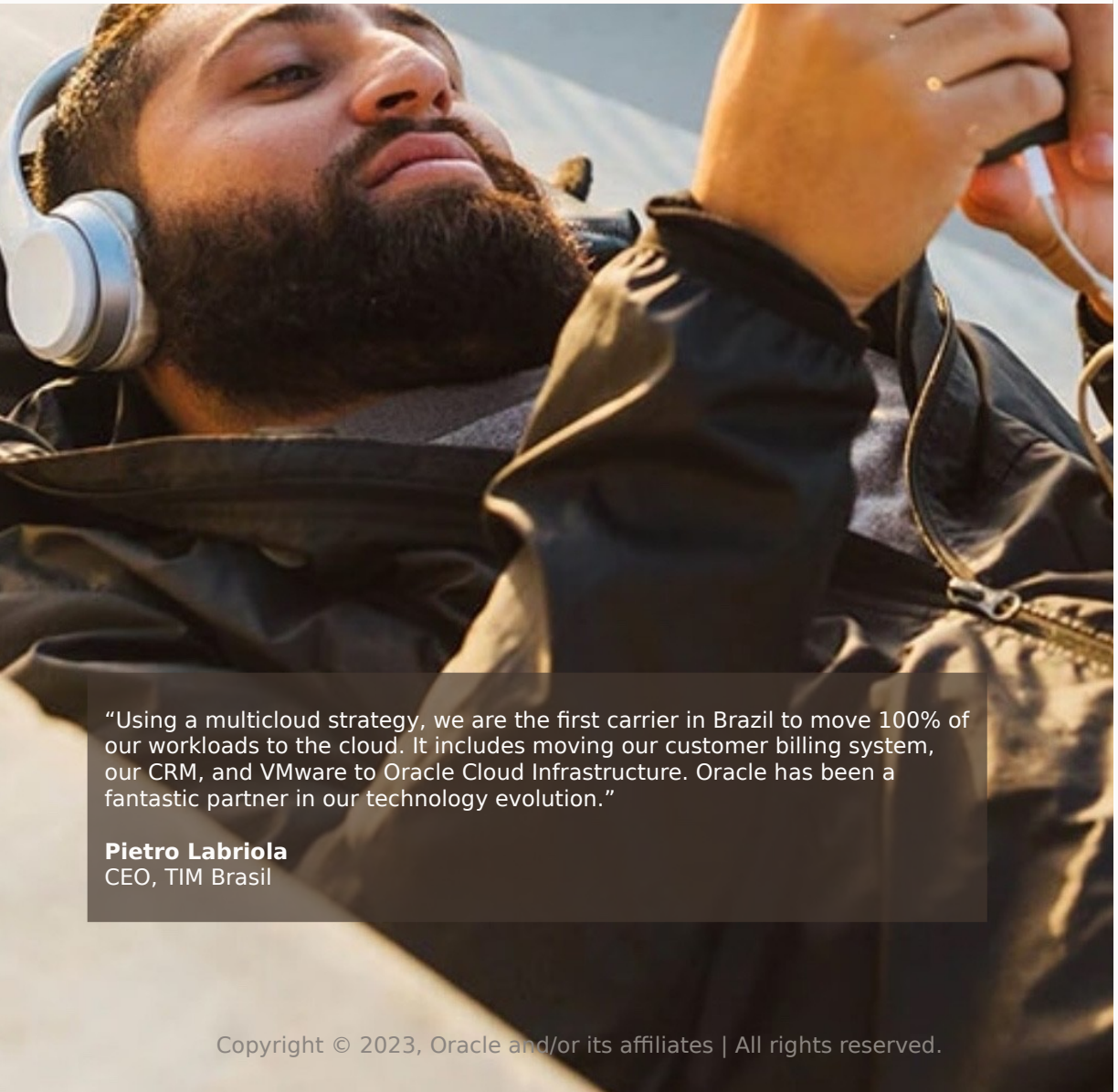
Move SOME on-premises VMware workloads to the cloud; OR run NEW workloads in the cloud

TIM rumo AYA Bank Your Trusted Partner ALTAIR VIRTUAL-Q virtualizeIT HID

cybereason Maxim's Prophecy Atos entel San Jose Water Company

Datacenter Exit

TIM Brasil Selects Oracle and Microsoft to Migrate All of its Datacenter Workloads to the Cloud



- A telecommunications providers in Brazil with more than 61 million customers.
- As COVID-19 reshaped the way the world does business, TIM Brasil like to accelerate its digital transformation.
- Tim Brazil decided to move 100% of their workloads to the cloud, including a combined 7,000 servers, 35K cores, 1.2K databases, and 15 petabytes of storage.
- Tim Brasil is moving its mission-critical applications to Oracle DBCS, ExaCS, and OCVS.

Press Release:
https://www.oracle.com/news/announcement/oracle-cloud-tim-brasil-032421.html
Video: https://youtu.be/oSTR0ldp9Ss

Prophecy

Prophecy International Sees Bright Future with Oracle and VMware

We knew relying on our on-premises systems had a shelf-life, but we couldn't risk lengthy downtime or rearchitecting our platforms to make the switch to cloud. Oracle Cloud VMware Solution has helped us remove these challenges and support our clients in delivering unmatched customer experience, while also scaling as our business expands.

Steve Challans
CISO, Prophecy International

- A global cybersecurity and business intelligence software provider, has migrated its entire VMware environment to the cloud using Oracle Cloud VMware Solution, eliminating the need to re-write applications..
- Leveraging the Oracle Cloud VMware Solution, Prophecy can now, in a few clicks, rapidly transpose its entire VMware estate to the cloud without any changes to established practices allowing the company to continue using its familiar VMware tools.
- In addition to providing increased scalability, and reduced operations costs from decommissioning its data centre, the solution has provided flexible on-demand disaster recovery, and seamless integration with out-of-the-box archival solutions. Overall, OCVS has improved Prophecy's backup speed and restore speed making them 10-12 times faster. It has also improved recovery time to 12 hours, minimising risk including data loss.

Video: https://www.youtube.com/watch?v=VaAcjpk1oEc
Press Release: https://www.oracle.com/my/news/announcement/prophecy-international-bright-future-oracl-vmware-2022-05-13/

Datacenter Exit

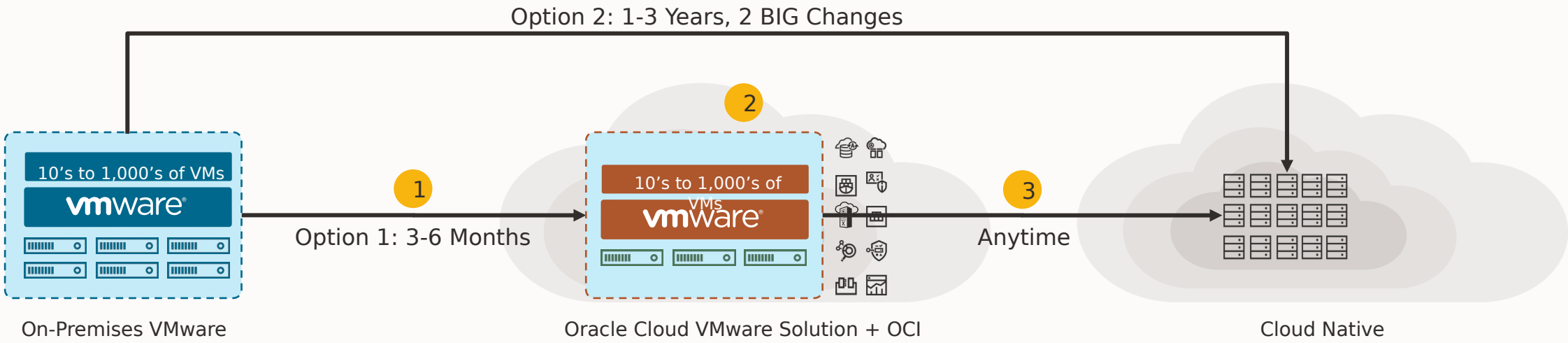
戸田建設

Toda Corporation adopts Oracle Cloud VMware Solution for cloud migration of core systems

- A global urban development specialist and contractor, Toda plans, designs, and builds condominiums, hospitals, schools, factories, and public works in Asia and the Americas.
- The company previously hosted their VMware environment in a local cloud provider’s data center but struggled with lack of infrastructure flexibility and high costs.
- Toda evaluated AWS, Microsoft Azure, and Oracle Cloud Infrastructure and ultimately chose OCI for its high performance, on-demand scalability, and fast workload provisioning.

Earning Call FY22Q2: https://www.oracle.com/customers/earnings/
Press Release:
https://www.oracle.com/jp/news/announcement/toda-corporation-ocvs-2022-01-27/

The fastest and low-risk path for datacenter exit



1 **Faster migration, migrate as-is and as-a-whole, lower risk**

Note: Migrate as-is and as-a-whole, no application dependency mapping delay, like-to-like migration, no application change, lower risk, migrate to OCVS in months, drop VMware on-premises quickly.

2 **Access to 100+ adjacent cloud services immediately**

Note: Access to Autonomous DB, Exadata, MySQL, HPC, GPU, AI/ML, analytics, security, integration, compute, storage, and etc

3 **Transform to Cloud-Native at your own pace**

Note: Anytime, you can transform your system to cloud-native, with few/no application dependency mapping, and without latency consideration

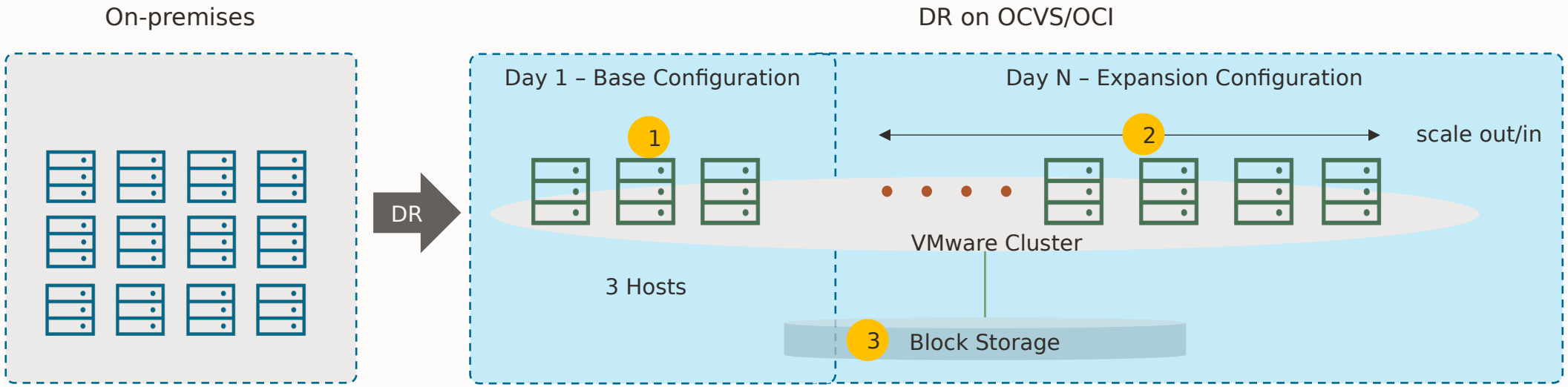
Disaster Recovery

Maxim’s Chooses OCVS to Protect their Critical Systems from Disaster

- One of Asia’s largest food, beverage and restaurant chains, Maxim’s Group operates more than 1,800 outlets It is one of the best-known providers of mooncakes.
- With the rapid digitization of its business in response to COVID-19 and ongoing geographic expansion, Maxim’s looked to leverage the cloud to strengthen its agility and capacity to respond rapidly to risks.
- Maxim’s chose Oracle because of security and scalability of OCVS.
- Maxim’s automated its DR workflow, reduced RTO to ~5 minutes, and created a hybrid-cloud model for the company to ‘burst’ to gain 100% production-capacity support, as the need arises.
- Maxim’s found that an on-premises system was 65% more expensive than OCVS and a 3-year commitment with other VMware Cloud was 114% more expensive

Success Story: https://www.oracle.com/customers/maxims/
Press Release: https://www.oracle.com/vn/news/announcement/maxims-group-enhances-business-continuity-and-customer-service-with-oci-2021-10-18/
Video: https://videohub.oracle.com/media/Customer+SpotlightA+Maxim%27s+Caterers+Limited/1_lb6j8us5

A very cost-effective DR solution for VMware workloads



1 **Day 1, provision as less CPU as possible in DR site to reduce TCO**

Note: DR site is not sized by CPU, but sized by storage, as VMs are powered off all the time. OCVS with large local storage allows customer protecting more VMs in fewer hosts.

2 **Day N, scale-out for 100% production capacity, scale-in for cost saving**

Note: OCVS allows customers to add more hosts (charged per hour) to provide more CPU capacity and remove hosts to save cost.

3 **Anytime, add low-cost block storage to support data growth**

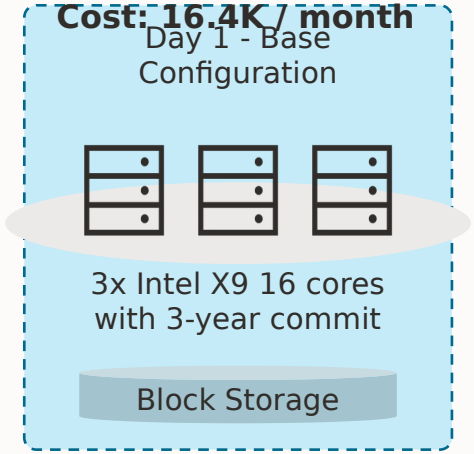
Note: OCVS allows customers adding low-cost block storge as vSAN's secondary datastore without adding new hosts. ~$500/TB/year vs. $1300~$2800/TB/year in other VMware Clouds

An investment example of building DR on OCVS

Starts with 3 Intel X9 Standard hosts

Base Configuration
3x BM.Standard3.16 (total 48 cores)
with 3-Year commit
200TB Block Storage with 10 VPU

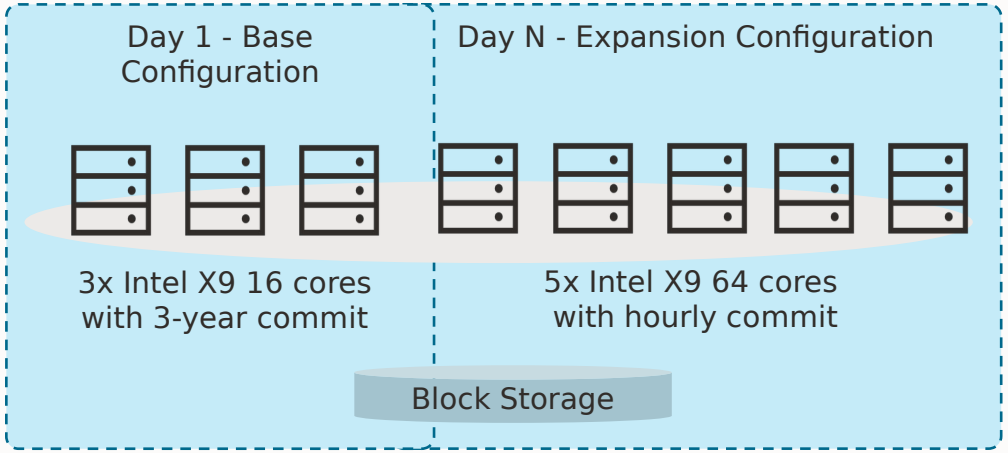
Cost: 16.4K / month



In the event of a disaster, expands to 8 Intel X9 Standard hosts

Expansion Configuration
5x BM.Standard3.64 (total 320 cores)
With Hourly Commit
24 Hours x 14 Days

Cost: 22.2K



Investment Summary

Full Configuration
368 CPU Cores
200 TB Storage

Annual Cost: 220K

AYA Bank Improves Efficiency and Cuts TCO 55% with OCVS

"Oracle Cloud VMware Solution takes just a matter of hours to move workloads into the cloud as we need them while keeping the full security credentials intact. Overall, we have seen a 55% lower annual TCO, paving the way for us to move additional VMware workloads in the future."

Minn Wint Oo
Deputy Managing Director and Chief Technology Officer, AYA Bank

- The second largest private bank in Myanmar, with more than 3.2 million customers and 265 branches.
- The bank difficulty keeping pace with the banking sector's constant digital transformation due to its massive, costly, and hard to scale on-premises IT landscape.
- AYA Bank selected OCVS because the platform could function as an extension of the bank's on-premises environment. It allows the bank to move workload faster and offer the bank root privileges, a critical requirement that only Oracle would meet.
- Using OCVS instead of scaling legacy on-premises infrastructure has reduced AYA bank's TCO by 55%. The bank can maintain continuity with existing tools, processes, and policies while enjoying the ease of management, scalability, security and full admin rights.

Success Story: https://www.oracle.com/customers/aya-bank/

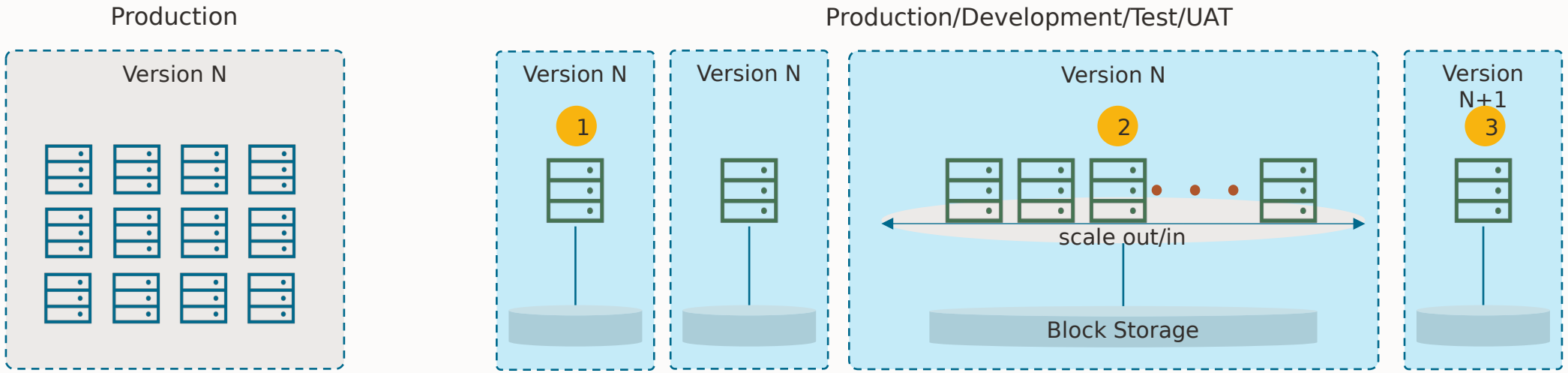
Sacombank

Sacombank Builts Non-Production Environment in Days

- A fast-growing bank in Vietnam, operating more than 560 transaction points in Vietnam, Cambodia, and Laos
- The bank is looking for a cloud-based solution to quickly deploy its non-production environment of a Digital Banking system, which runs Temenos, Red Hat OpenShift on VMware
- Sacombank selected OCVS because of cost, root access, full control of VMware, ease of provisioning, the robustness of OCI, and Oracle Cloud Lift Service
- Using OCVS eliminates the need for capital investment for non-production environments, and reduces the provisioning time from weeks to 2 days. Also, it allows Sacombank to leverage existing skillsets

Capacity Expansion

The most flexible VMware Cloud for capacity expansion / hybrid cloud



1 **Single-host SDDC for Dev/Test/UAT without 60 days limit**

Note: You can create a single-host SDDC for development/test/UAT, with 32/52/64/128 cores, 50TB+ raw storage, or external block storage, up to 2 TB of memory. This means you can run more VMs in a single host. We will not force you to upgrade to 3-host SDDC.

2 **License included, pay-as-you-go, no over-investment on license**

Note: VMware licenses are included in OCVS, charged hourly, or monthly, or yearly. You can create, expand, shrink or terminate OCVS at any time to accommodate your plan and demands. Customers don't need to worry about VMware licenses.

3 **Version flexibility and full control**

Note: You can use the same version/patch in Dev/Test/UAT as Production; You can stay at a proven version/patch; You can test a new VMware patch; You can set a firewall between VMs, use different storage policies, resource management policies, etc.

Broadest range of offerings to meet your requirements

Dense IO Shapes

Intel X7

Host
Skylake
52 Cores
768 GB RAM
51.2 TB NVMe
50 Gbps Network

External Storage
Block Storage
File System Storage

Pricing Interval
Hourly, Monthly,
1-Year, 3-Year

AMD E4

Host
3rd Gen EPYC
32/64/128 Cores
2 TB RAM
54.4 TB NVMe
100 Gbps Network

External Storage
Block Storage
File System Storage

Pricing Interval
Hourly, Monthly,
1-Year, 3-Year

Standard Shapes (NEW)

Intel X7

Host
Skylake
52 Cores
768 GB RAM
0 TB NVMe
50 Gbps Network

External Storage
Block Storage
File System Storage

Pricing Interval
Hourly,
1-Year, 3-Year

Intel X9

Host
Icelake
16/32/48/64 Cores
1 TB RAM
0 TB NVMe
100 Gbps Network

External Storage
Block Storage
File System Storage

Pricing Interval
Hourly,
1-Year, 3-Year

AMD E4

Host
3rd Gen EPYC
32/64/96/128 Cores
2 TB RAM
0 TB NVMe
100 Gbps Network

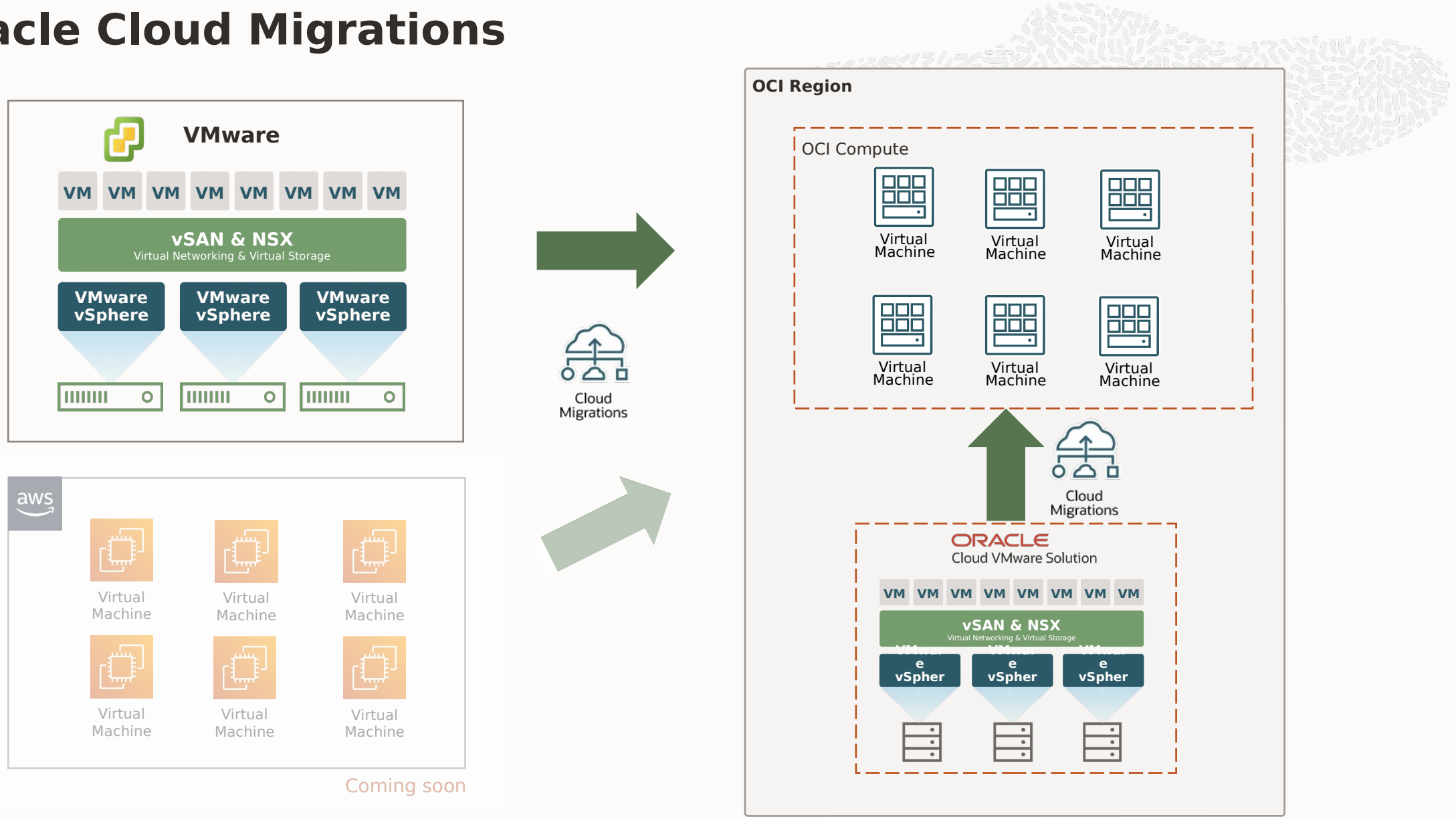
External Storage
Block Storage
File System Storage

Pricing Interval
Hourly,
1-Year, 3-Year

Note: X7 12/26/38 cores may be released in future.

Oracle Cloud Migrations for OCVS

Oracle Cloud Migrations



Oracle Cloud Migrations Framework

Self managed, easy to use workload migrations into Oracle Cloud Infrastructure

Cloud Migrations

Set of tools to assess, plan and migrate to Oracle Cloud Infrastructure.

Group assets to represent applications, Line of Business and business services assets. Enable **context-based** analysis, assessment, data copy and migration of assets.

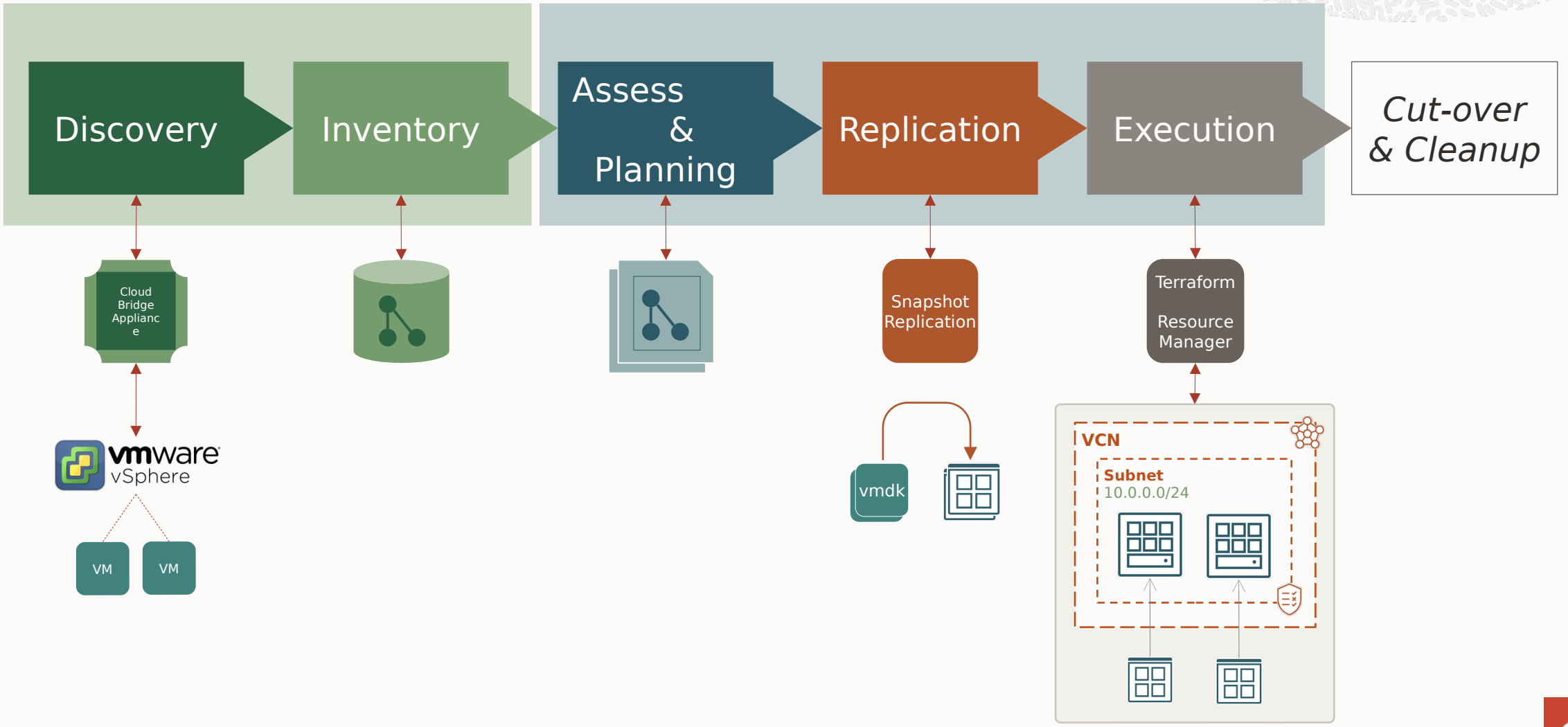
Assess and Plan based on compatibility, shapes, and estimate cost. Map to broad Oracle Cloud Infrastructure targets. Evaluate recommendations to reduce second guesses and errors.

Execute migration with customizable process flow and automation options with integrated native/domain tools.

End-to-end visibility and tracking.

Centralized Service for Migrations

Oracle Cloud Migrations



Benefits of Oracle Cloud Migrations

- Automatically discover assets in the source environment and assess compatibility and dependencies.
- Reduce migration risks and costs through an easy, rapid, no-cost migration plans.
- Reduce migration risks and costs through an easy, rapid, no-cost migration plans.
- Console managed cloud service and fully supported by OCI.
- **Entirely managed cloud service and fully supported by OCI.**

Cloud Migrations

Webinar Cloud Migration

Click Here

Resources for Oracle Cloud Migrations

OCM Documentation:
https://docs.oracle.com/en-us/iaas/Content/cloud-migration/home.htm

OCM QuickStart:
https://github.com/oracle-quickstart/oci-cloud-migrations

Email group:
oracle_cloud_migrations_us_grp@oracle.com

YouTube Demo:
https://www.youtube.com/watch?v=a1C3vZh5Wno

Blog:
https://blogs.oracle.com/cloud-infrastructure/post/intro-oracle-cloud-migrations

VM comparative with other Cloud providers

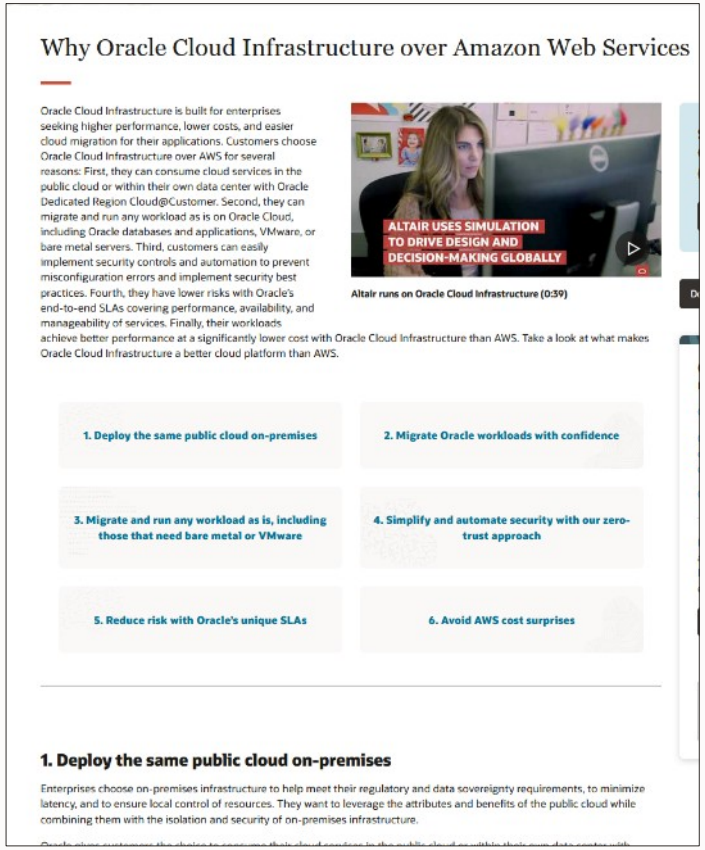
	OCI	AWS	AZURE	GCP
Offering name	Oracle Cloud VMware Solution	VMware Cloud on AWS	Azure VMware Solution	Google Cloud VMware Engine
Components	NSX-T, vSphere, vSAN, vCenter, HCX	NSX-T,vSphere, vSAN, vCenter, HCX	NSX-T, vSphere, vSAN, vCenter, HCX	NSX-T, vSphere, vSAN, vCenter, HCX
Customer control	Customer-managed and controlled	Managed services by AWSand VMware	Managed services by Microsoft	Managed services by Google
Security	Customer owns root credentials without any Oracle access	Vendor retains root credentials	Vendor retains root credentials	Vendor retains root credentials
Updates, patches, and upgrades	Customer controls when (and if) to upgrade	Vendor controls and decides	Vendor controls and decides	Vendor retains root credentials
Deployment	Deployed in the customer VCN	Co-located outside of AWS VPC	Co-located outside of Azure VNET	Co-located outside of GCP VPN
Availability (as of May 2023)	All 42 OCI regions and DR C@C	17 AWS regions	10 Azure regions	11 GCP regions
Support	Oracle	VMware and AWS	Microsoft	Google

Oracle Cloud Public Resources

Public Resources

Available on Oracle.com

OCI vs AWS



Why Oracle Cloud Infrastructure over Amazon Web Services

Oracle Cloud Infrastructure is built for enterprises seeking higher performance, lower costs, and easier cloud migration for their applications. Customers choose Oracle Cloud Infrastructure over AWS for several reasons: First, they can consume cloud services in the public cloud or within their own data center with Oracle Dedicated Region Cloud@Customer. Second, they can migrate and run any workload as is on Oracle Cloud, including Oracle databases and applications, VMware, or bare metal servers. Third, customers can easily implement security controls and automation to prevent misconfiguration errors and implement security best practices. Fourth, they have lower risks with Oracle's end-to-end SLAs covering performance, availability, and manageability of services. Finally, their workloads achieve better performance at a significantly lower cost with Oracle Cloud Infrastructure than AWS. Take a look at what makes Oracle Cloud Infrastructure a better cloud platform than AWS.

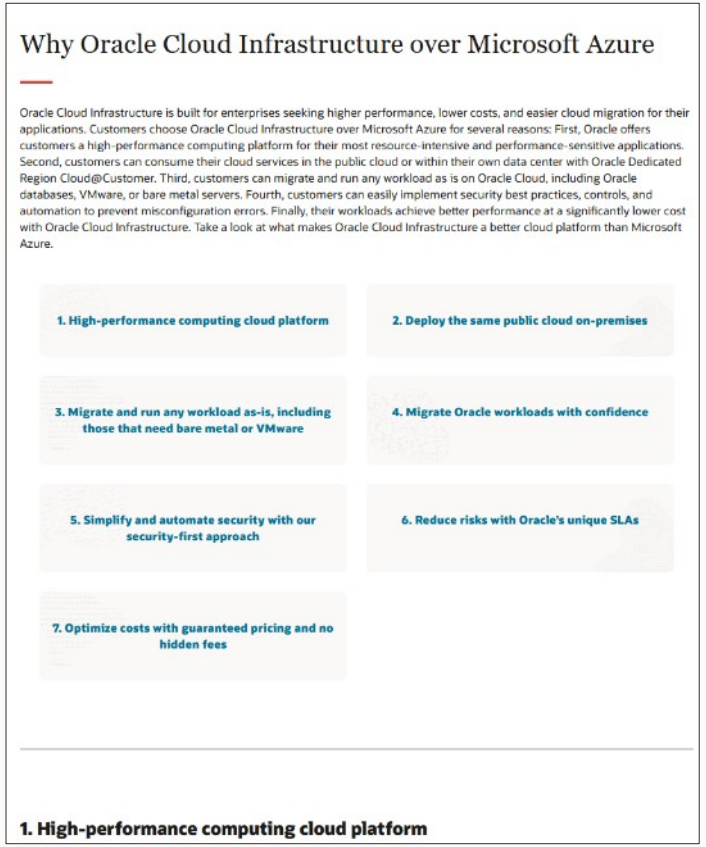
Altair runs on Oracle Cloud Infrastructure (0:39)

1. Deploy the same public cloud on-premises
2. Migrate Oracle workloads with confidence
3. Migrate and run any workload as is, including those that need bare metal or VMware
4. Simplify and automate security with our zero-trust approach
5. Reduce risk with Oracle's unique SLAs
6. Avoid AWS cost surprises

1. Deploy the same public cloud on-premises

Enterprises choose on-premises infrastructure to help meet their regulatory and data sovereignty requirements, to minimize latency, and to ensure local control of resources. They want to leverage the attributes and benefits of the public cloud while combining them with the isolation and security of on-premises infrastructure.

OCI vs Azure



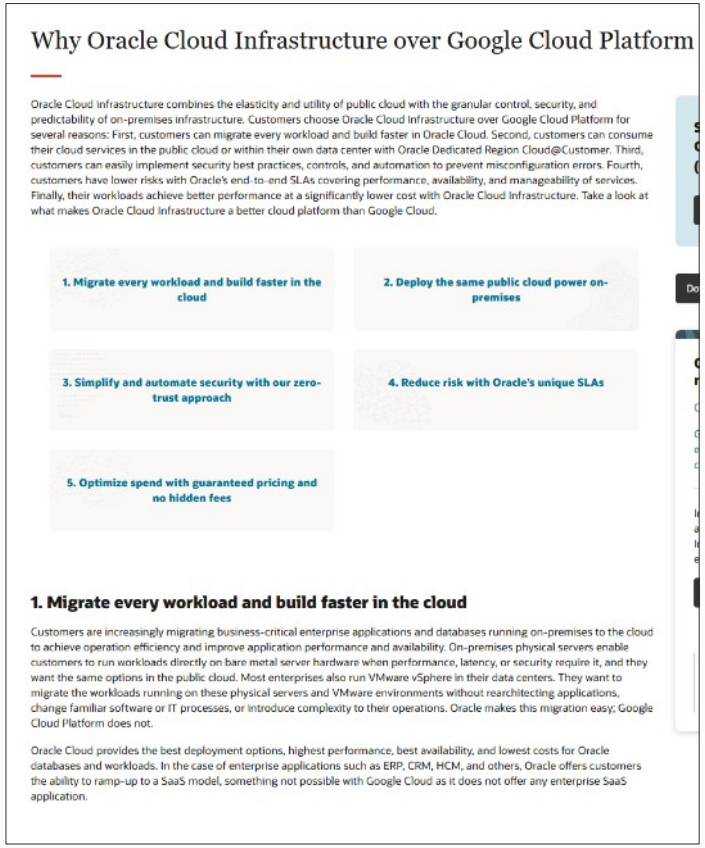
Why Oracle Cloud Infrastructure over Microsoft Azure

Oracle Cloud Infrastructure is built for enterprises seeking higher performance, lower costs, and easier cloud migration for their applications. Customers choose Oracle Cloud Infrastructure over Microsoft Azure for several reasons: First, Oracle offers customers a high-performance computing platform for their most resource-intensive and performance-sensitive applications. Second, customers can consume their cloud services in the public cloud or within their own data center with Oracle Dedicated Region Cloud@Customer. Third, customers can migrate and run any workload as is on Oracle Cloud, including Oracle databases, VMware, or bare metal servers. Fourth, customers can easily implement security best practices, controls, and automation to prevent misconfiguration errors. Finally, their workloads achieve better performance at a significantly lower cost with Oracle Cloud Infrastructure. Take a look at what makes Oracle Cloud Infrastructure a better cloud platform than Microsoft Azure.

1. High-performance computing cloud platform
2. Deploy the same public cloud on-premises
3. Migrate and run any workload as-is, including those that need bare metal or VMware
4. Migrate Oracle workloads with confidence
5. Simplify and automate security with our security-first approach
6. Reduce risks with Oracle's unique SLAs
7. Optimize costs with guaranteed pricing and no hidden fees

1. High-performance computing cloud platform

OCI vs Google Cloud



Why Oracle Cloud Infrastructure over Google Cloud Platform

Oracle Cloud Infrastructure combines the elasticity and utility of public cloud with the granular control, security, and predictability of on-premises infrastructure. Customers choose Oracle Cloud Infrastructure over Google Cloud Platform for several reasons: First, customers can migrate every workload and build faster in Oracle Cloud. Second, customers can consume their cloud services in the public cloud or within their own data center with Oracle Dedicated Region Cloud@Customer. Third, customers can easily implement security best practices, controls, and automation to prevent misconfiguration errors. Fourth, customers have lower risks with Oracle's end-to-end SLAs covering performance, availability, and manageability of services. Finally, their workloads achieve better performance at a significantly lower cost with Oracle Cloud Infrastructure. Take a look at what makes Oracle Cloud Infrastructure a better cloud platform than Google Cloud.

1. Migrate every workload and build faster in the cloud
2. Deploy the same public cloud power on-premises
3. Simplify and automate security with our zero-trust approach
4. Reduce risk with Oracle's unique SLAs
5. Optimize spend with guaranteed pricing and no hidden fees

1. Migrate every workload and build faster in the cloud

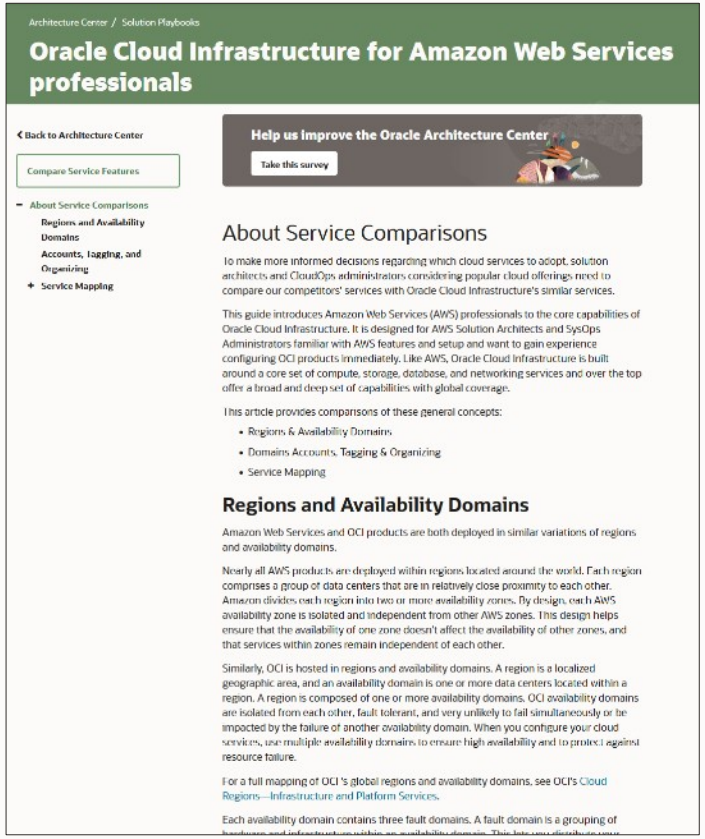
Customers are increasingly migrating business-critical enterprise applications and databases running on-premises to the cloud to achieve operation efficiency and improve application performance and availability. On-premises physical servers enable customers to run workloads directly on bare metal server hardware when performance, latency, or security require it, and they want the same options in the public cloud. Most enterprises also run VMware vSphere in their data centers. They want to migrate the workloads running on these physical servers and VMware environments without rearchitecting applications, change familiar software or IT processes, or introduce complexity to their operations. Oracle makes this migration easy; Google Cloud Platform does not.

Oracle Cloud provides the best deployment options, highest performance, best availability, and lowest costs for Oracle databases and workloads. In the case of enterprise applications such as ERP, CRM, HCM, and others, Oracle offers customers the ability to ramp-up to a SaaS model, something not possible with Google Cloud as it does not offer any enterprise SaaS application.

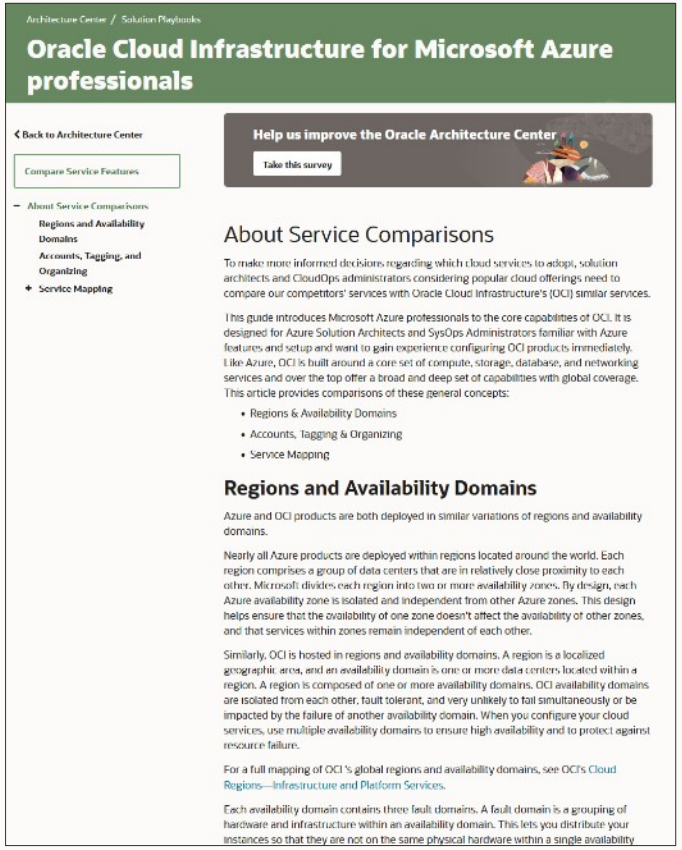
Public Resources

Available on Oracle.com

OCI for AWS Professionals



OCI for Azure Professionals



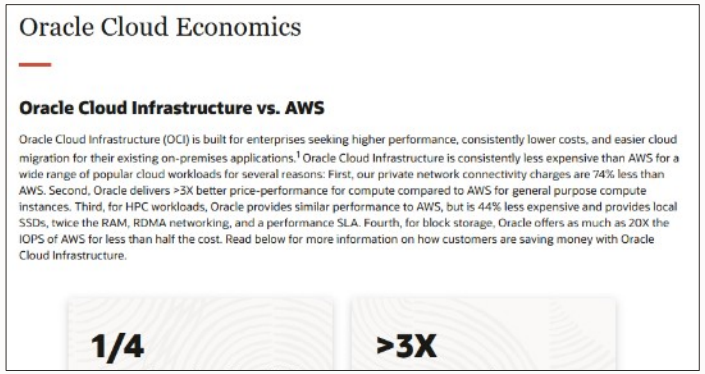
OCI for Google Professionals

TBD

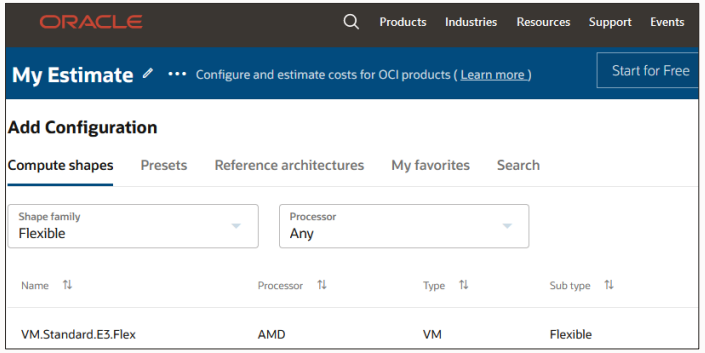
Public Resources

Available on Oracle.com

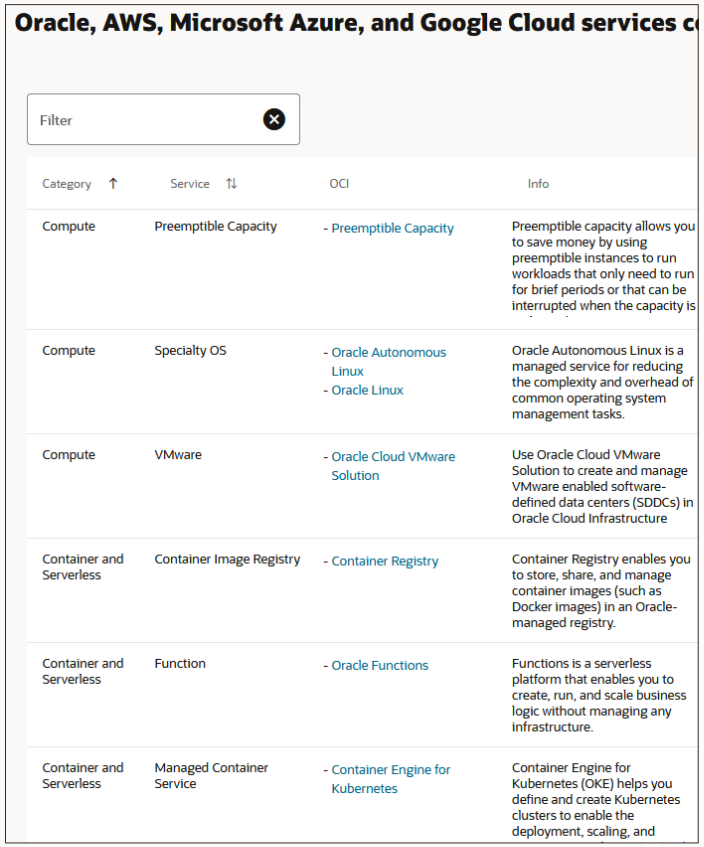
Pricing Comparison



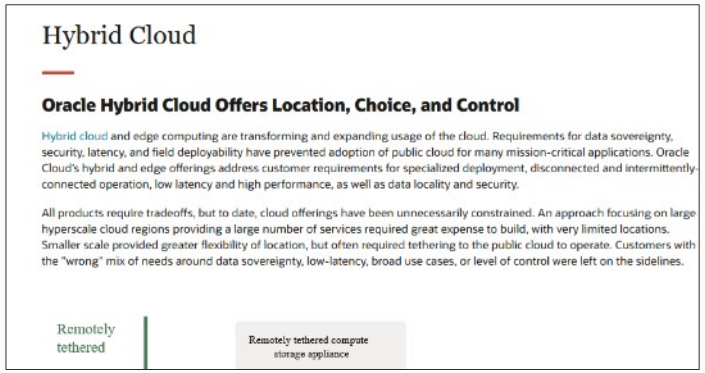
Cost Estimator



OCI Service Comparison



Complete Hybrid Cloud



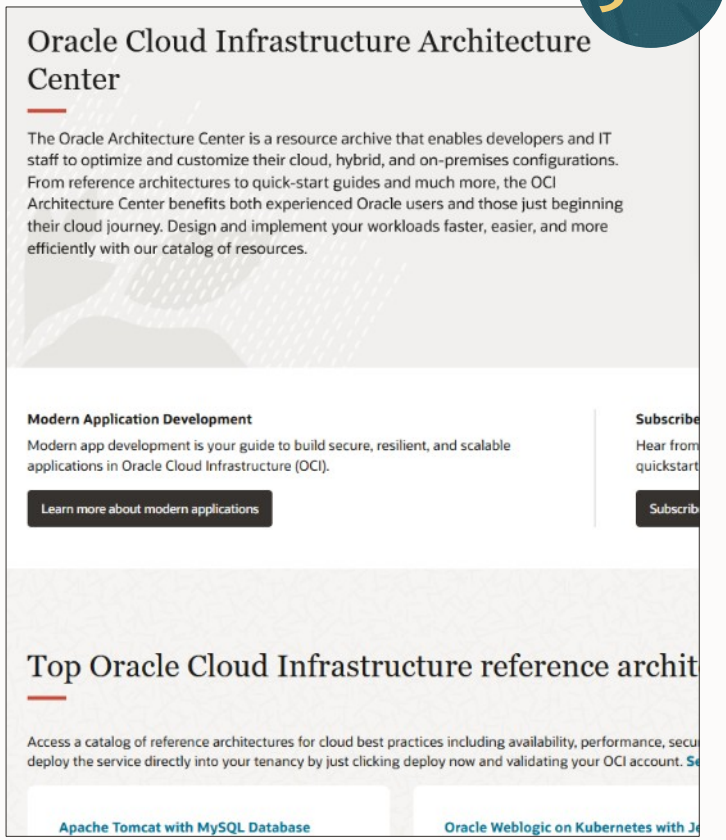
OCI Is Cloud Native

Public Resources

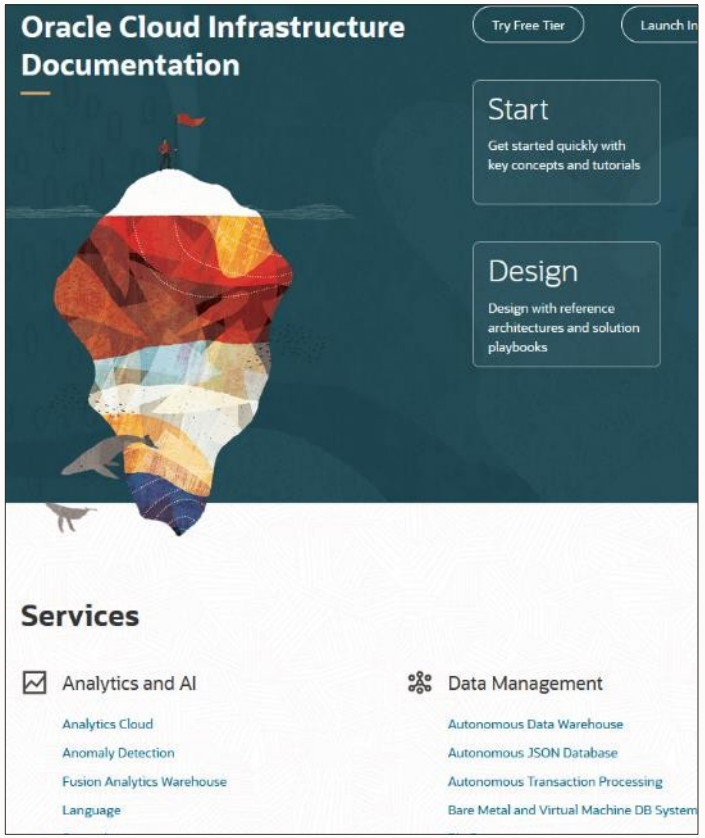
Available on Oracle.com

Architecture Templates

360+

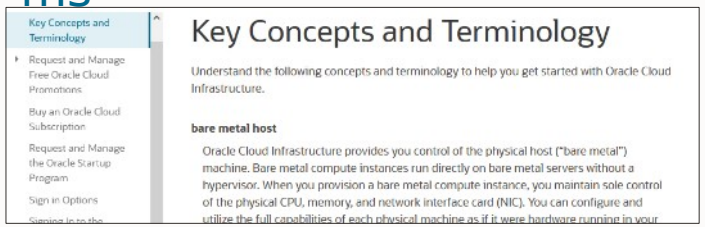


All OCI Services



Free! OCI Training

Key OCI Concepts and Terms



OCI vs AWS

Oracle Cloud Infrastructure

Top 3 Reasons Versus AWS For Existing Oracle Customers

Choose your cloud location, including on-premises

All services available, even on-premises

Not all workloads and data can move to the cloud, due to regulatory and data sovereignty requirements

Oracle @Customer options put Oracle-managed hardware on-premises with **all** Oracle Cloud services available

AWS Outposts puts AWS-managed hardware on-premises, but with a very limited set of AWS' services and requires an internet connection

Lower, globally consistent pricing

Predictable pricing in all public regions

Fastest expansion of regions allows your application and data to be globally available

AWS services change cost dramatically, depending upon the region

OCI services have consistent pricing in **all global regions**, allowing customers to accurately plan their budgets

Oracle Support Rewards gives you money back

Confidently migrate Oracle and bare metal workloads

Reduce risk when migrating from on-premises

Oracle Cloud Lift significantly reduces migration risk

OCI runs on-premises Oracle and bare metal workloads **as-is**, reducing testing and migration timelines

Supports **your cloud strategy**: rehosting, re-platforming, refactoring, and replacing

Unique features only available on OCI such as **RAC**, **ExaCS**, and **Autonomous Database**

Economic Value

Economics That Break The Rules

Focus on results, not budgetary minutia

	Flexible Shape, Pay Less	Let Your Data Go For Less	One World, One Price	Discount Simplicity	Usage Loyalty Program
ORACLE Cloud Infrastructure	Pick your CPU, pick your memory Get exactly what you need Pay less	Move data out of a region for up to 12x less Data movement within a region is free	Same price per service in every region Consistent experience across the world	Universal Credits: commit to an annual amount Use on any shape, any service, any region	For every $1 of usage, get 25¢ (33¢ with EULA) off of support costs Potentially reduce support cost to $0
aws Microsoft Google Cloud	Hunt through 400+ shapes Settle for the one that is closest to your needs Pay more	Walled garden strategy to keep data within cloud Pay even for moving between AZs and services	Different prices per service depending on region Sticker shock when deploying to new regions	Mix-and-match reserved & spot instances, savings plans, enterprise agreements, sustained use, etc., each with limits	Support is charged as a percentage of total usage cost No reductions allowed

Real Money To Use For Additional Innovation

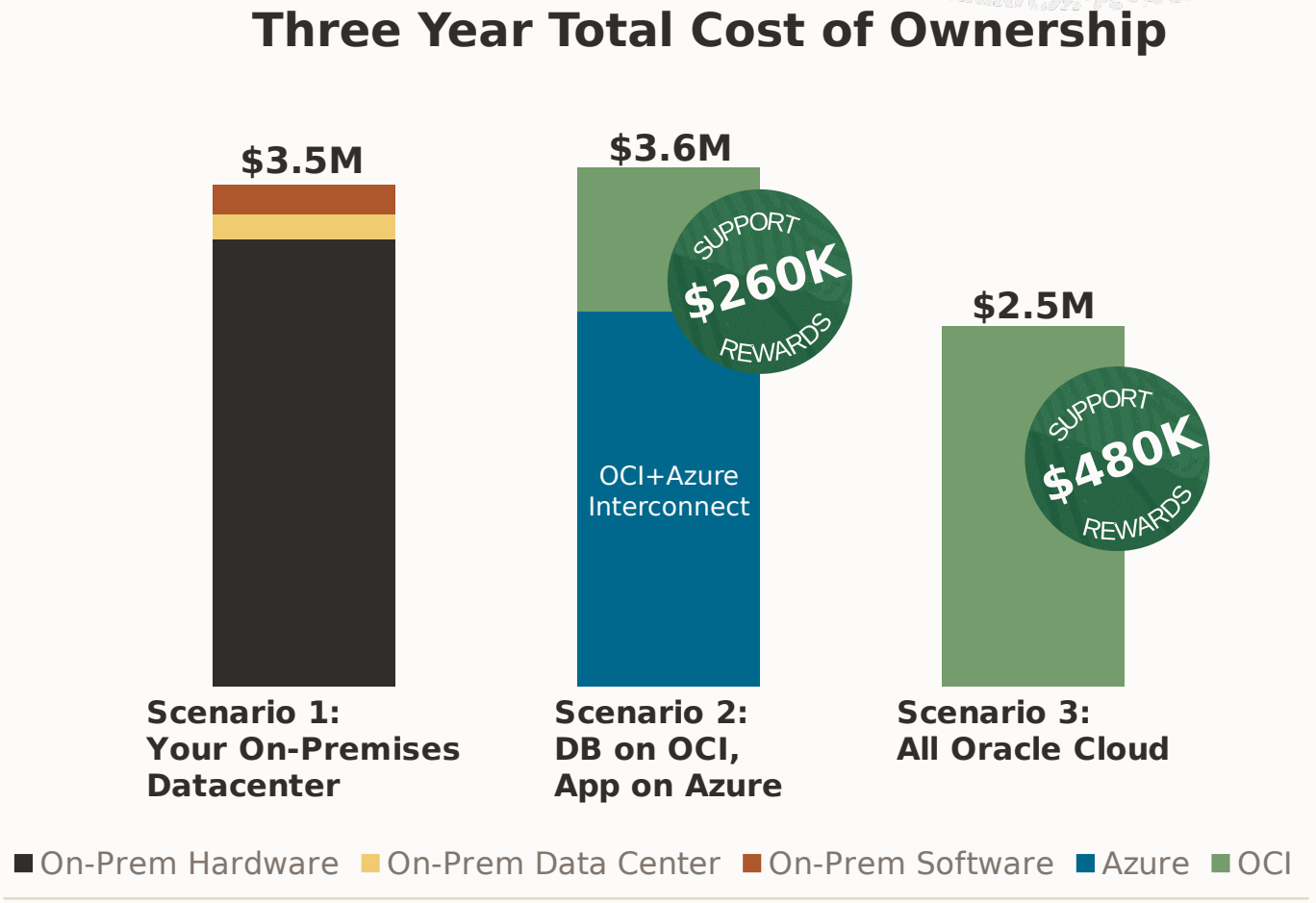
Loyalty Rewards Not Found on AWS, Azure, or GCP

Example based on an existing technology customer with a support contract

Significant cost reduction moving workload to Oracle Cloud Infrastructure

Earn Oracle Support Rewards for each dollar spent on OCI, up to the full value of customer support cost

Can be combined with other discounts and programs



Example assumes 100% consumption to achieve the projected Oracle Support Rewards shown

While the Azure Interconnect is not available for AWS or GCP, scenarios 1 and 3 are still applicable for AWS and GCP comparisons.

Oracle Cloud Lift

Oracle invests in your success on OCI

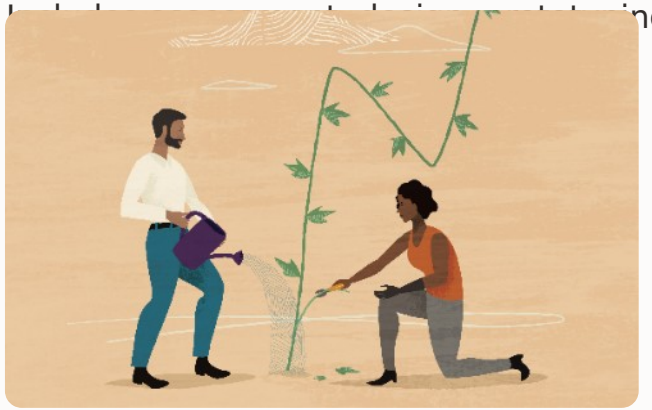
Migrate to the cloud faster

Oracle has dedicated teams to fast-track your Oracle workloads to the cloud

Select non-Oracle workloads are also eligible

Assistance from inception through go-live

ing,



IDC Oracle accelerates cloud adoption with free migration services [2]

Leverage best practices

Hundreds of time-tested deployment architectures, including configuration and documentation

oracle.com/cloud/cloud-lift

OMDIA Oracle Cloud Infrastructure enables swift and safe cloud migration [3]

Gain access to specialists

Direct access to product experts, including security and networking

Fast-track network connections

Identify opportunities to optimize and improve applications as they migrate to the cloud

IDC Oracle Cloud Infrastructure is ideal for heterogenous workloads [4]

Example Enterprise Workload

OCI has higher SLAs and costs 88% less

	OCI	AWS RDS with Data Guard
RAC or Exadata	Yes	No
RTO	Zero	5-60 minutes
RPO	Zero	5 minutes
Maintenance downtime	Zero	Downtime required
Performance SLA	Storage and networking	No
Manageability SLA	Yes	No
Globally consistent pricing	Yes	No
Cloud credits usable for any service	Yes	No; use long-term RI contracts
Oracle Database edition	Enterprise **Extreme**	Enterprise (BYOL)
Other	• Includes Diagnostics, Tuning, and Data Masking Packs • Cloud Manager	• Listener node required • Cross-AZ replication charges • vCPU = ½ OCPU, so 2× license
Availability	Six (6) 9's	Four (4) to five (5) 9's
Cost	**$4,752** /month	**$40,644** /month

...and we'd still be **47% less** if we gave you Oracle Database on AWS *for free*—and with **better availability**

Multicloud & Avoiding Lock-in

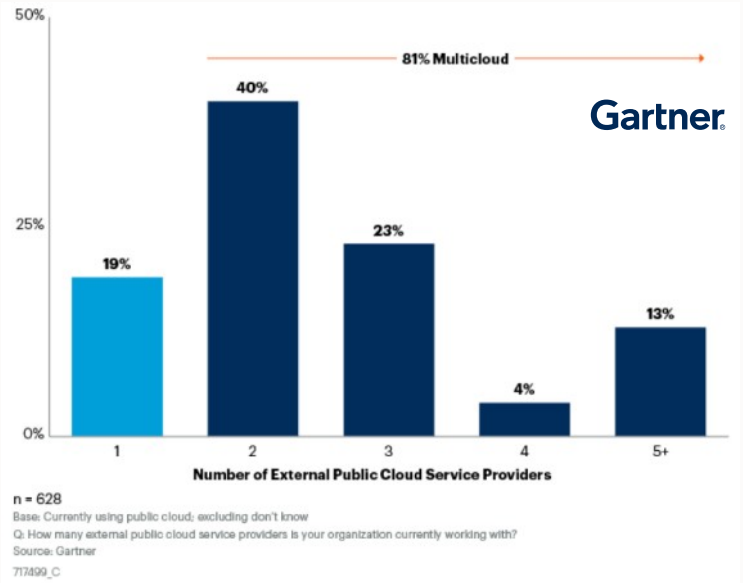
Multicloud Puts You In Control

Multicloud is now

According to Gartner, 4 out of 5 companies use 2+ cloud vendors [1]

Multicloud is more than just using multiple public clouds, it is interconnecting multiple public clouds and moving data

May 2020



Get the best of all worlds

Cloud vendors have different strengths

Use the right cloud for the right job, such as:

- Data management
- Machine Learning
- Analytics
- Internet of Things
- Productivity software
- Media creation

Improve your supply chain

Eliminate single-vendor risk due to using only one cloud vendor

Unplanned outages can even affect applications that were designed with resiliency in a single cloud vendor [6,7]

Leveraging multiple cloud vendors reduces systemic risk

Success = interoperability

Your chosen cloud vendors must work together (Oracle has Interconnect to Azure) [2]

Interoperability reduces costs [3]

accenture

Reduce costs

Cloud vendors have different costs, pricing strategies, and discount programs.

OCI has the consistently lower virtual machine pricing with more performance [3,4]

Oracle Interconnect with Azure eliminates transfer fees to Azure, and is a member of the Bandwidth Alliance that eliminates egress fees within alliance partners [5]

Customers Using OCI For Multicloud

Security and Compliance

OCI Current Compliance Programs

Includes Attestations (Audit/Certification) And Advisories

Americas

- DoD DISA SRG IL5
- PIPEDA [Canada]
- JAB P-ATO
- HIPAA
- LGPD
- CJIS
- Canada Protected B
- HITRUST CSF
- NIST SP 800-171
- BACEN
- CCPA
- NERC CIP

EMEA

- GDPR [EU]
- BSI C5 [Germany]
- ENS [Spain]
- POPIA
- FINMA [Switzerland]
- EBA [EU]
- Cyber Essentials Plus [UK]
- G-Cloud 12 [UK]
- TISAX
- Cloud Security Principles [UK]
- CITC [Saudi Arabia]
- AIDSS [UAE]

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
- Level 2
- Level 1
- GxP

Oracle Cloud Free Tier

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What's included with Oracle Cloud Free Tier? *

Always Free services

Services you can use for an unlimited time.

- Two Oracle Autonomous Databases with powerful tools like Oracle APEX and Oracle SQL Developer
- Two AMD Compute VMs
- Up to 4 instances of ARM Ampere A1 Compute with 3,000 OCPU hours and 18,000 GB hours per month
- Block, Object, and Archive Storage; Load Balancer and data egress; Monitoring and Notifications

See below for a list of eligible services

+

Start with a US$300 cloud credit

You'll have 30 days to use it—in addition to Always Free services.

- Access to a wide range of Oracle Cloud services for 30 days, including Databases, Analytics, Compute, and Container Engine for Kubernetes
- Up to eight instances across all available services
- Up to 5 TB of storage

See below for a list of eligible services

What are Always Free services?

Infrastructure

2 AMD based Compute VMs with 1/8 OCPU** and 1 GB memory each

Arm-based Ampere A1 cores and 24 GB of memory usable as 1 VM or up to 4 VMs with 3,000 OCPU hours and 18,000 GB hours per month

2 Block Volumes Storage, 200 GB total

10 GB Object Storage – Standard

10 GB Object Storage – Infrequent Access

10 GB Archive Storage

Resource Manager: managed Terraform

5 OCI Bastions

Databases

Your choice of Oracle Autonomous Transaction Processing, Autonomous Data Warehouse, Autonomous JSON Database, or APEX Application Development. Two databases total, each with 1 OCPU** and 20 GB storage.

NoSQL Database with 133 million reads per month, 133 million writes per month, 25 GB storage per table, up to 3 tables.

Observability and Management

Monitoring: 500 million ingestion datapoints, 1 billion retrieval datapoints

Application Performance Monitoring: 1000 tracing events and 10 Synthetic runs per hour

Logging: 10 GB per month

Notifications: 1 million sent through https per month, 1000 sent through email per month

Service Connector Hub: 2 service connectors

Additional services

Flexible Load Balancer: 1 instance, 10 Mbps

Flexible Network Load Balancer

Outbound Data Transfer: 10 TB per month

Virtual Cloud Networks (VCN): Maximum of 2 VCNs, includes IPv4 and IPv6 support

VCN Flow Logs: Up to 10 GB per month shared across OCI Logging services

Site-to-Site VPN: 50 IPSec connections

Content Management Starter Edition: 5000 assets per month

Certificates: 5 Private CA and 150 private TLS certificates

Email Delivery: 3,000 emails sent per day

[Click here]

OCI Cloud Network Page

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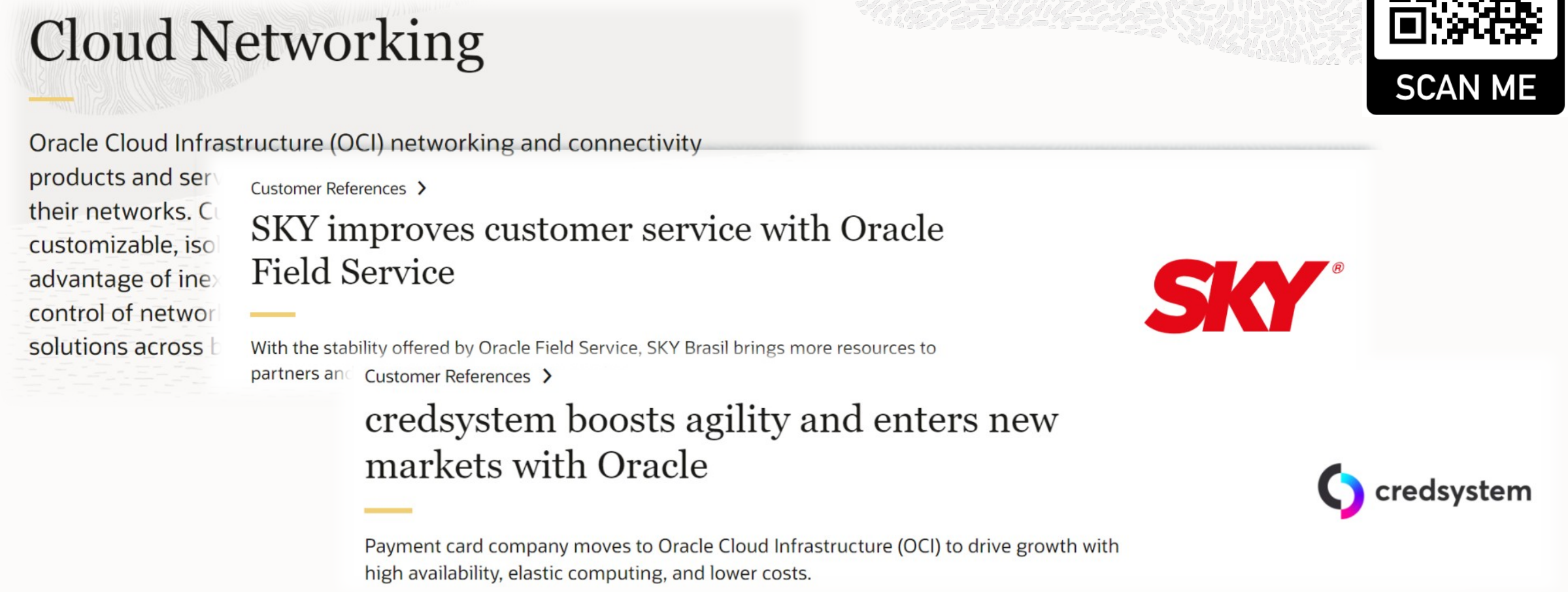

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Cloud networking OCI price

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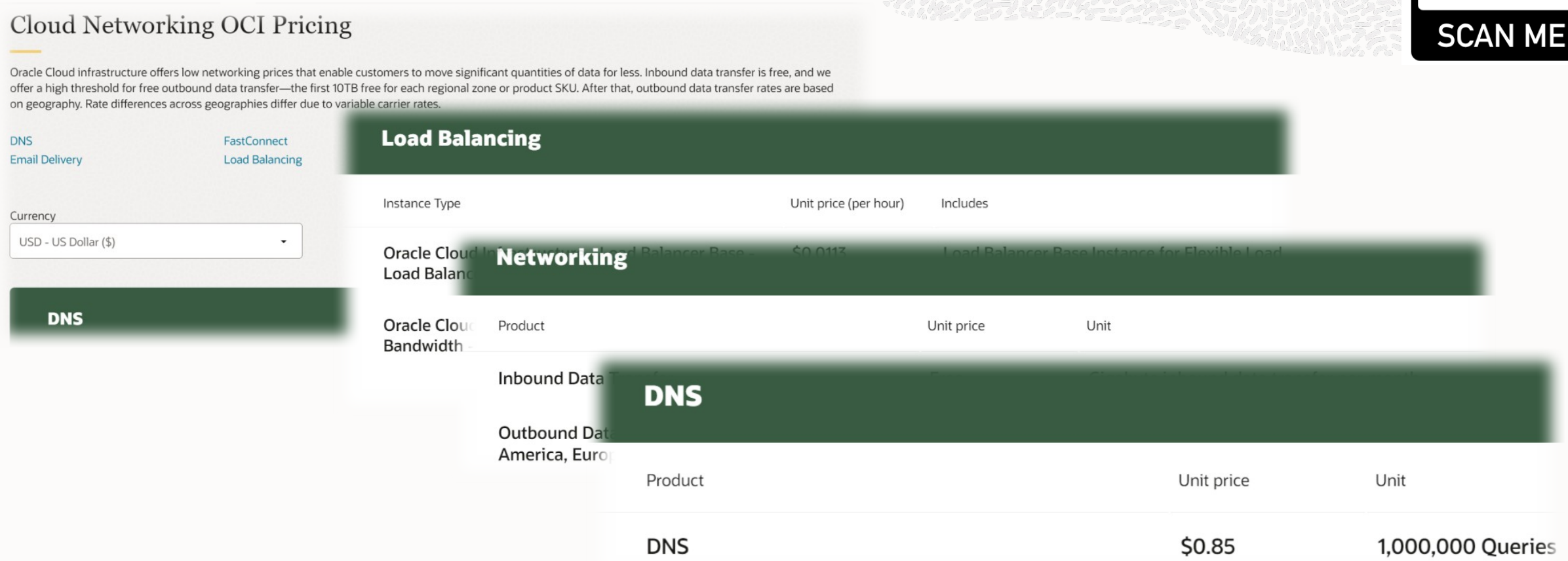

Free OCI certification program until August 31st, 2023

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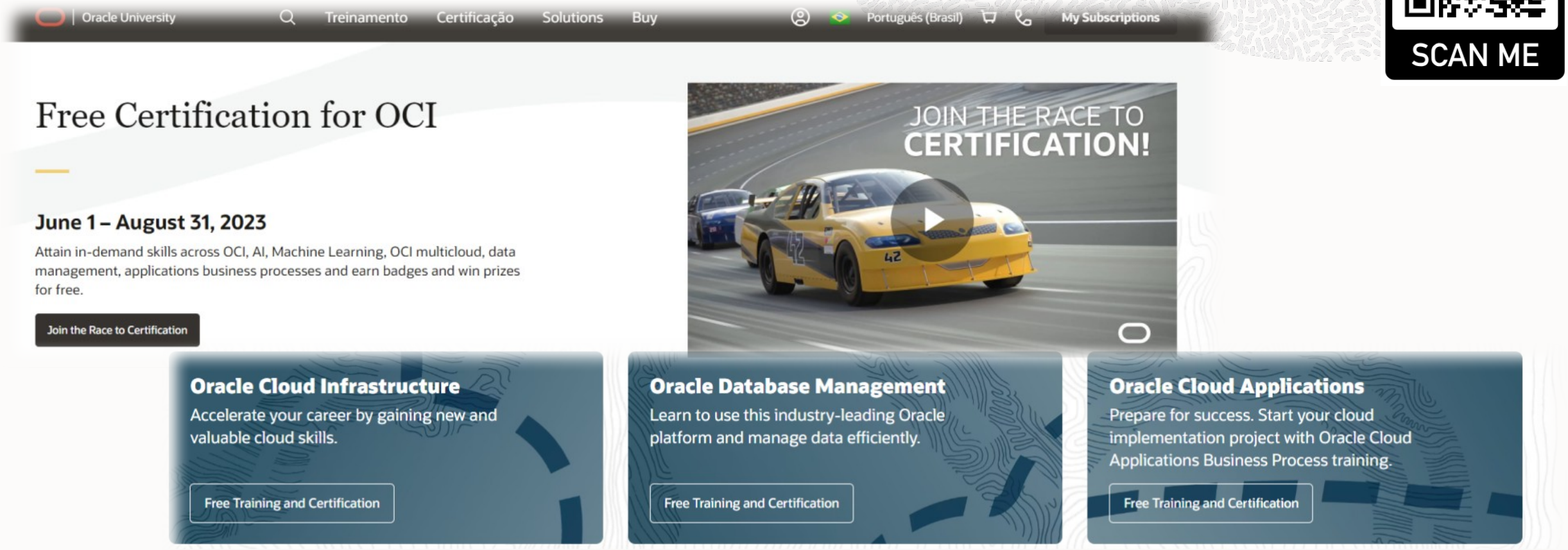

Click Here

Free Certification – included courses

Each participant is eligible to the two foundation exams and in addition take any two professional certification exams for free as part of the program

Oracle Cloud Infrastructure and Data Management

- ✓ OCI Foundations Associate 2023
- ✓ Oracle Cloud Data Management Foundations Associate 2023
- ✓ OCI Data Science Professional 2023
- ✓ Oracle Cloud Digital Assistant Professional 2023
- ✓ Oracle Cloud Analytics Professional 2023
- ✓ Oracle Fusion Analytics Warehouse Professional 2023
- ✓ OCI Architect Associate 2023
- ✓ OCI Architect Professional 2023
- ✓ OCI Multicloud Architect Associate 2023
- ✓ OCI Security Professional 2023
- ✓ OCI Cloud Operations Professional 2023
- ✓ Oracle Base Database Services Professional 2023
- ✓ Oracle Cloud Database Migration and Integration Professional 2023
- ✓ Oracle Autonomous Database Cloud Professional 2023
- ✓ Oracle Machine Learning using Autonomous Database Associate 2023
- ✓ OCI Developer Professional 2023
- ✓ OCI DevOps Professional 2023
- ✓ OCI Integration Professional 2023
- ✓ OCI Observability Professional 2023
- ✓ Oracle Apex Associate 2023
- ✓ Oracle Redwood Developer Professional 2023

Cloud Applications
Business Process Training

- ✓ Oracle HCM Cloud Business Process Associate
- ✓ Oracle Financials Cloud Business Process Associate
- ✓ Oracle Sales Cloud Business Process Associate
- ✓ Oracle Procurement Cloud Business Process Associate
- ✓ Oracle Supply Chain Cloud Business Process Associate

OCI FY24 Position available on Sales Accelerator

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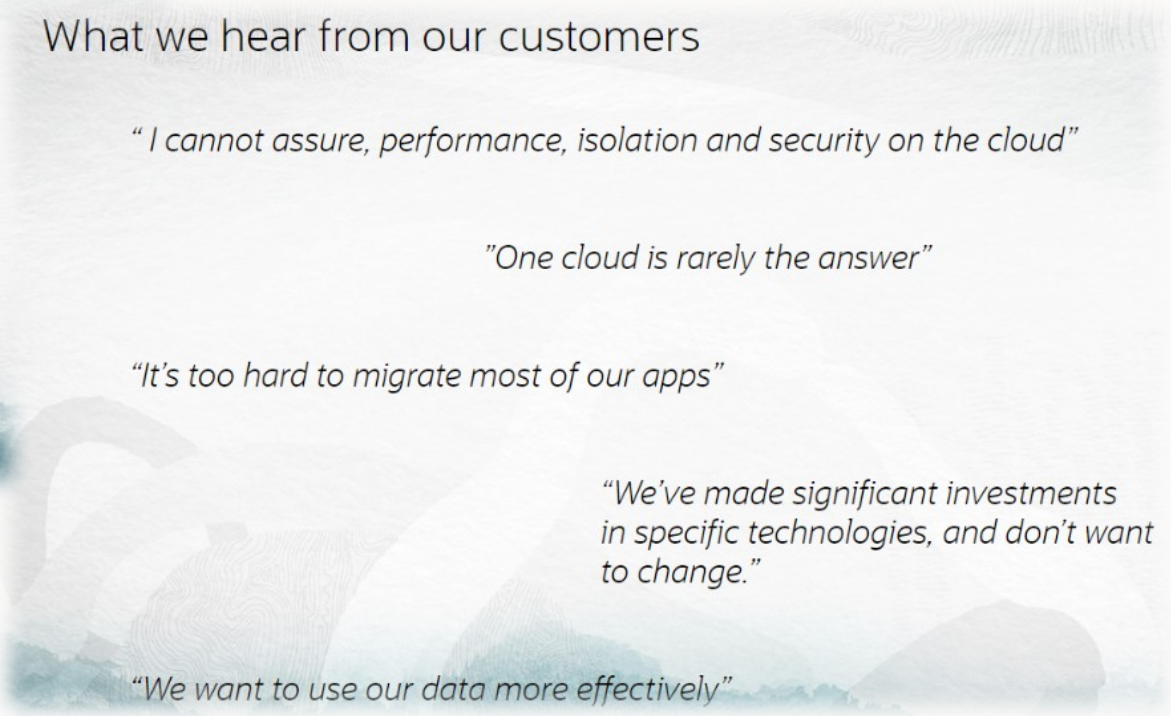

Click Here

Thank You! ☺

Questions / Feedback / Training Suggestions

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