ORACLE

Oracle OCI Cloud @ Customer

Sales Academy - Commercial Overview
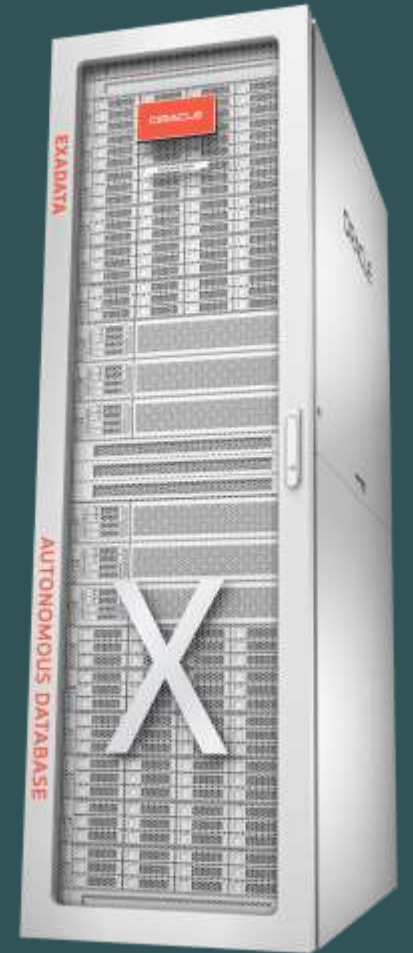
Marcel Lamarca

Exadata Cloud Specialist

Oracle, Alliances and Channels LAD

November, 2023

SQL> select * from person where name = 'Marcel Lamarca'

Father, husband, Cooker and son!

Graduated in Business Administration (FMU-SP)

Oracle DBA
21 Years dedicated to study and support Oracle Databases.
12 Years working with Exadata (On-prem, C@C and Cloud Services) .
4 Year working for Oracle do Brasil
1   Year on Alliances LAD knowledge Team

Oracle Cloud Specialist (OCS)
Exadata Database Machine X9M Certified Specialist
OCI Foundation 2020 / 2023
Oracle Autonomous Database Administrator
Oracle Cloud Database Migration and Integration
OCI Cloud Certified Architect Associate 2022
OCI Cloud Certified Architect Professional 2022
OCI Multi-Cloud Architect Professional

Oracle Certified Professional (OCP)
10g, 11g, 12c and 19c.

Oracle Certified Specialist (OCE)
Grid/RAC Database Administrator 11g

Download presentation here

SCAN ME

Agenda

1   Exadata Cloud At Customer - Overview

2   OCI Dedicated Regions - Overview
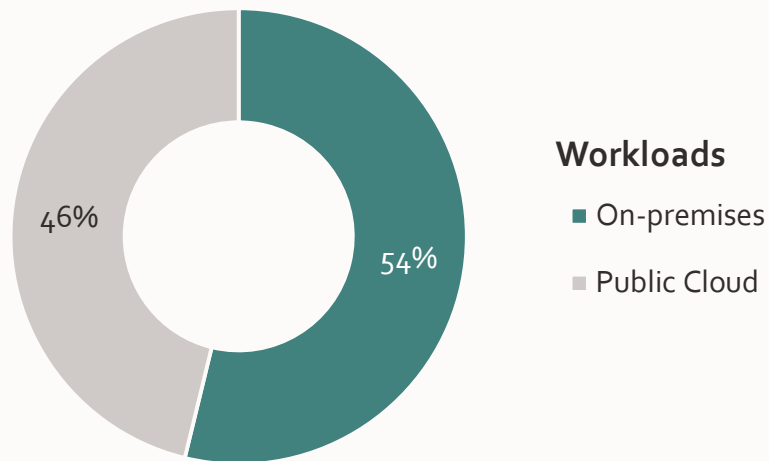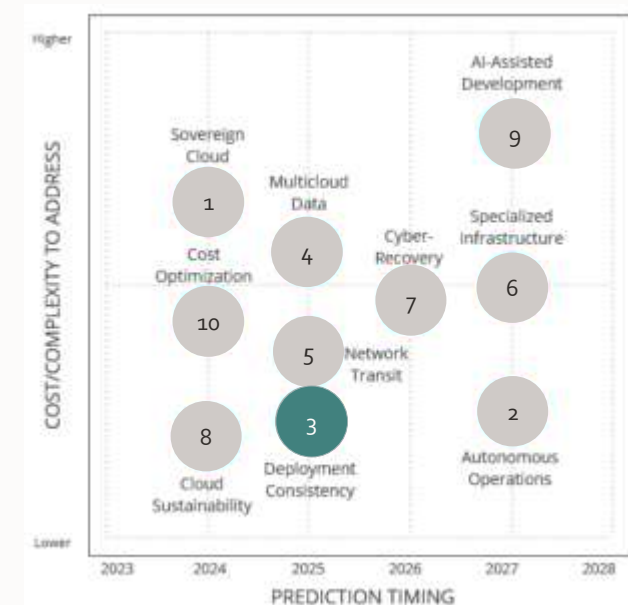
3   Oracle Customer Success

4   Resources

Thousands of critical deployments, on-premises and cloud

54% of enterprise workloads remain on-prem!

IDC FutureScape Worldwide Cloud Predictions

Workloads

■ On-premises
■ Public Cloud

46%
54%

Feb 2022 - IDC Survey Spotlight - Document number: # US48833322

FutureScape: Worldwide Cloud 2023
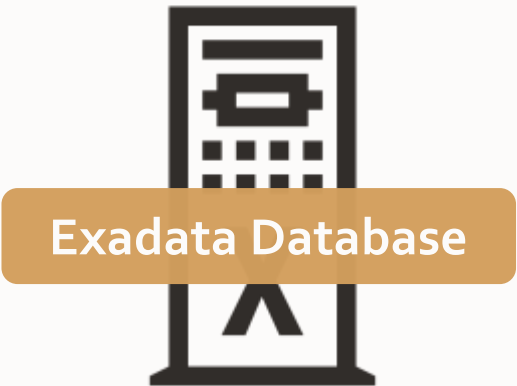
Exadata Cloud at Customer

# We meet you where you are in your database consolidation journey

On-Premises Traditional

Exadata Database Machine

Cloud@Customer

Exadata Cloud@Customer

Public Cloud, Dedicated Region, and Oracle Database@Azure

Exadata Cloud Infrastructure

Autonomous Database Service

Exadata Database

Exadata Database Service

Customer Data Center
Purchased
Customer Managed
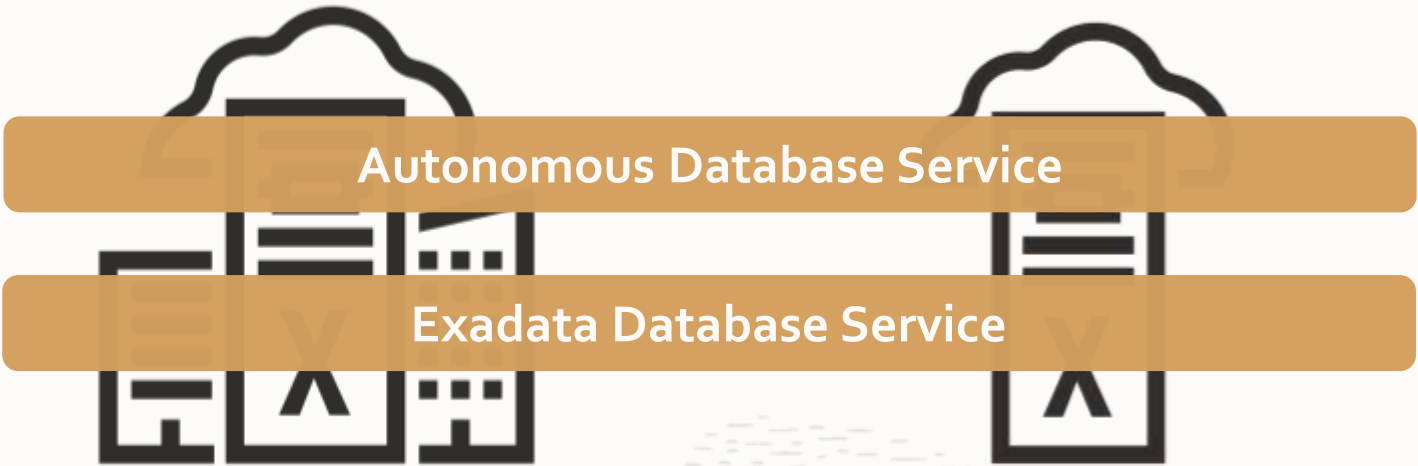
Customer Data Center
Subscription
Oracle Managed

Oracle Cloud
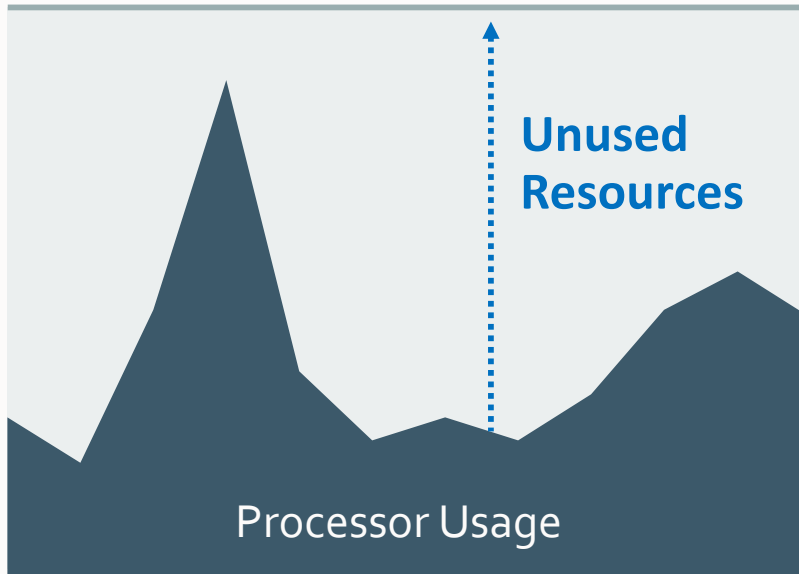Subscription
Oracle Managed
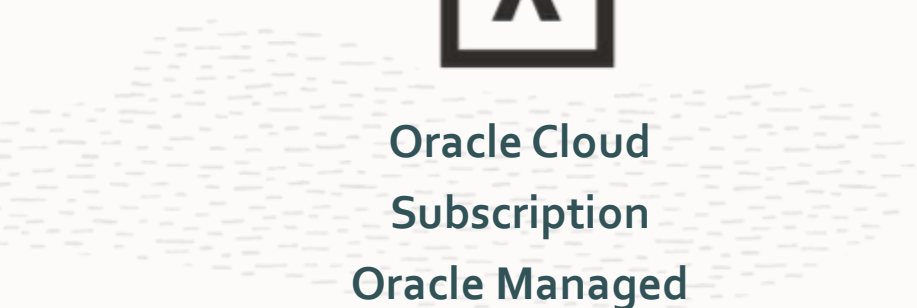
Online, Elastic Scaling with Exadata Cloud@Customer
Pay Only for What You Use

Total Processor Resources

Unused Resources
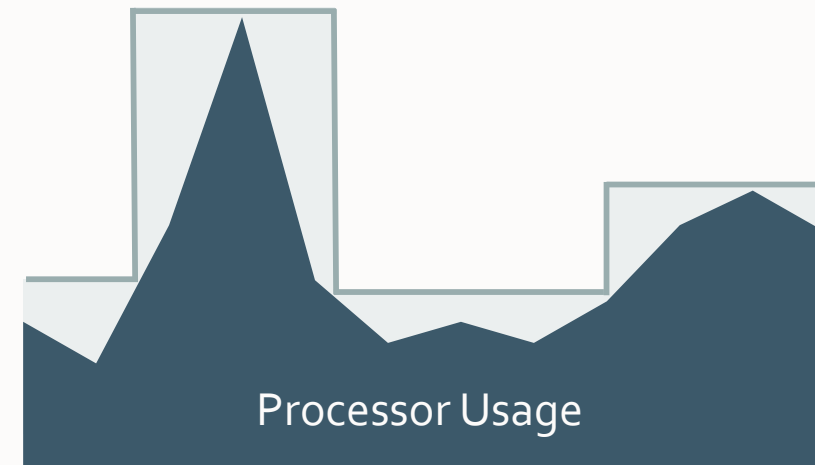
Processor Usage

On-Premises – Static
Purchase server processors and software licenses for highest projected peak load

Manually Scaled vCPUs

Processor Usage

Exadata Database Service – Elastic
Adjust enabled vCPUs to match actual workload via APIs and web UI - vCPUs are charged per second

Exadata's Superior Software Architecture Highlights

Smart system software enables highest performance for OLTP | Analytics | Consolidation workloads

Fastest OLTP

- **Fastest OLTP I/O** with scale-out storage, RDMA to storage, and NVMe flash

- **Fastest scale-out** with unique RDMA algorithms for inter-node cluster coordination

- **Fastest recovery** from unplanned downtime and component failure
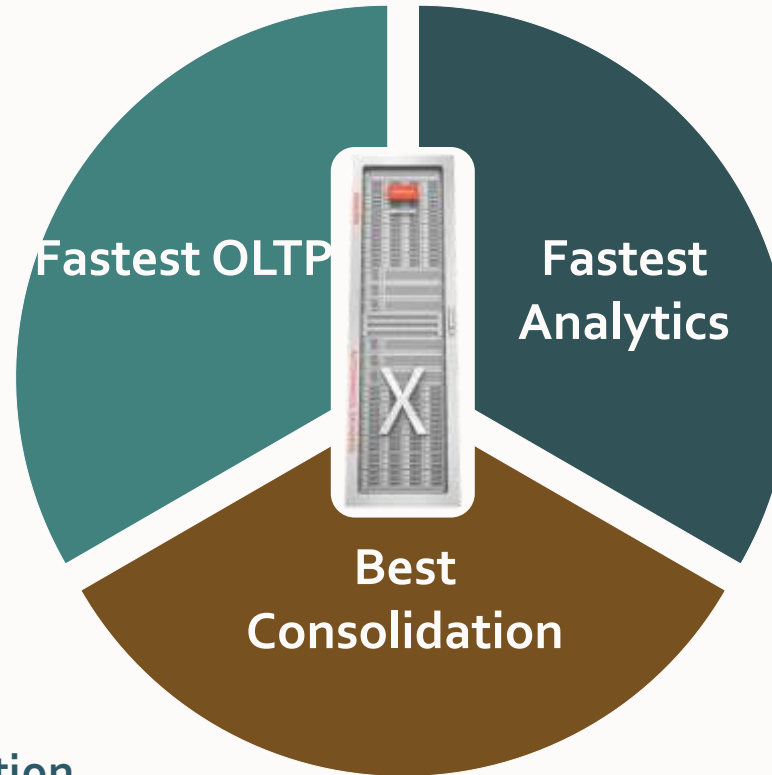
Fastest Analytics

- **Unique Smart Scan** automatically offloads data intensive SQL operations to storage

- **Unique Smart Flash Cache** and **Storage Index** automatically accelerate database I/O

- **Unique Columnarization** automatically converts data to fast In-Memory Columnar format in flash

Fastest OLTP

Fastest Analytics

Best Consolidation

Best Consolidation

- **Unique Prioritization** of latency sensitive or important workloads

- **Unique Workload Isolation** of multiple tenants or workloads

Simple Cloud Management Model in at Customer Cloud

Data/Schema

Databases

Customer VM

Hypervisor

Database Servers

Internal Fabric

Storage Servers
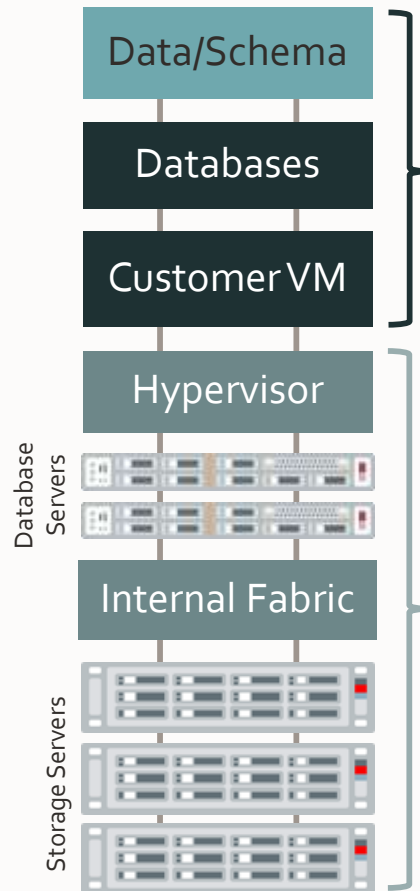
**Customer owns everything inside database**
- Data, schema, encryption keys

Customer subscribes to database services
- Customer manages VMs and Databases using Cloud Automation (UI / APIs)
- Automation to create, delete, patch, backup, scale up/down, etc.
- Runs all supported Oracle Database versions 12.1.0.2, 12.2.0.1, 19c and 21c
- Customer controls access to customer VM
- Customer can install and manage additional software in customer VM
- Oracle staff are not authorized to access customer VM

Oracle owns and manages infrastructure
- Hypervisor, database and storage servers, storage network
- Patching, security scans, security updates
- Monitoring and maintenance
- Customer not authorized to access Oracle infrastructure

Exadata architecture – scale out with intelligent storage

Database Servers

RoCE

RDMA

Storage Servers

Hot — XRMEM

Warm — FLASH

Cold
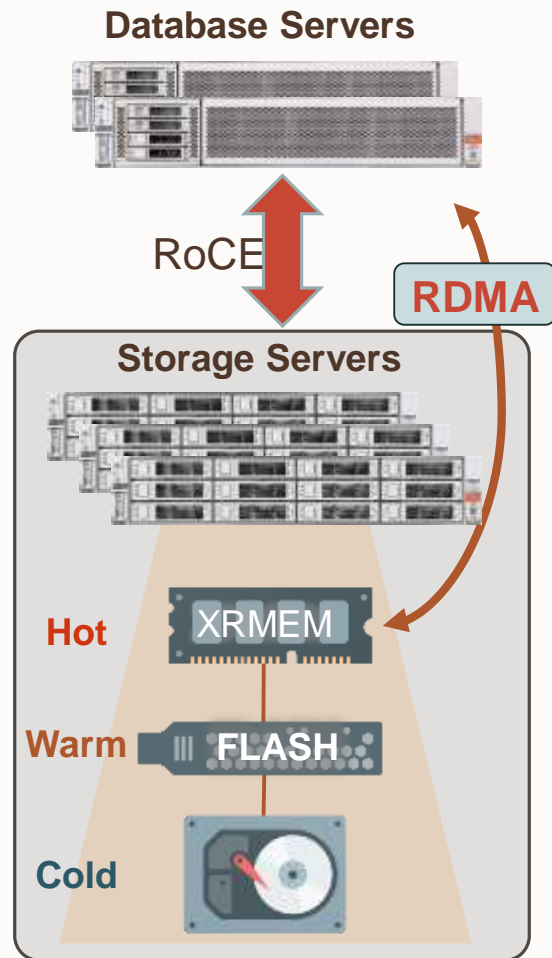
Scale-out system architecture and software

- Independent, online scaling of database and storage servers
- Scales from 2 to 210 Exadata X10M database servers
- Scales from 3 to 264 Exadata X10M storage servers
- Redundancy with fast failover provides high availability

Database uses RDMA instead of I/O to read XRMEM in Smart Storage

- Bypasses network and I/O software, interrupts, context switches
- Data is transparently managed in multiple storage tiers to minimize latency
- High-performance active-active 100 Gbit/s internal network maximize throughput
- Speeds up both database reads and commits

Database cluster virtualization

- Deploy environments with different needs on the same system
  - Dev-Test, Staging Production, DR
  - OLTP, Analytics, Mixed Workloads
- Share and manage pools of resources to increase efficiency and lower costs
- Isolate resources to meet differing security and predictability requirements

Exadata Cloud@Customer X10M Shapes

NEW SHAPE

NEW SHAPE

Quarter Rack – X10M

Quarter Rack – X10M - L

Quarter Rack X10M-XL

Total Capacity

DB Servers
Storage Servers

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

380 Cores – **4,180 GB Memory**
192 TB Usable DB Storage
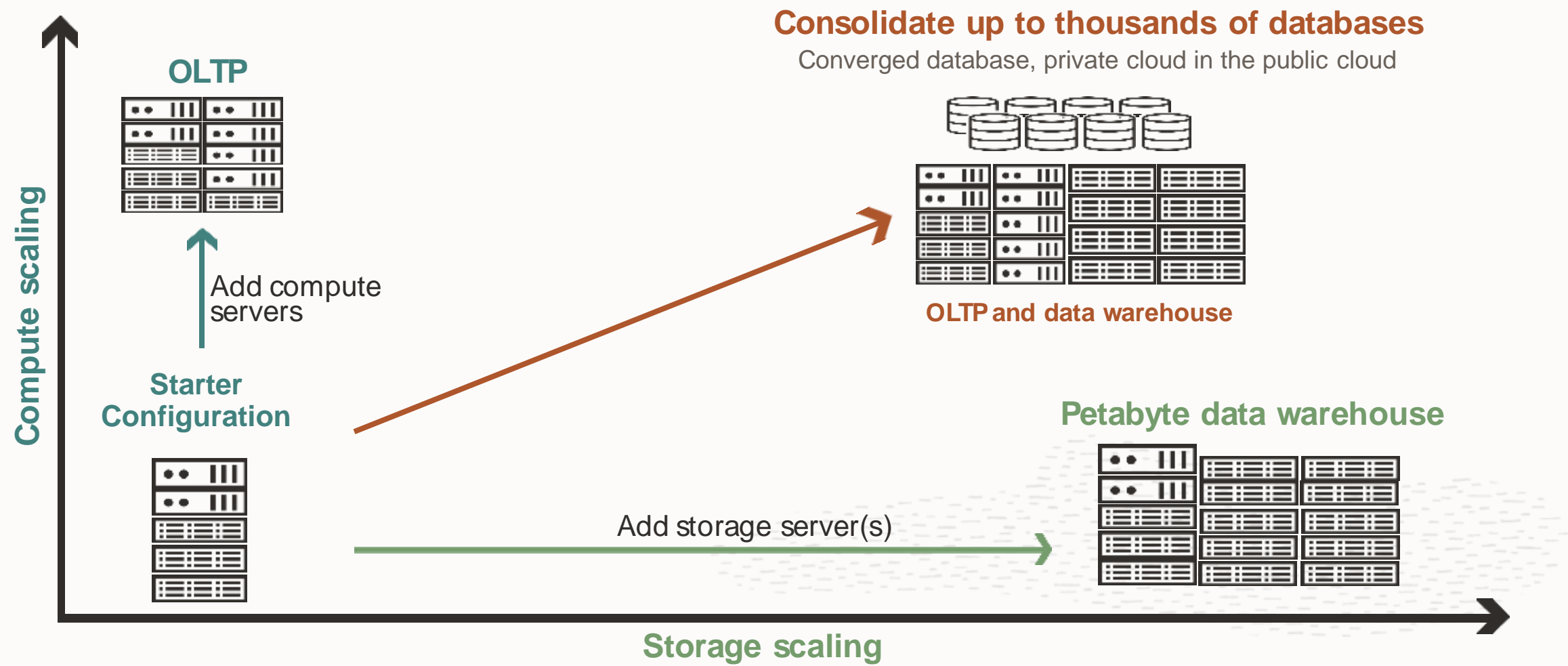
380 Cores – **5,600 GB Memory**
192 TB Usable DB Storage

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

Easily right-size your service by adding compute and storage as needed

Consolidate up to thousands of databases

Converged database, private cloud in the public cloud

OLTP

OLTP and data warehouse

Compute scaling

Add compute servers

Starter Configuration

Add storage server(s)

Petabyte data warehouse

Storage scaling

Online – No downtime scaling
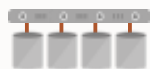
Oracle Exadata Database and Platform Innovations

All Oracle Database Innovations

- Multitenant
- In-Memory DB
- Real Application Clusters
- Active Data Guard
- Partitioning
- Advanced Compression
- Advanced Security, Label Security, DB Vault
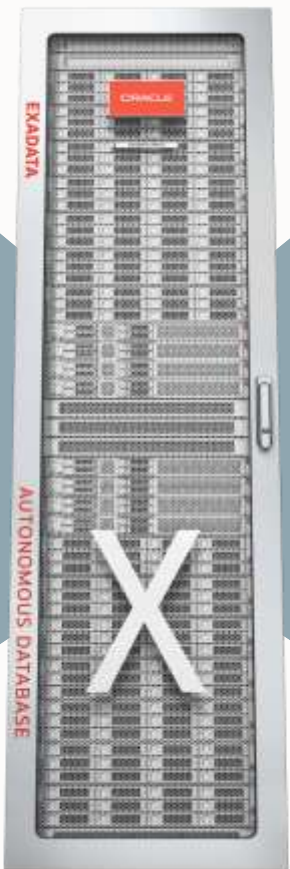- Real Application Testing
- Advanced Analytics, Spatial and Graph
- Management Packs for Oracle Database

All Exadata Innovations

- Offload SQL to Storage
- RoCE Fabric — 100 GB
- PMEM Commit and Data Accelerators
- Smart Flash Cache — PCI Flash
- Storage Indexes
- Columnar Flash Cache
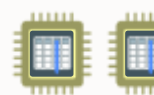- Hybrid Columnar Compression — 10:1
- I/O Resource Management
- Network Resource Management
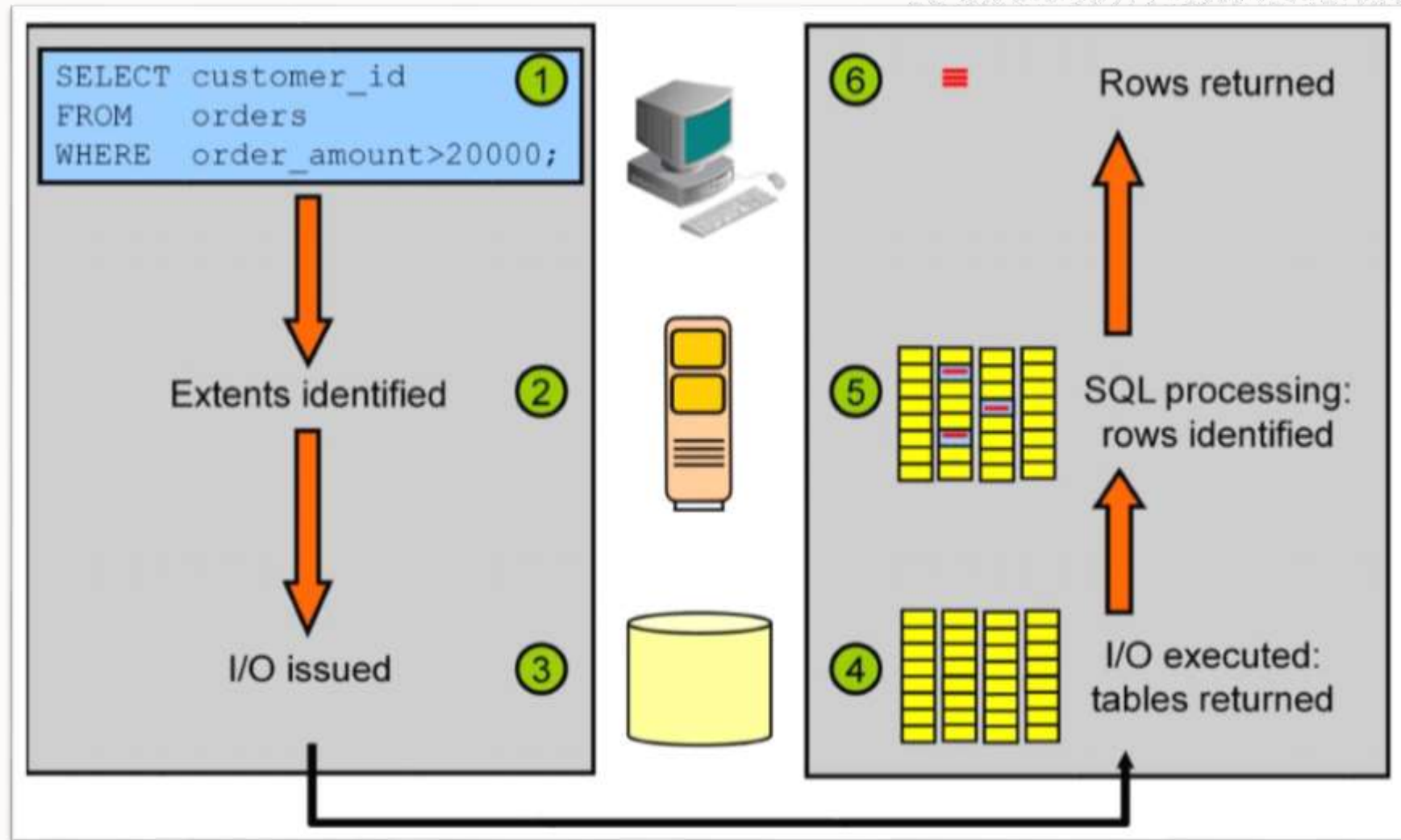- In-Memory Fault Tolerance
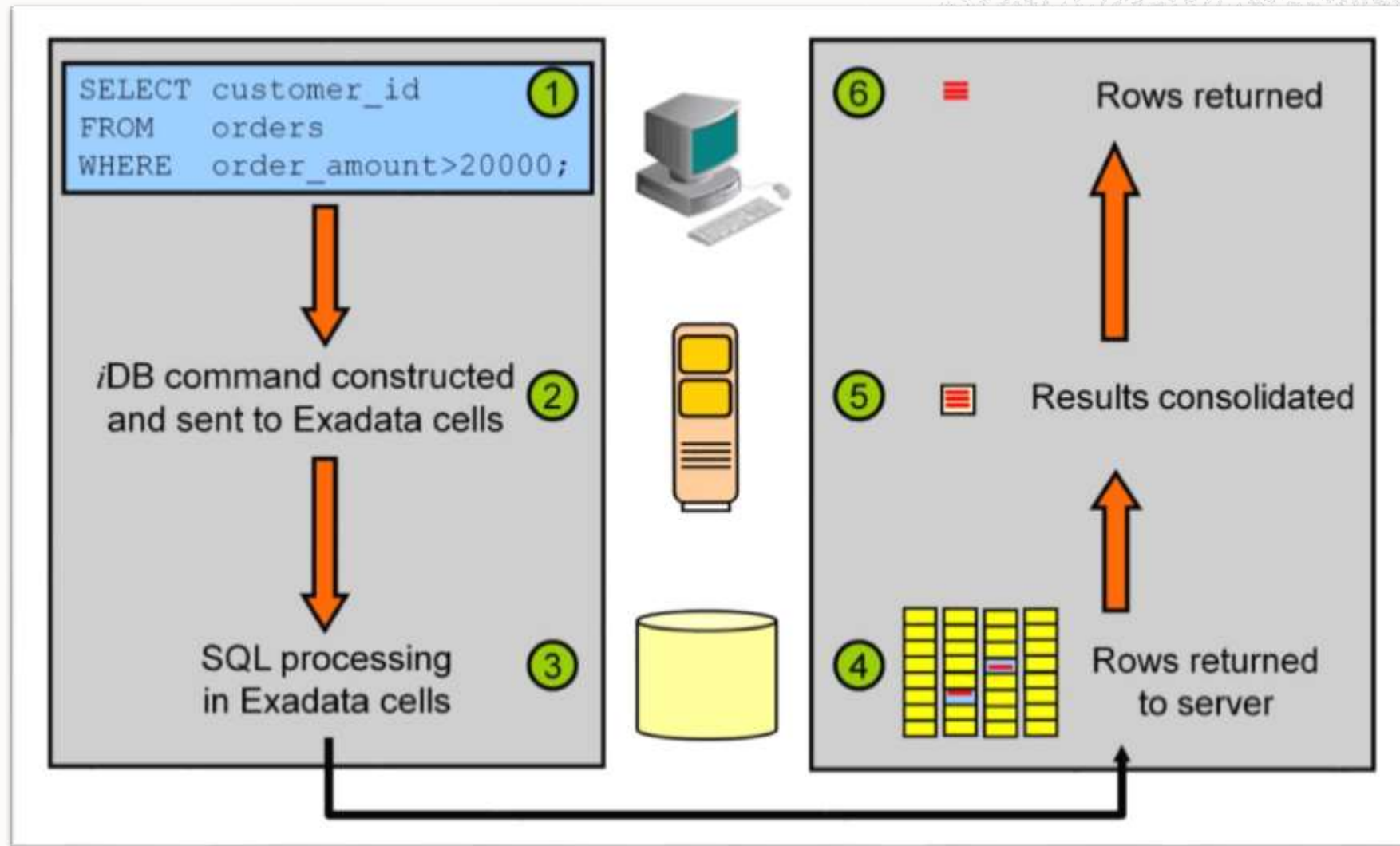- Exafusion Direct-to-Wire Protocol

Oracle Database No Exadata System

Exadata Cloud a Smart Scan Off Load Querying


```
SELECT  customer_id        ①
FROM    orders
WHERE   order_amount>20000;
```

iDB command constructed
and sent to Exadata cells ②

SQL processing
in Exadata cells ③

⑥ Rows returned

⑤ Results consolidated

④ Rows returned
to server

Exadata Cloud Automation on OCI Console

Oracle Cloud Web base UI, REST APIs, SDK, CLI, Terraform

- Scale OCPUs
- Create Database Homes and Databases
- Schedule Infrastructure Maintenance
- Update Operating System, Grid Infrastructure, and Databases
- Backup and recovery
- Enable Data Guard

Exadata Cloud at Customer Licensing

Cost-Effective Software Licensing Models

Subscribe to infrastructure and choose License Included or Bring Your Own License (BYOL)

License Included Pricing

Ideal for organizations with new workloads and dynamic utilization

- Includes Oracle Database Enterprise Edition with all options and management packs at one low price

- Consumption-based pricing for software and vCPUs, includes software support and paid for with Universal Credits

Bring Your Own License Pricing

Ideal for organizations moving existing workloads with consistent usage to the cloud

- Utilize existing on-premises licenses and pay software support for them

- Very-low, compute-only consumption pricing, paid for with Universal Credits

- Includes Transparent Data Encryption, Data Safe, Oracle Machine Learning, and select management packs at no additional cost

Oracle Software Investiment Advisor

Oracle Software Investment Advisory

Eliminate guesswork, make smart decisions
We work with you to optimize the
value of your Oracle investment.

Licensing Solutions

Can you help us understand the licensing
implications of future technology decisions?"

Cloud Sizing

"What do we need to consider when moving
parts of our existing environment to the cloud?"

Investment Economics

"How is our Oracle investment supporting the
long-term goals of the business?"

Deployment Optimization

"How do I find out if my Oracle TCO is optimized
across both on-premise and the cloud?"

License Knowledge Transfer

"Can you help us better understand our license
and subscription terms and conditions?"

Entitlement Intelligence

"How do I find out the current state of our
contractual agreements with Oracle?"

For more informatio contact sia-global_ww@oracle.com   or visit www.oracle.com/goto/sia

Service Request Types: Technical vs Non-Technical

SR Type	Problem	Required Privileges
Technical	• Product related	• Restricted privilege assigned by CUA • Create – View - None
Non-Technical	• Permissions - Login • License - Entitlement	• All users • Create - Update – and View your own

Or send an e-mail to :   infoprice@oracle.com

Oracle PaaS and IaaS Universal Credits Description

Pay as You Go (PAYG)

- No upfront commitment

- Pay only for what you use

- Pay in arrears based on usage

- Built for land and expand

Universal Credits

- Agreed-to monthly spend

- Additional discounts based on size and term of deal

- Elastic payments based on usage
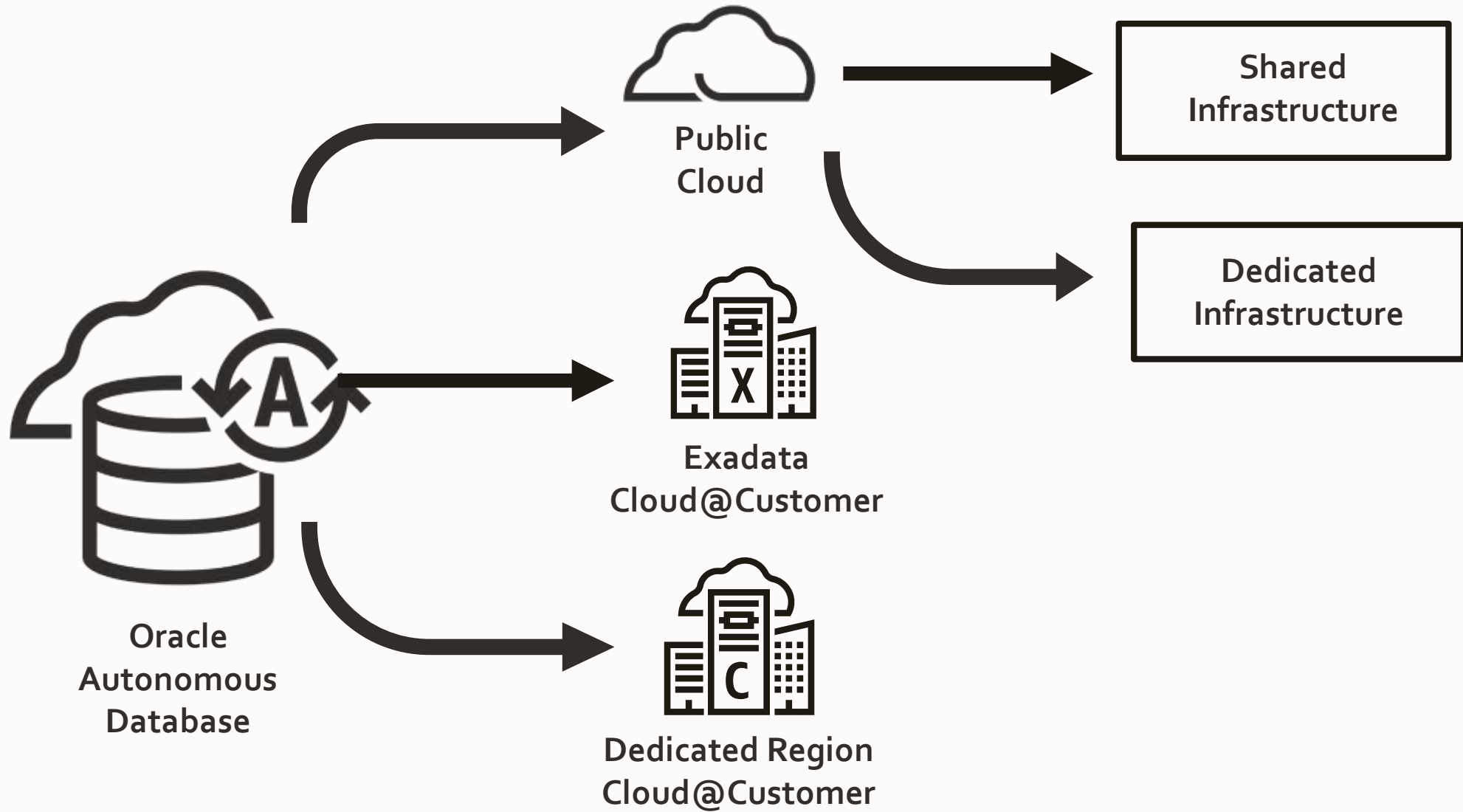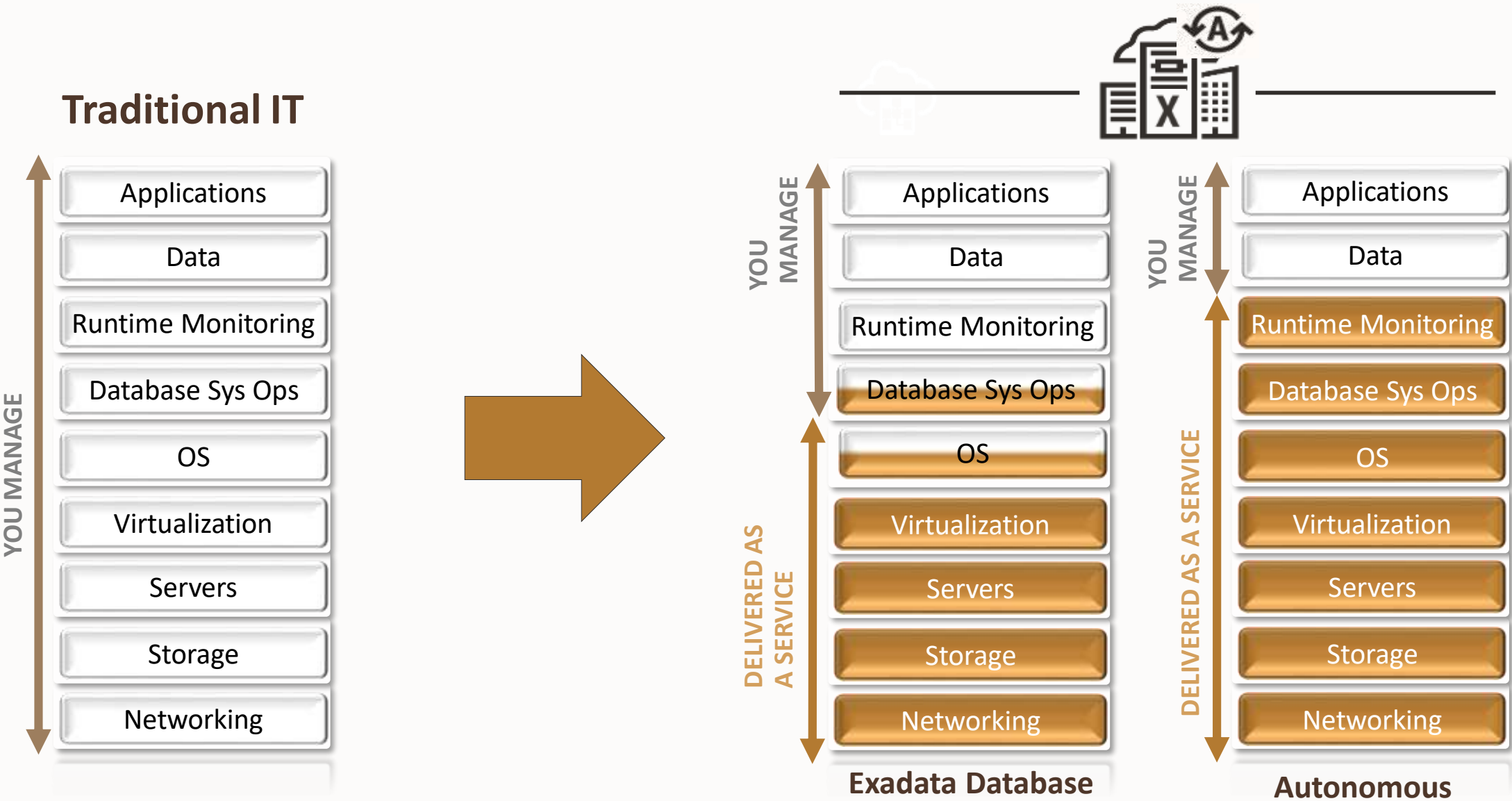
Oracle Autonomous Database ADB

Multiple Deployment Choices

Oracle Autonomous Database

Public Cloud → Shared Infrastructure

Public Cloud → Dedicated Infrastructure

Exadata Cloud@Customer

Dedicated Region Cloud@Customer

Transfer more responsibility to the service while lowering costs

Traditional IT

YOU MANAGE

- Applications
- Data
- Runtime Monitoring
- Database Sys Ops
- OS
- Virtualization
- Servers
- Storage
- Networking

Exadata Database

YOU MANAGE
- Applications
- Data
- Runtime Monitoring

DELIVERED AS A SERVICE
- Database Sys Ops
- OS
- Virtualization
- Servers
- Storage
- Networking

Autonomous

YOU MANAGE
- Applications
- Data

DELIVERED AS A SERVICE
- Runtime Monitoring
- Database Sys Ops
- OS
- Virtualization
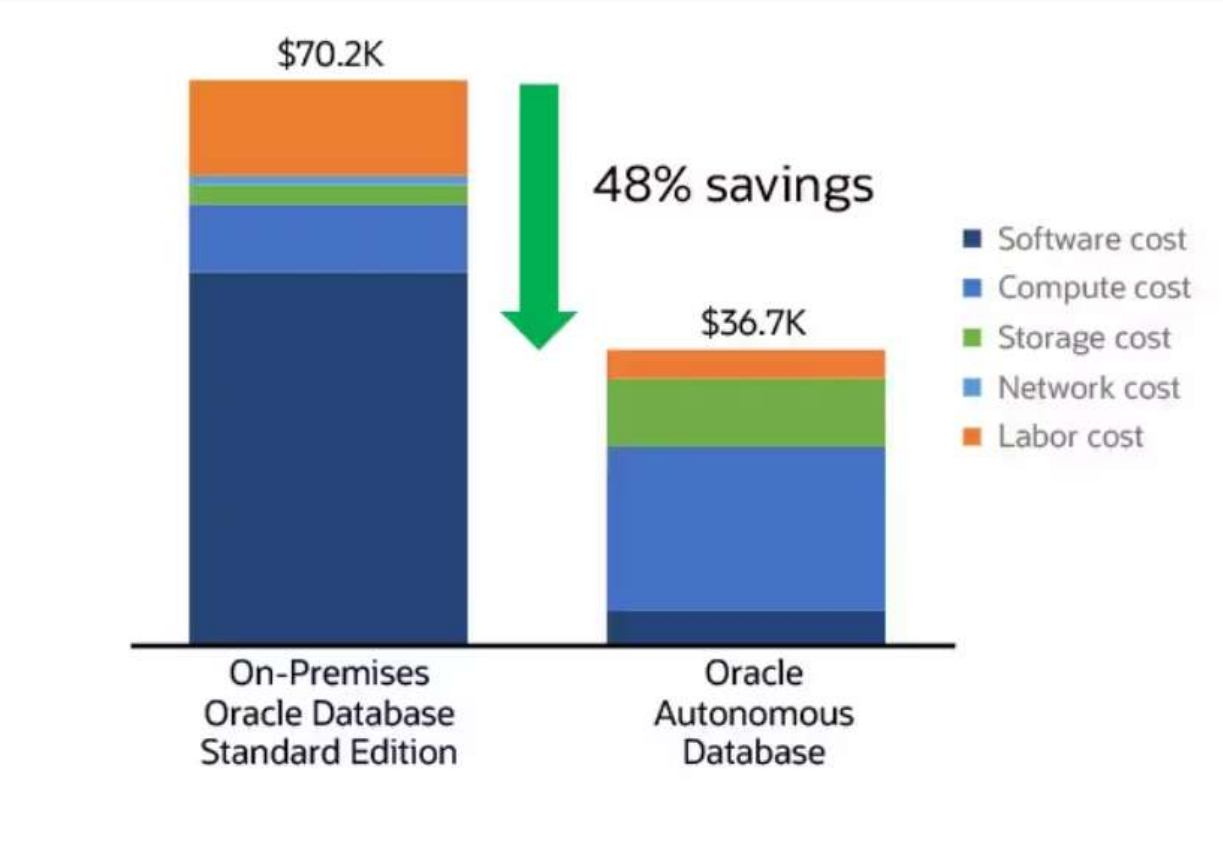- Servers
- Storage
- Networking

Reduce TCO moving to Autonomous ADB Standard Edition

Software cost totals

Oracle Autonomous Database

$ 46,398

On-premises Oracle Database Standard Edition

$ 4,350

Labor cost totals

Oracle Autonomous Database

$ 3,552

On-premises Oracle Database Standard Edition

$ 11,853

$70.2K

48% savings

$36.7K

■ Software cost
■ Compute cost
■ Storage cost
■ Network cost
■ Labor cost

On-Premises Oracle Database Standard Edition

Oracle Autonomous Database

SCAN ME

Exadata Cloud at Customer on OPN

Exadata X10M Introduction on Learning Center

SCAN ME

Oracle Exadata X10M Introduction

Not Started

Your Goal:
Pass Assessment

0 of 2 items completed.

Oracle Exadata X10M Introduction will provide you with Oracle's vision for Exadata and it's unique position in the industry. This uniqueness comes from Exadata being the best platform for running mixed workloads or OLTP, analytics, and consolidation. Exadata offers multiple ways of deployment to meet customers needs and requirements. All the ways Exadata outperforms the competition, as well as previous Exadata generation, will also be covered. Throughout this course you will hear from Juan Loaiza, Executive Vice President of Mission Critical Database at Oracle key messages you can use with your customers.

Learning Path   30 Minutes   ♡

Enroll in this path

Course

Oracle Exadata X10M Introduction

Course

30m

0%

Assessment

Oracle Exadata X10M Introduction 2024 Sales Specialist Assessment

Score 80% or higher to pass.

Not Started

Oracle Cloud@Customer 2024 Sales Specialist

Exadata At Customer on Marketing

Leading organizations in every industry rely on Exadata

10 of the Top 10 Telecoms | **10** of the Top 10 Banks | **9** of the Top 10 Retailers

10 of top **10**	**Banking**	
10 of top **10**	**Telecommunications**	
10 of top **10**	**Food & Drug**	
9 of top **10**	**Automotive**	
9 of top **10**	**Healthcare**	
9 of top **10**	**Retail**	
8 of top **10**	**Technology**	
7 of top **10**	**Energy**	
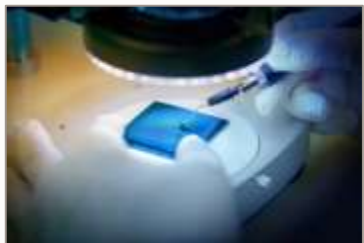
* Ranking based on 2022 Fortune Global 500

Thousands of critical deployments, on-premises and cloud

Superior architecture for ALL workloads

- **Petabyte warehouses**
- **Mission critical systems**
  - Financial trading
  - Process manufacturing
  - E-commerce
- **Packaged applications**
  - SAP, Oracle, Siebel, PSFT, …
- **Database consolidation**

OCI Dedicated Regions

A cloud experience, managed for you, in your data centers

OCI Dedicated Region in your data center
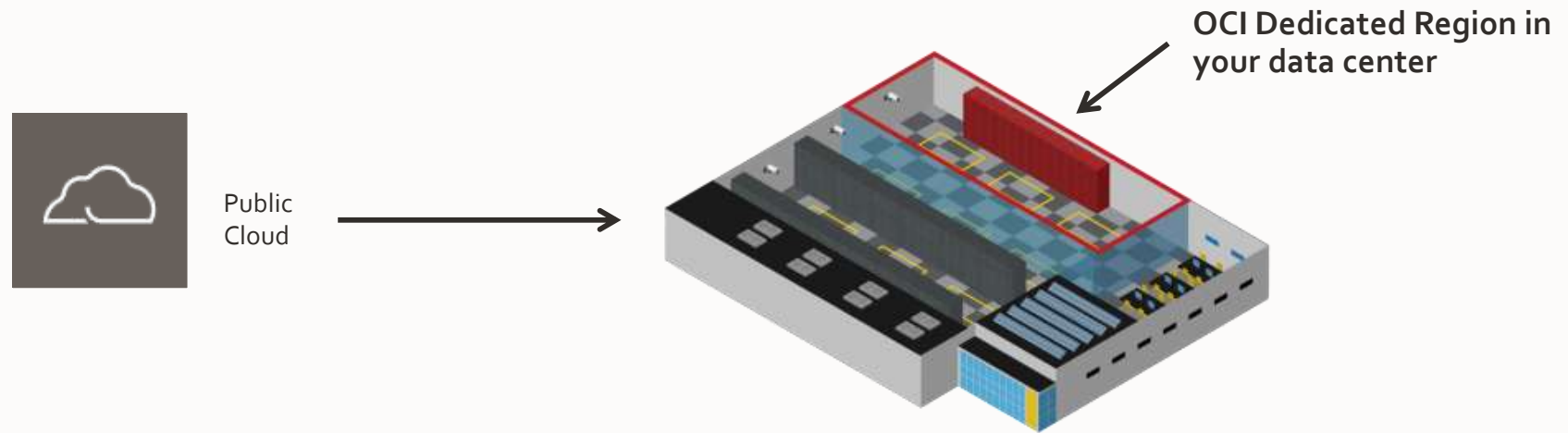
Public Cloud →

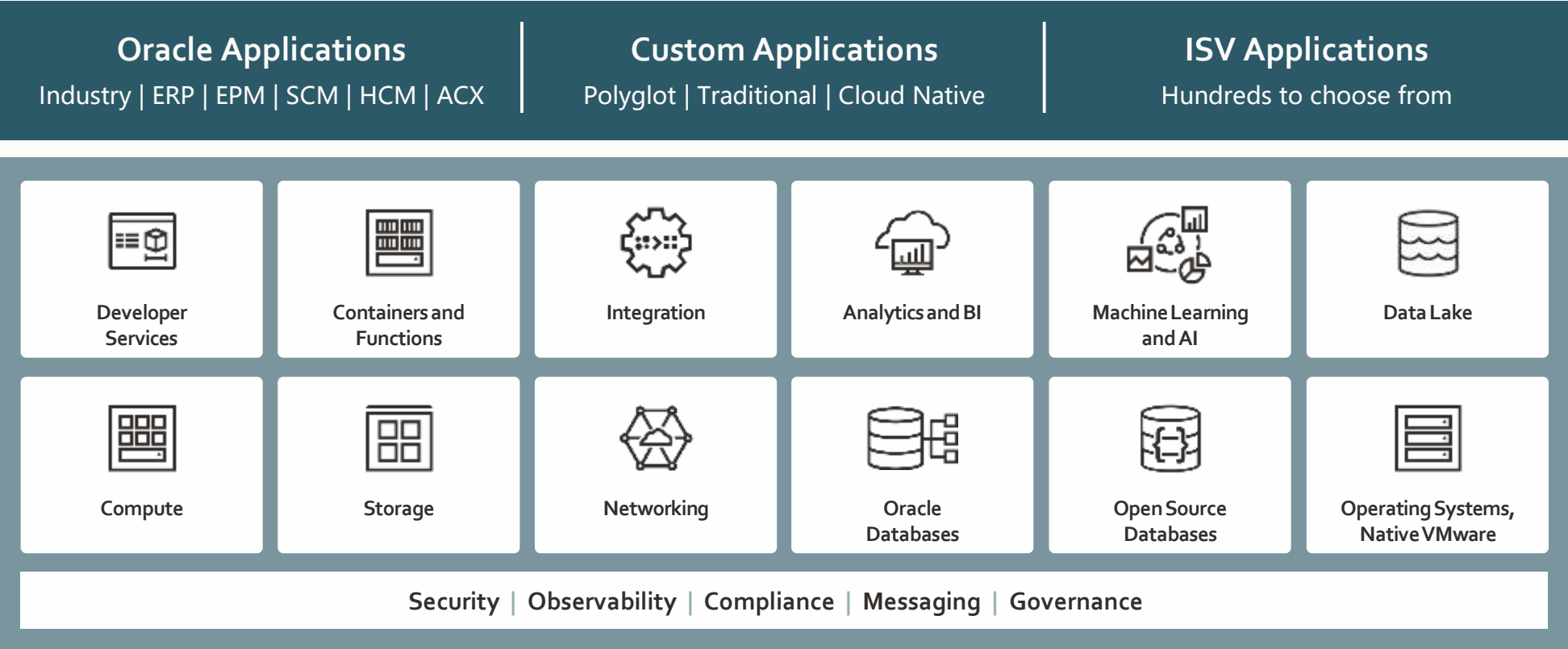## Offering full agility, scalability, and economics of a public cloud

100+ public cloud services

Start small, activate fast, grow on demand

Buy the cloud, rather than build it

100+ public cloud services on-premises

Oracle Applications	Custom Applications	ISV Applications
Industry | ERP | EPM | SCM | HCM | ACX	Polyglot | Traditional | Cloud Native	Hundreds to choose from

Developer Services	Containers and Functions	Integration	Analytics and BI	Machine Learning and AI	Data Lake
Compute	Storage	Networking	Oracle Databases	Open Source Databases	Operating Systems, Native VMware

Security | Observability | Compliance | Messaging | Governance

100+
public cloud services to support your workloads

50+
Oracle Fusion and Industry applications

10,000
OCI developers

3,000
field cloud engineers

Bring Oracle's 100+ public cloud services and applications to your own data center with the same rates and SLAs.

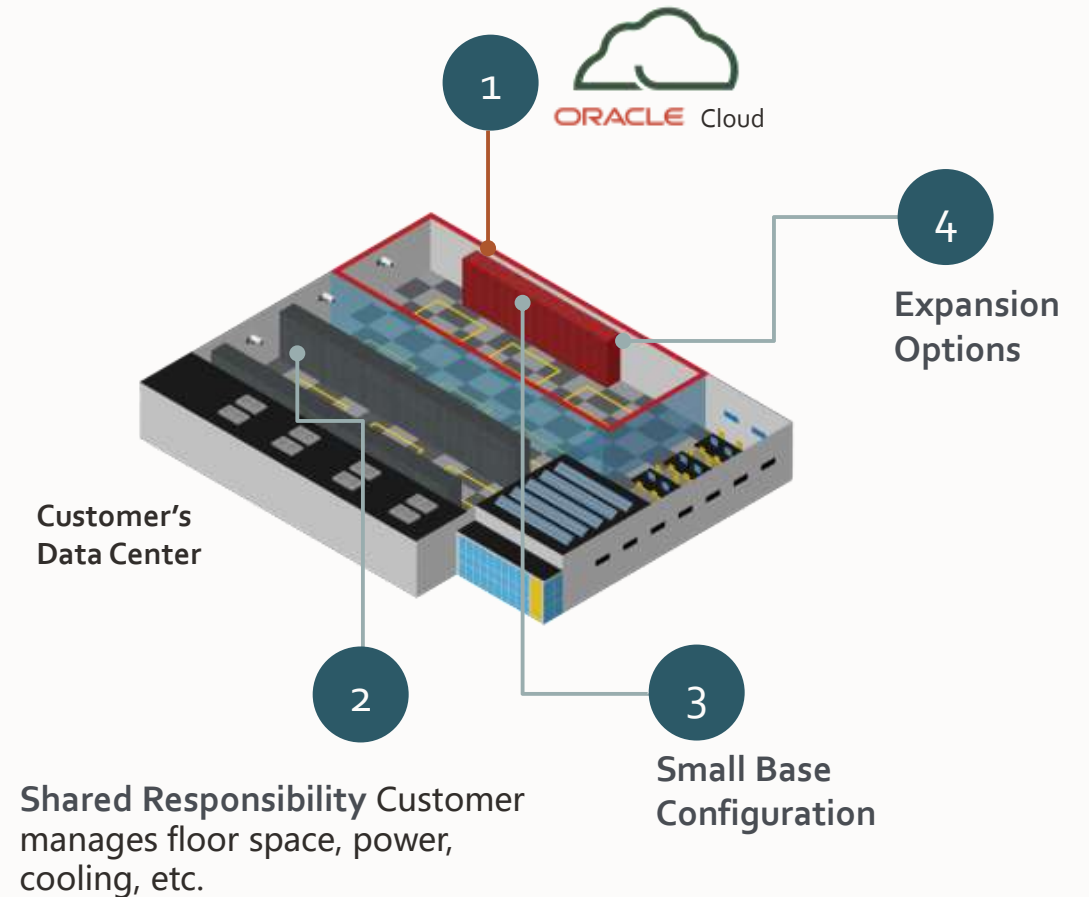# OCI Dedicated Region

1

100+ Public Cloud Services

2

Shared Responsibility

3

Small Base Configuration

4

Multiple Expansion Options

ORACLE Cloud

1

4

Expansion Options

Customer's Data Center

2

3

Small Base Configuration

Shared Responsibility Customer manages floor space, power, cooling, etc.
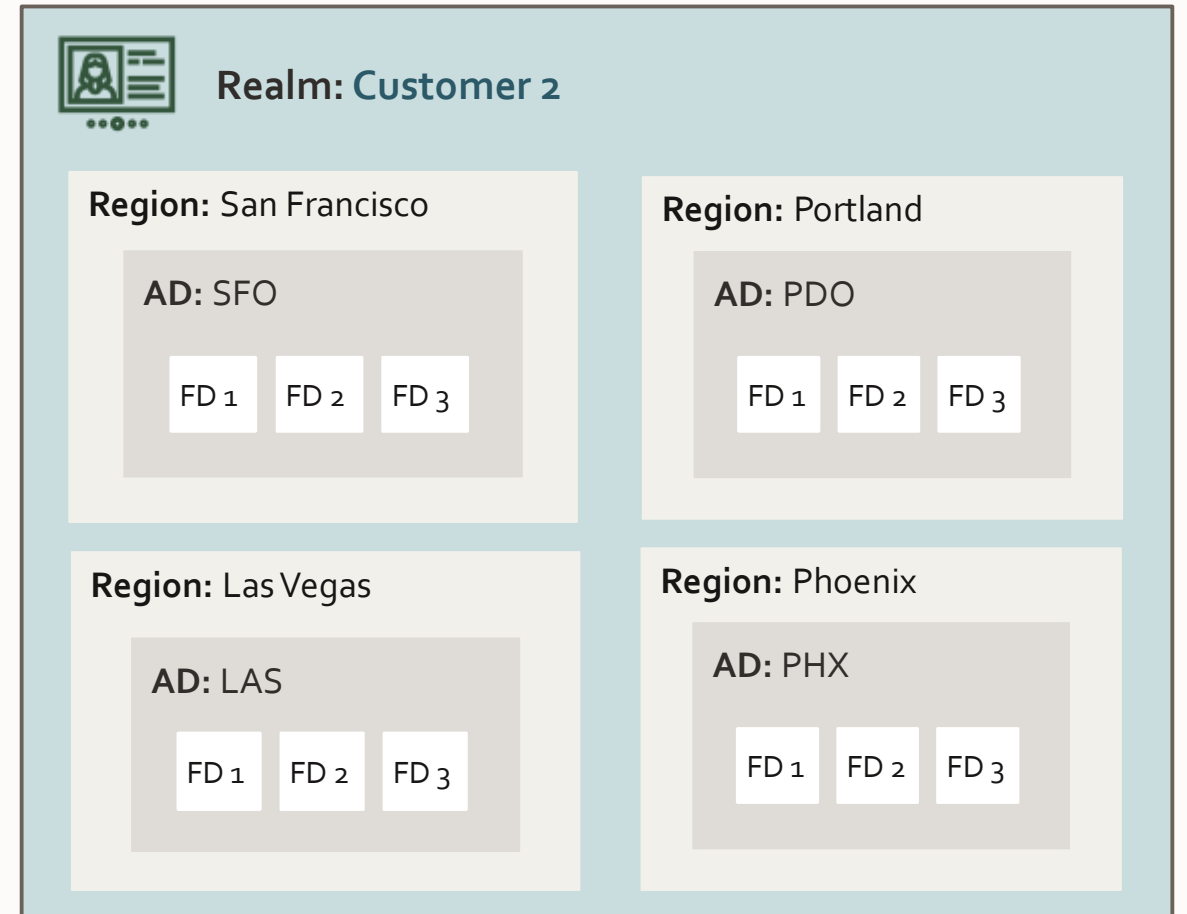
OCI Dedicated Region terminology

Realm, region, availability domains, and fault domains

Realm: Customer 1

Region: San Francisco

Availability Domain (AD):
Datacenter SFO

| Fault Domain 1 (FD1) | Fault Domain 2 (FD2) | Fault Domain 3 (FD3) |

Realm: Customer 2

Region: San Francisco

AD: SFO

FD 1 | FD 2 | FD 3

Region: Portland

AD: PDO

FD 1 | FD 2 | FD 3

Region: Las Vegas

AD: LAS

FD 1 | FD 2 | FD 3

Region: Phoenix

AD: PHX

FD 1 | FD 2 | FD 3

Key Features

Compute
Containers   VM

Serverless Functions

Storage
Object

Block   File
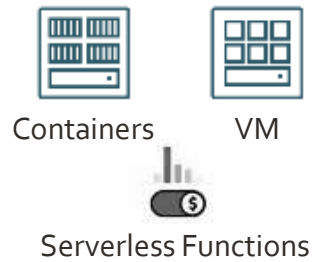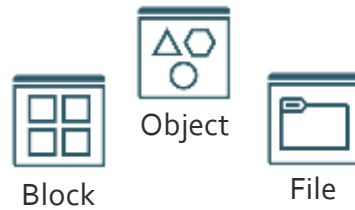
Networking
SDN

Security

High Availability

Disaster recovery
Region 1   Region 2

## Capacity Management
OCI Control Center

OCI Dedicated Regions provide high availability and disaster recovery

Why Disaster Recovery (DR)?

- Protects applications and data from region failure

- DR provides resiliency across regions, whereas HA technologies provide resiliency within a region

- DR requires Dedicated Regions to be in different geographical areas to protect against natural disasters impacting the entire region

Deployment Method

- For a Dedicated Region, DR is achieved by replicating the entire application stack, including storage (Block, File, Object), and database between a primary Dedicated Region and a DR site

- To implement a robust DR strategy, customers **must deploy at least two Dedicated Regions**

Dedicated Region 1   →   **Dedicated Region 2**
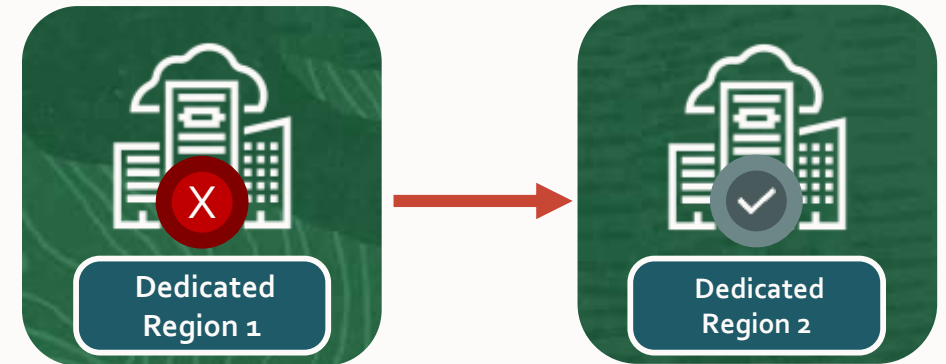
Customers can use the following features to implement DR:

- **VCN (Virtual Cloud Network)** remote peering between primary and DR sites to enable communication

- **Custom scripts, CI/CD** pipelines to synchronize workloads (binaries, configurations, etc.)

- **Auto-scaling** to scale compute resources at DR site on demand

- **Data Guard** or **Golden Gate** for database replication.

- **Block-volume replication** to replicate block storage volume or volume groups.

- **Object storage** cross-region replication to replicate object storage.

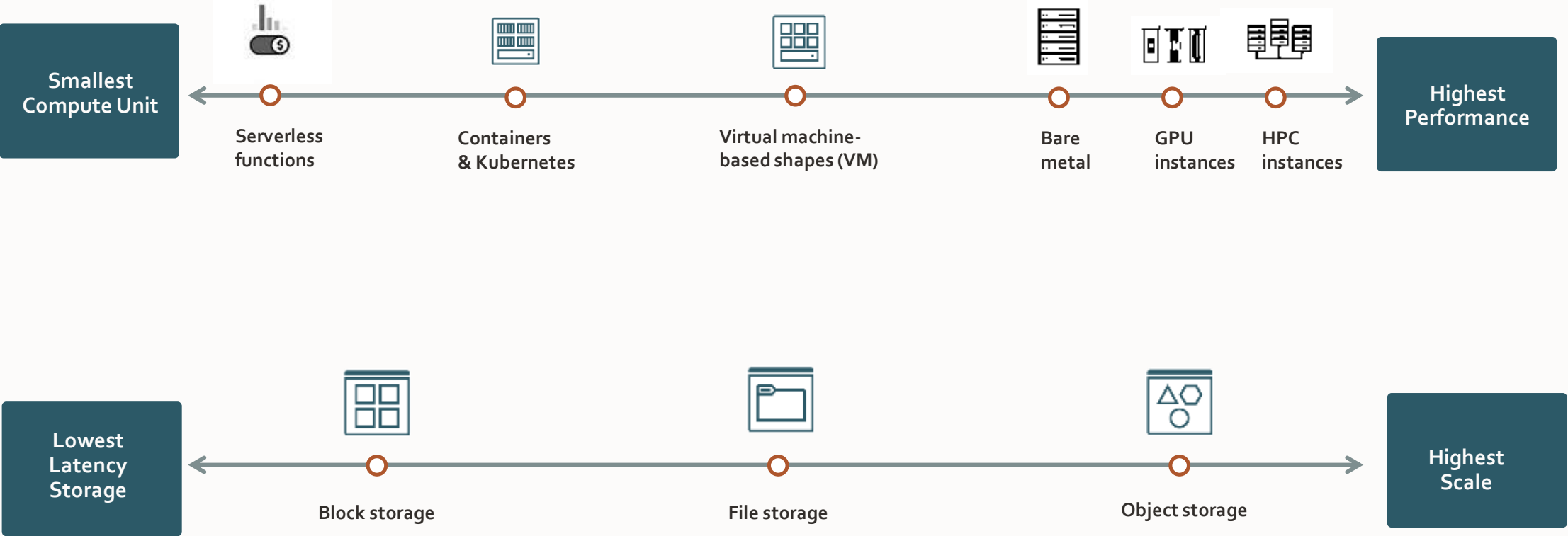- **File storage replication** to replicate file storage.

Security
Defense-in-Depth approach with layered security controls

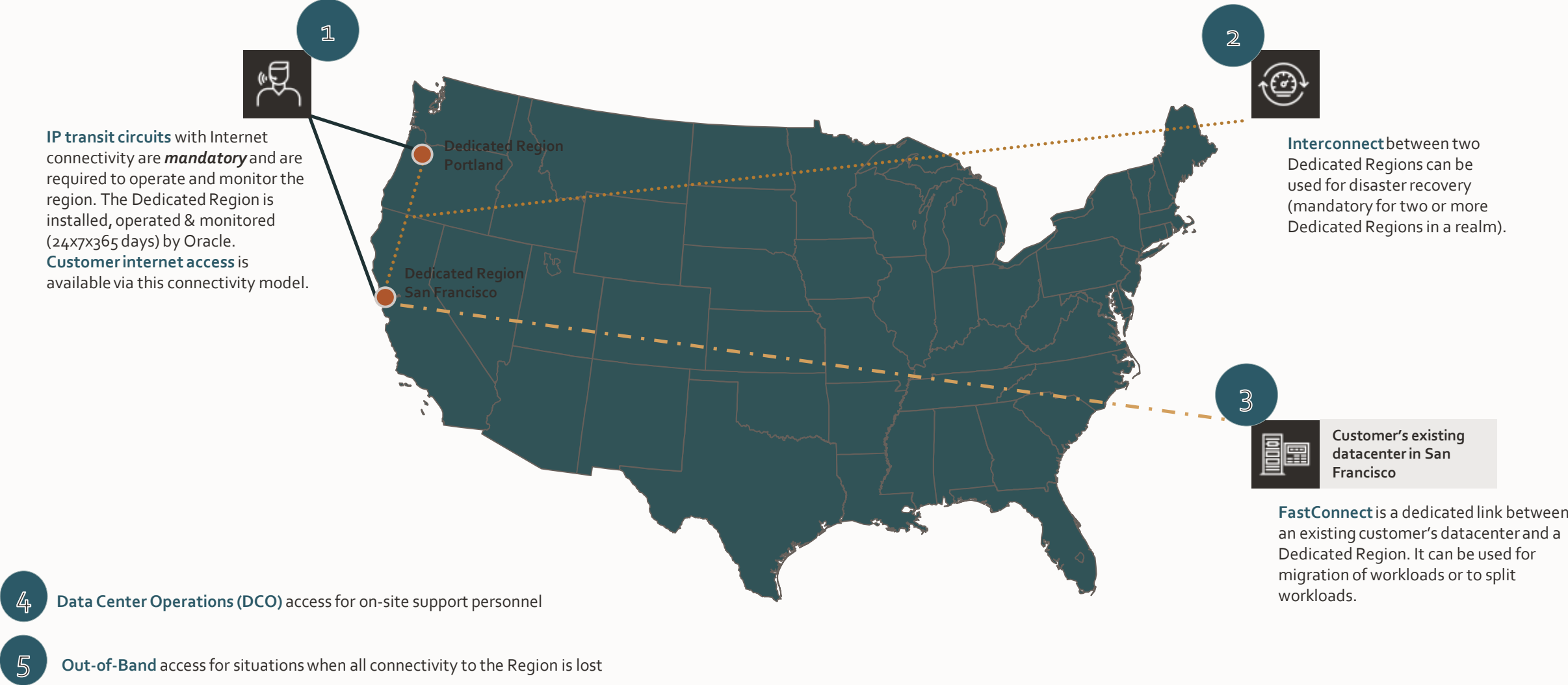| Layer	Description
Observability	Security automation, audit logs, monitoring, and reporting, SIEM monitoring 24x7x365
Data Security, at rest and in motion	AES 256-bit & AES 128 TDE encryption; TLS 1.2, FIPS 140-2 Level 3 certified hardware for key storage
Application Security	Web Application Firewall (WAF), IAM policies, vault service, Cloud Guard, etc. to protect cloud resources
Infrastructure Security (ex. network, compute, storage security, & tenant isolation)	Isolate management network from customer network, tenants and compartments
Data Center Physical Security	Restricted access with multiple levels of authorization, clean hardware and firmware

Full range of compute and storage options

Smallest Compute Unit ← ○ Serverless functions — ○ Containers & Kubernetes — ○ Virtual machine-based shapes (VM) — ○ Bare metal — ○ GPU instances — ○ HPC instances → **Highest Performance**

Lowest Latency Storage ← ○ Block storage — ○ File storage — ○ Object storage → **Highest Scale**

Dedicated Region network connectivity

1 — **IP transit circuits** with Internet connectivity are *mandatory* and are required to operate and monitor the region. The Dedicated Region is installed, operated & monitored (24x7x365 days) by Oracle.
Customer internet access is available via this connectivity model.

Dedicated Region Portland

Dedicated Region San Francisco

2 — **Interconnect** between two Dedicated Regions can be used for disaster recovery (mandatory for two or more Dedicated Regions in a realm).

3

Customer's existing datacenter in San Francisco

FastConnect is a dedicated link between an existing customer's datacenter and a Dedicated Region. It can be used for migration of workloads or to split workloads.

4 — **Data Center Operations (DCO)** access for on-site support personnel

5 — **Out-of-Band** access for situations when all connectivity to the Region is lost

OCI control center
Console for simplified capacity management

OCI Console Extension

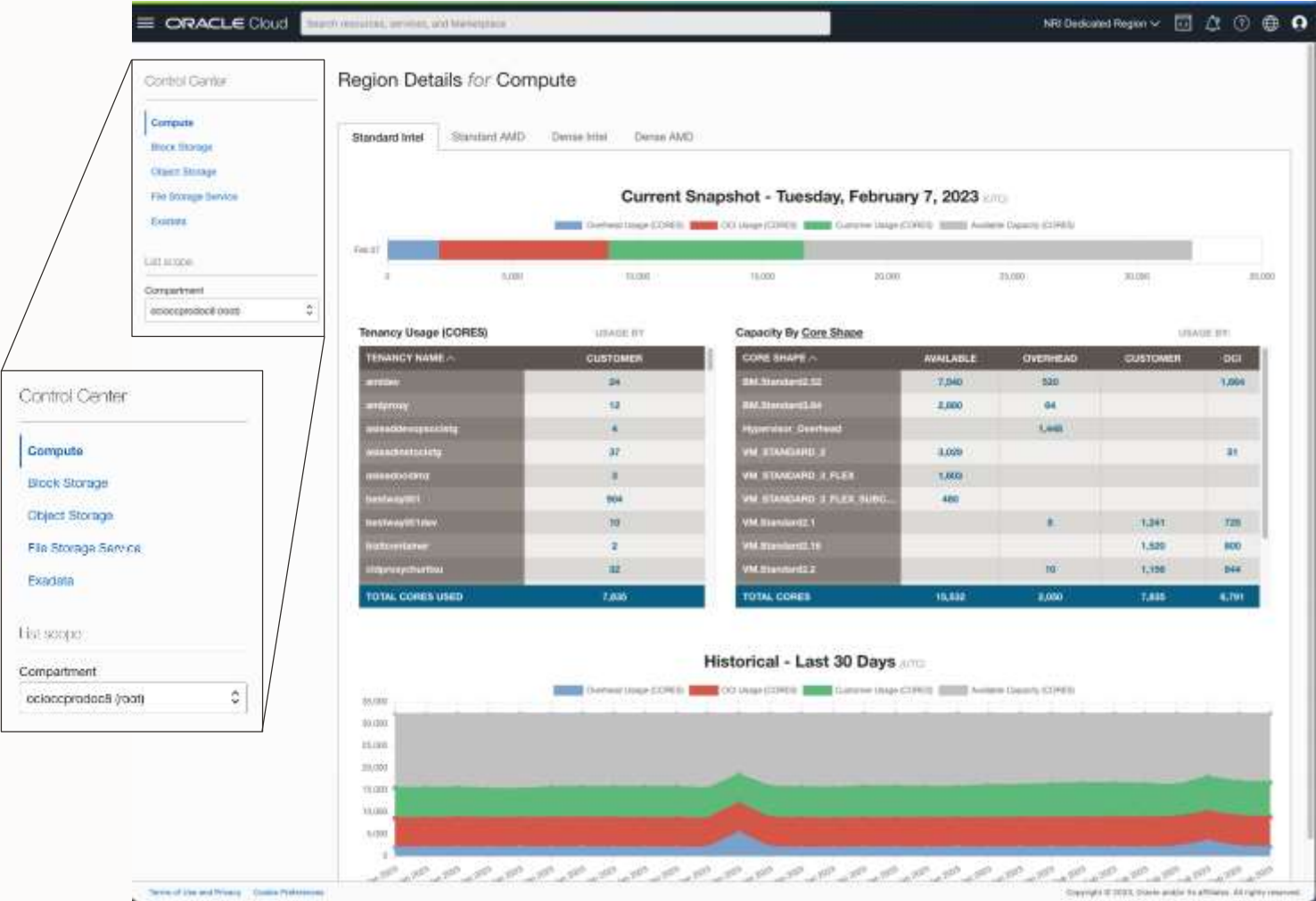The new OCI Console extension is available to all Dedicated Region customers

View Resource Consumption

Customers can view regional consumption of resources relative to their physical Dedicated Region environment(s)

- **Compute**
- **Storage**
- **Exadata**

Access To Consumption Data

Consumption data is downloadable and available via APIs for automation

Oracle manages Dedicated Region customer support

Same support as public cloud at no added cost

15-minute response time for critical issues

24 x 7 help with technical service requests

24 x 7 access to a Customer Support Portal

24 x 7 live phone support

Assistance during change management

OCI Global Support

OCI Support
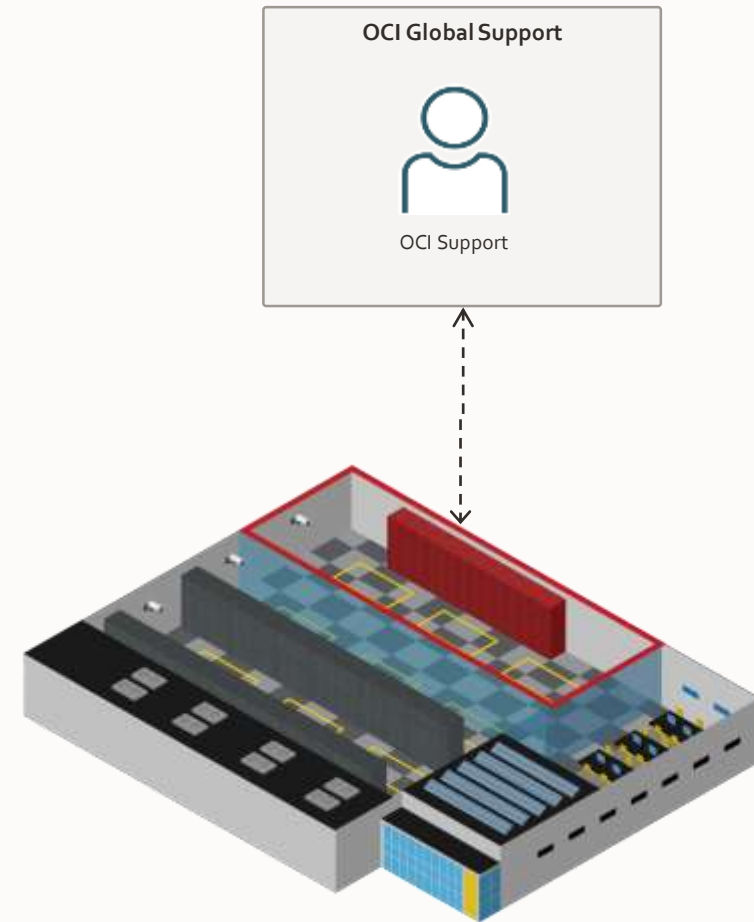
Oracle SaaS applications on Dedicated Region

Customer-requested Oracle SaaS applications run on Dedicated Regions		
Fusion Applications	**Non-Fusion Applications**	**Industry Applications**
Fusion HCM	Enterprise Performance Mgmt	Fin Services (AFCS/PBMCS)
Fusion ERP	Warehouse Management	
Fusion SCM	Transportation Management	
Fusion CRM	IoT Intelligent Apps	
Fusion Hybrids (ODA, ODCS, etc)	Field Service	
Fusion Analytics		
• Complete Fusion suite qualification targeted in FY24	• Additional non-Fusion Applications qualified based on customer demand	• Industry Applications qualified based on customer demand

Services available now

Services currently being qualified

Dedicated Region key use cases

| **Data Residency**	**Low Latency Applications**	**Modernization of Infrastructure & Apps**

Choose the physical location of your Dedicated Region to enable all data to be stored on-premises to meet your regulatory and compliance requirements.
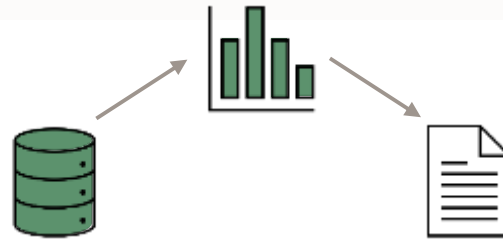
Maintain single-digit millisecond latency between applications and databases with no requirement to connect to public cloud.

Legacy Apps

Modern Apps
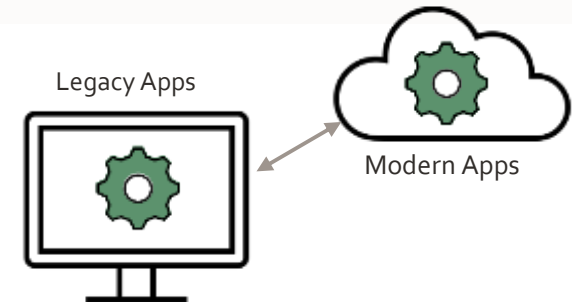
Capitalize on existing investments by seamlessly migrating legacy workloads to an on-premises cloud. Modernize apps with Dedicated Region's 100+ cloud services.

Agility, scalability, and economics of public cloud in your data center

Full OCI services

- Includes IaaS, PaaS, and SaaS
- Run all workloads from day 1

Start small, activate fast

- Scales on-demand
- Future-proof for expansion as workloads grow

Buy cloud services (don't build them!)

- Single vendor accountability
- Managed by OCI 24x7x365

100% OpEx. Pay only for services consumed.

Oracle Customer Success

Consolidated Oracle Databases on OCI using a Multicloud Architecture

"Our proposal is to take the customer's experience to a new level with more efficiency and agility, and always with the highest levels of security. We are the first carrier to promote a change with this dimension, also anticipating initiatives related to governance and sustainability, within a larger project related to an ESG agenda across all of TIM's operation."

Pietro Labriola
CEO, TIM Brasil

Products used:
Oracle Exadata Database Service   Oracle Database Service
OCI Compute and Storage   Oracle Cloud VMware Solution
OCI – Azure Interconnect

Business challenge:
TIM Brasil needed to modernize their infrastructure in order to improve customer experiences while taking efficiency, agility, and security to the next level. They wanted to simplify management, reduce energy use, and cut carbon emissions.

Results:
The Brazilian telecommunications provider is moving critical workloads to a multicloud environment with databases running on Oracle Exadata Database Service and Oracle Database service, VMware in OCI, and other workloads and VDI environments on Azure.

- Run customer billing, Siebel, and Oracle SaaS apps in Oracle Cloud
- Migrate 1,200 databases, 15 petabytes of storage, 7,000 servers
- Run up to 4,000 VMware servers on OCI
- Use a 40 Gbps link to Azure with < 2 mS latency for distributed apps
- Federated identity services with Azure to reduce management

Read [story](#)

TIM Brasil's logo courtesy of TIM Brasil, https://www.tim.com.br/

Amaggi boosts uptime by migrating key workloads to Oracle Cloud Infrastructure

"Moving from our data center onto Oracle Cloud Infrastructure has reduced costs, eliminated hardware refresh bottlenecks, and has given our producer and logistics ecosystem a tremendous boost in availability."

Wagner Biasi,
CSC and IT Manager, Amaggi

Product used:
Oracle Exadata Database Service
Exadata Cloud@Customer
Oracle Cloud Infrastructure
OCI FastConnect

Business challenge:
Amaggi is a Brazilian agribusiness company active in large-scale soybean, corn, and cotton production with emphasis on sustainable development. In 2022, with data center equipment and maintenance at end of life, the company decided to migrate to a more robust structure that would guarantee data security and high availability of its IT infrastructure.

Results:
Migrated their entire production environment to OCI with Exadata Database Service and use Exadata Cloud@Customer for disaster recovery resulting in:

- 99.999% database uptime
- 20% overall cost saving by not refreshing their data center
- 8x faster monthly closes
- 3x faster database provisioning supports complex app demands
- Runs in-house applications as well as Amaggi's SAP ERP system
- Helps comply with fiscal complexity and controls
- Implemented their migration in less then 6 months assisted by Oracle Consulting and Oracle partner, Lanlink

Read Amaggi's story

Fibabanka

Fibabanka improves time to market and customer satisfaction with Oracle Cloud

"Continuously patching our multiple databases and related environments had become a nightmare for me and my technical staff. We were working long hours and over weekends. With Oracle Exadata Cloud@Customer, all that is now handled by OCI. Work-life balance has been re-established and my team and I are much happier."

Çağatay Avşar

System Infrastructure Director, Fibabanka

Products used:
Oracle Exadata Cloud@Customer
Oracle Cloud Infrastructure

Business challenge:
Fibabanka is one of the fastest-growing banks in Turkey, offering a portfolio of custom applications. The company strives on innovation and had built a complex on-premises infrastructure that spanned multiple databases and host environments.

Results:
Fibabanka consolidation databases on Oracle Exadata Cloud@Customer achieving the agility, performance and availability while meeting data residency requirements.

- 40% reduction in IT infrastructure and database license costs
- 50% time savings for their IT staff enabling them to focus on more strategic business initiatives
- Addressed the country's Banking Regulation and Supervision Agency (BRSA) restrictions on data storage and transfer
- Adopting a managed service alleviated ongoing concerns related to IT staff skill gaps
- Consolidated environment enables sharing of pooled resources which improved the use of licensing costs, reduced energy costs, and avoided further sprawl.

Read the story

Resources

Oracle Support Rewards program

Cloud >

Cloud Support Rewards

With Oracle Support Rewards, the more you use Infrastructure (OCI), the more you save. Custome $0.25 to $0.33 in rewards for every $1 spent on C rewards can be used to pay down your tech soft support bill, even down to zero.[1]

Migrate a few new workloads

Let's say you start with a $1M annual Oracle technology support bill and spend $2M on OCI for two new workloads. In this scenario, you'll earn $500K in Oracle Support Rewards, reducing your annual bill by half.

Migrate more workloads

What if you identify four new workloads to run on OCI? No problem. With a $1M Oracle technology support bill, plus $2M in additional OCI spending (for $4M total), you'll earn a total of $1M in Oracle Support Rewards, cutting your bill to $0.

Oracle Support Rewards Start Guide

SCAN ME

- Accrue rewards for every dollar spent on OCI

    - Reduce your technology support bill

    - Combine with other support programs

- For every dollar spent on OCI, you can accrue $0.25 in Oracle Support Rewards

Oracle Cloud Cost Estimator

- **Exadata Cloud at Customer**

https://docs.oracle.com/en/engineered-systems/exadata-cloud-at-customer/

- **Exadata Services on Azure**

https://docs.oracle.com/en/solutions/deploy-exadata-on-oracle-db-azure/index.html

- **Software Investiment Advisor**

https://www.oracle.com/corporate/software-investment-advisory

- **Oracle Licenses e-mail**

infoprice@oracle.com

- **Oracle Rewords Program**

https://www.oracle.com/br/cloud/rewards

- **Oracle Cost Estimator documentation**

https://docs.oracle.com/en-us/iaas/Content/GSG/Tasks/signingup_topic-Estimating_Costs.htm

- **OCI License Manager Annoucing Blog**

https://blogs.oracle.com/cloud-infrastructure/post/announcing-license-manager-for-oracle-cloud-infrastructure

- **Oracle Partner Network**

  https://www.oracle.com/partnernetwork/program

- **Oracle free certification program**

  https://education.oracle.com/oracle-oci-certification

- **Introducing Exadata X10M**

  https://learn.oracle.com/ols/learning-path/oracle-compute-cloudcustomer-2024-sales-specialist/89350/128629

- **Oracle Cloud at Customer sales Specialist 2023**

  https://learn.oracle.com/ols/learning-path/oracle-exadata-x10m-introduction/89350/128363

- **Oracle Cloud at Customer Site**

  https://www.oracle.com/br/cloud/cloud-at-customer

  - **Exadata X10M Cloud at Customer Datasheet**

    https://www.oracle.com/a/ocom/docs/engineered-systems/exadata/exadb-cc-x10m-ds.pdf

Thank you

Marcel Lamarca

marcel.lamarca@oracle.com