

ORACLE

# Estate Modernization

Any application, technology stack, and location—however you choose

---

**Marcel Lamarca**

Exadata Cloud Specialist

Oracle, Alliances and Channels - LAD

March, 2023



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



## MARCEL LAMARCA

Exadata Cloud Specialist

Upgrade, Utilities, Patching, Performance & Migrations

 [marcel-lamarca](#)

 marcel.lamarca@oracle.com

### About My Career

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

### Certifications

#### Oracle Cloud Specialist (OCS)

- Exadata Database Machine X9M Certified Specialist
- OCI Foundation 2020 / 2023
- Oracle Autonomous Database Administrator Professional 2019 / 2023
- Oracle Cloud Database Migration and Integration 2021
- OCI Cloud Certified Architect Associate 2022
- OCI Cloud Certified Architect Professional 2022
- OCI Multi-Cloud Architect Professional 2023
- Oracle Database Services Certified Professional 2023

#### Oracle Certified Professional (OCP)

- Oracle Database certified professional 10g, 11g, 12c and 19c.
- Mysql 8.0 Database Administrator Certified Professional

#### Oracle Certified Specialist (OCE)

- Grid/RAC Database Administrator 11g
- Oracle Golden Gate 12c Certified Implementation Specialist



# 95%

of global executives agree new data architectures and strategies are required to manage the dramatic changes to their organizations' data landscapes.

[Accenture Technology Vision 2023](#)

# 50%

of in-house applications are still on-premises.  
– Gartner<sup>1</sup>

# 86%

of respondents report that more than half of their applications are being modernized.  
– IDC

# \$873B

of potential yearly IT savings, operational savings, and digital risk reduction in 2030 by Global Fortune 2000 companies.  
– [McKinsey](#)

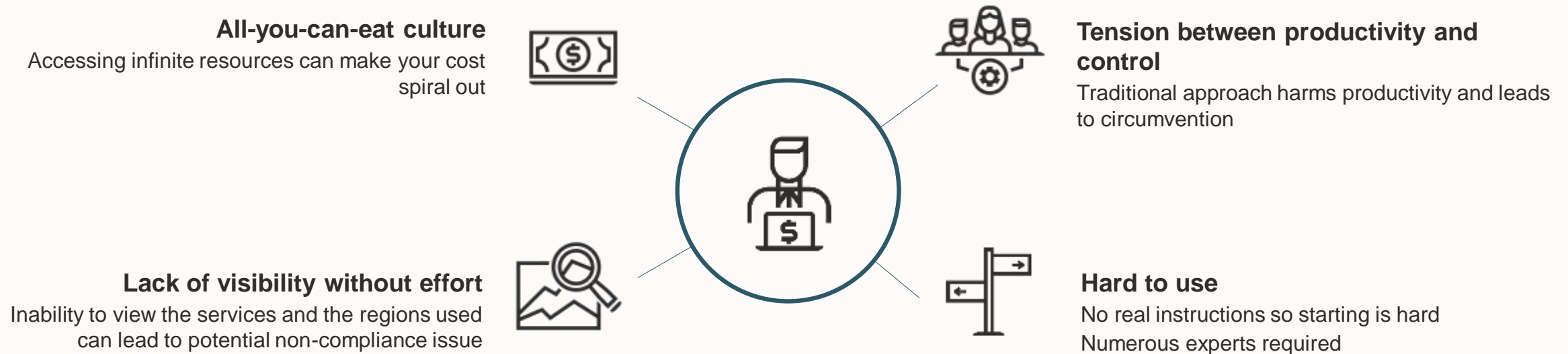
<sup>1</sup> Rationalizing Applications and Infrastructure for Cloud Delivery, Gartner, Sept 2022

<sup>2</sup> PaaSView and the Developer Survey, IDC, May 2021



# Fundamental Challenges with Cloud Governance today

**Mission-critical applications face governance issues that prevent them from moving to the cloud**



**Oracle believes there is a better way**

# A few of the modernization goals we're hearing about from customers

## Lower costs



Simplify and automate IT to free up personnel and budget

## Faster time to value



Create dynamic engagements with customers and employees

## Activate and monetize data



Develop new value streams using enterprise data

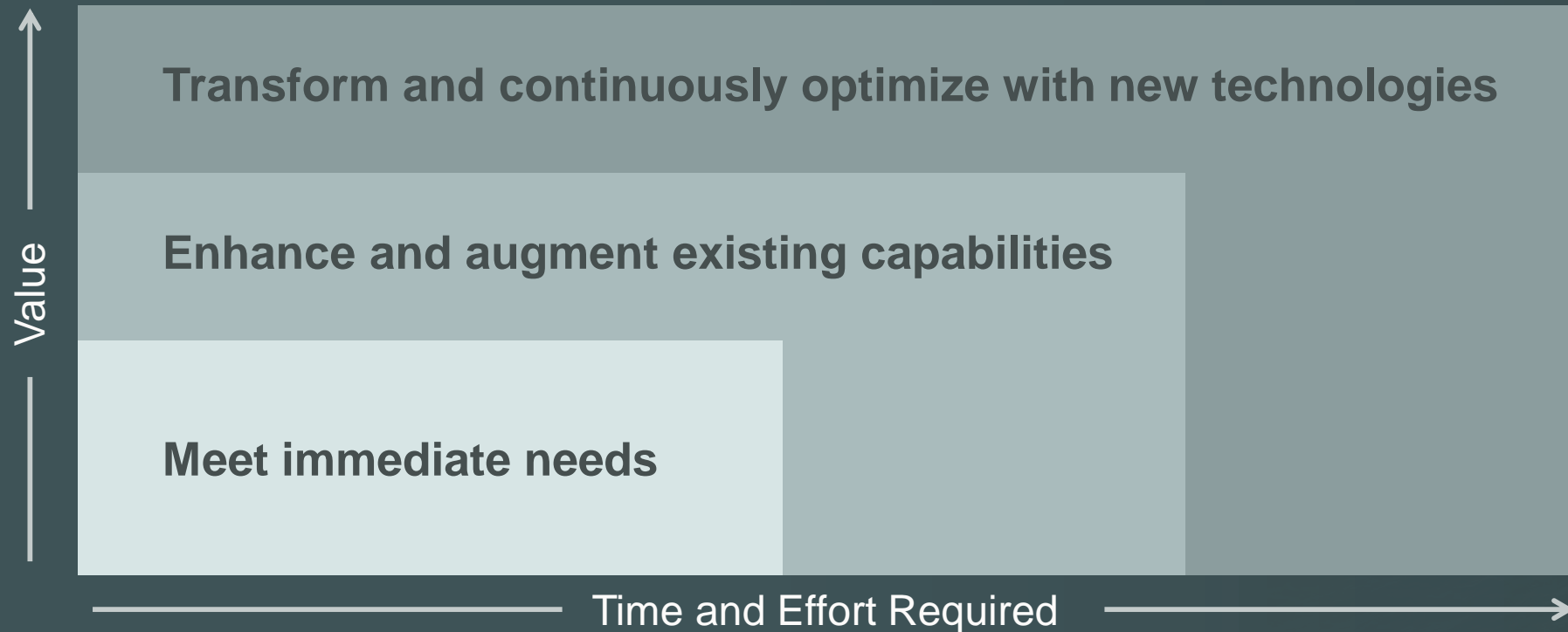
## Reduce cybersecurity risks



Enhance enterprise security posture by updating obsolete resource-based cybersecurity

# IT modernization is a continuous process

Balancing available resources, immediate business goals and longer-term vision



Most organizations are engaged in multiple types of modernization at the same time

# Oracle makes modernizing easier than you think

Broad choices based on your needs, skills, and timelines

## Meet immediate needs

Add AI services to existing apps

Upgrade software to use new features

Run workloads on faster systems

## Enhance and augment

Lift & shift application stacks to the cloud

Deploy self-service and app-integrated analytics

Automate and consolidate database operations

Integrate custom AI and ML models

Implement Maximum Availability and Maximum Security Architectures

Upgrade data centers with hybrid cloud platforms

## Transform and optimize

Migrate to SaaS

Implement multicloud architectures

Replace existing apps with cloud-native ones





# Modernization topics for today's discussion—there are many more

## Lower costs



Simplify and automate IT to free up personnel and budget

## Faster time to value



Create dynamic engagements with customers and employees

## Activate and monetize data



Develop new value streams using enterprise data

## Reduce cybersecurity risks



Enhance enterprise security posture by updating obsolete resource-based cybersecurity

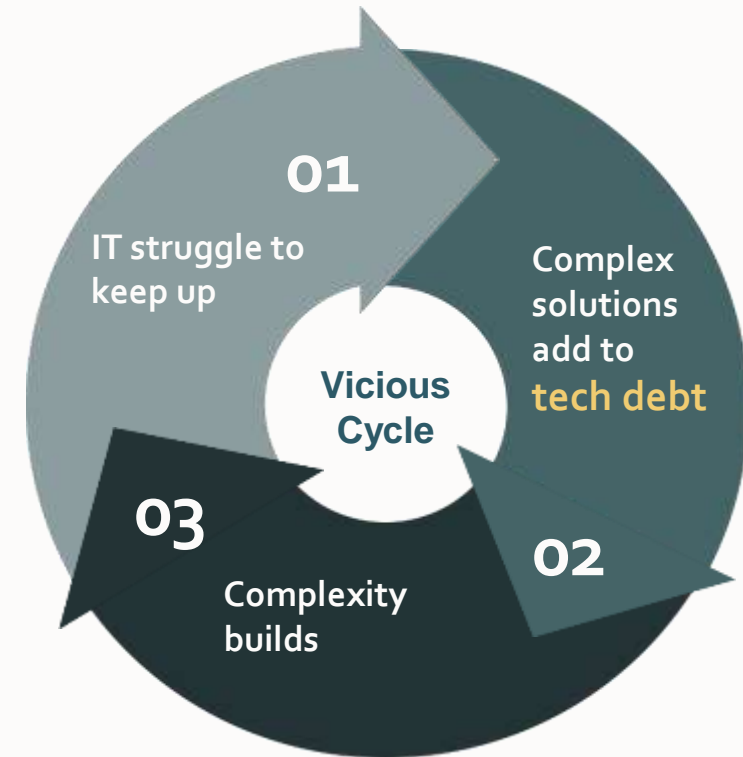


# Lower costs

Simplify and automate IT to free up personnel and budget

## Challenges:

- Too much time, personnel, and budget spent “keeping the lights on” due to a lack of automation
- Many copies of data on scattered deployments increases the cost of database infrastructure
- Can’t achieve cloud scaling and management benefits for on-premises application stacks using VMware and Oracle Database
- Oracle E-Business Suite and other packaged applications don’t run fast enough to meet growing business demands and require too much manual administration
- Need high Oracle Database performance and availability in a multicloud environment



**Tech debt accounts for ~40%  
of IT balance sheets**

[McKinsey & Company - Breaking technical debt's vicious cycle to modernize your business](#)

# Lowering costs with Oracle Distributed Cloud



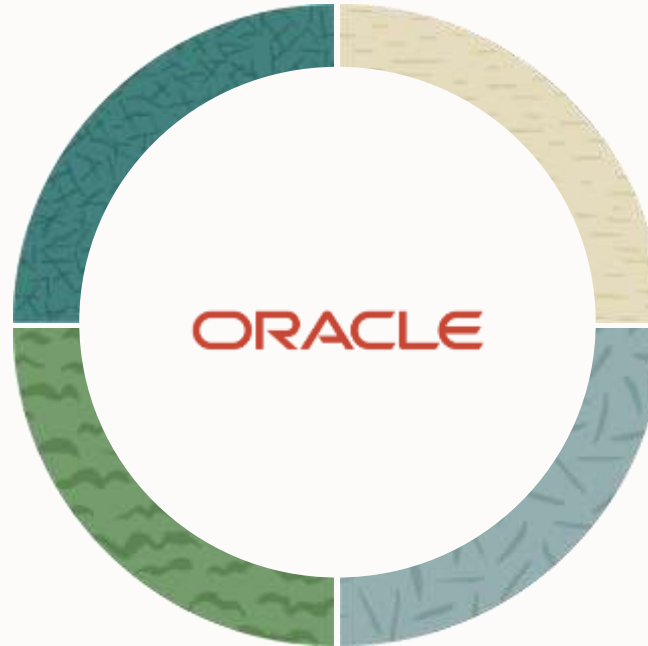
## Multicloud

Our products work with your other providers, including Oracle Database Service for Azure, Oracle Interconnect for Azure, and Oracle MySQL Heatwave on AWS



## Public cloud

Access cloud services in 42+ global locations including Commercial, US Government, UK Government, US National Security Regions, and European Sovereign (2023)



## Hybrid cloud

We bring cloud services to you, including Oracle Exadata Cloud@Customer, Oracle Cloud VMware Solution, Oracle Roving Edge Infrastructure, OCI Observability and Management, and Oracle Database



## Dedicated cloud

We build a cloud just for you, with all 100+ OCI services running in customer data centers, including OCI Dedicated Region and Oracle Alloy

### Meet immediate needs

- Run workloads faster
- Use new software features
- Reduce consumption costs
- Automate administration

### Enhance and augment

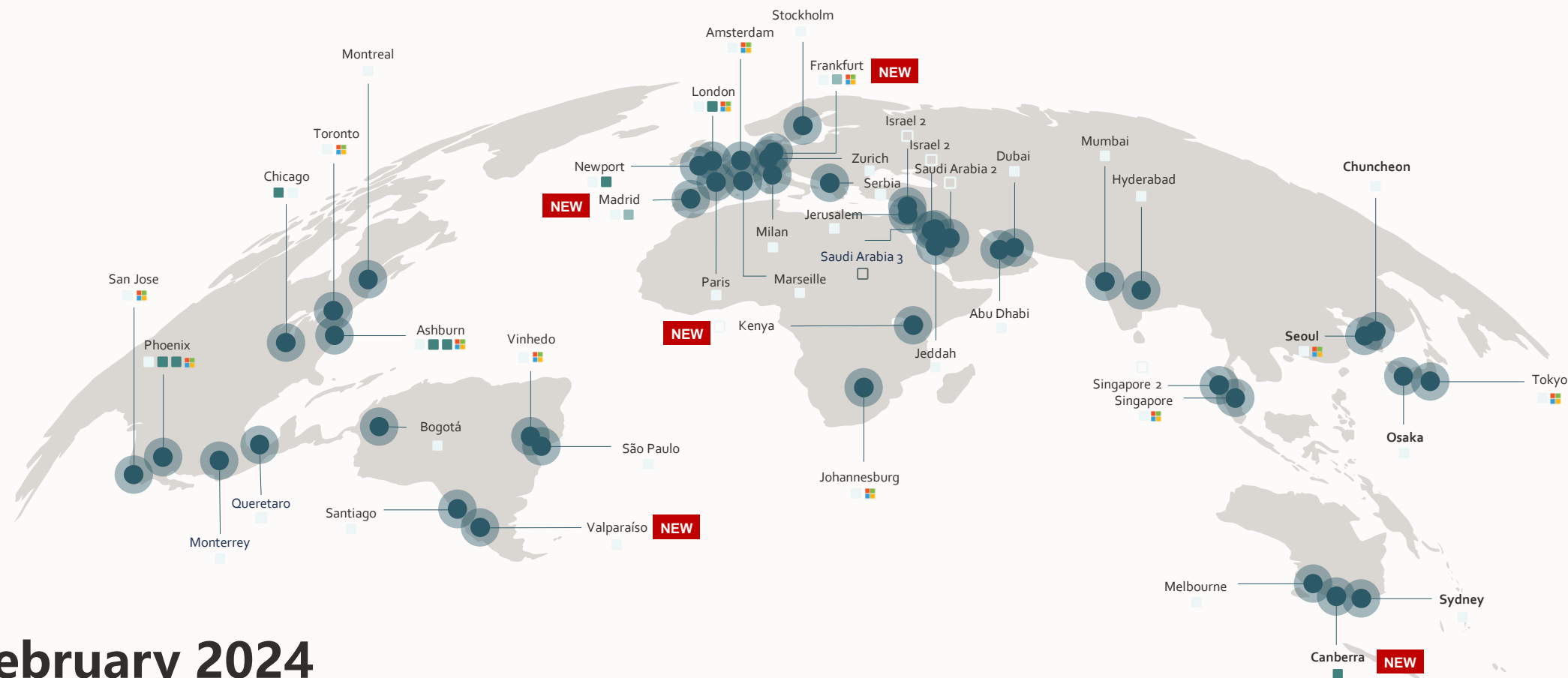
- Lift-and-shift application stacks to OCI
- Reduce app dev costs with low-code
- Consolidate database infrastructure
- Run existing apps on container platforms

### Transform and optimize

- Implement a multicloud architecture
- Automate workflows
- Gain insights with an analytics platform and AI services
- Continually enhance cloud-native applications



# Oracle Cloud Infrastructure Global Footprint



**February 2024**

**48 regions; 5 more planned**

**12 Azure Interconnect Regions**

- Commercial
- Commercial Planned
- Sovereign
- Government
- Microsoft Interconnect Azure



# Helping customers lower their costs

Improved EBS reporting, client experiences and cuts costs



Clough eliminated day-long lags in reporting, **cut costs by 85%**, and generated multi-source reports 7x faster with Oracle Autonomous Data Warehouse and Analytics Cloud. Enhanced Oracle E-Business Suite reporting enables new approaches to address supply chain hurdles and provide better service to their clients.

[Read Clough's story](#)

Increased automation and efficiency reduces total costs



Deutsche Bank is using Oracle Exadata Cloud@Customer to modernize its banking databases and while retaining control over the location of their data. Cloud consumption benefits and automated management are expected to provide more than **100 M€ of savings** over 5 years.

[Read Deutsche Bank's story](#)

Created a cost-effective, easily deployable SaaS model on OCI



CodeGen simplified and automated development lifecycles migrating to OCI's DevOps Service, **cut costs by 25%** with Autonomous Database autoscaling, and reduced time to market by 45% deploying its solutions with Oracle Container Engine for Kubernetes.

[Read CodeGen's story](#)



# Modernization topics for today's discussion—there are many more

## Lower costs



Simplify and automate IT to free up personnel and budget

## Faster time to value



Create dynamic engagements with customers and employees

## Activate and monetize data



Develop new value streams using enterprise data

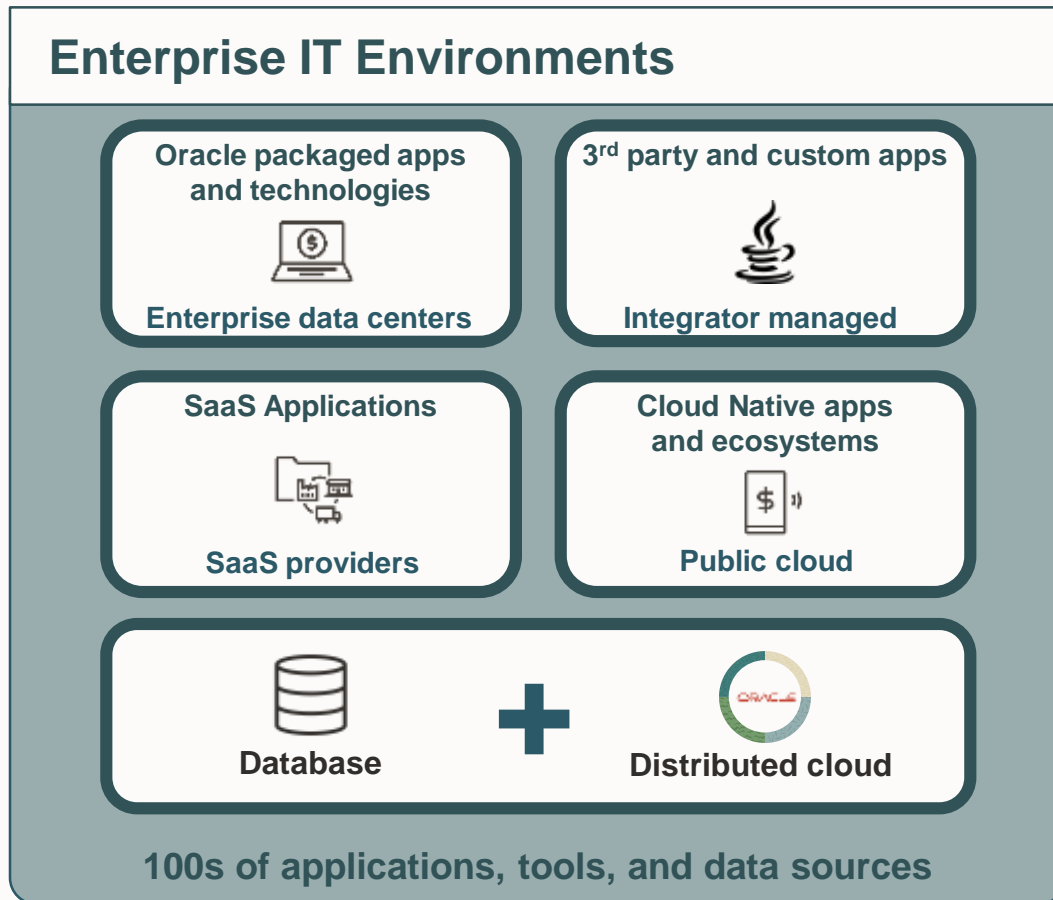
## Reduce cybersecurity risks



Enhance enterprise security posture by updating obsolete resource-based cybersecurity

# Faster time to value

Create dynamic engagements with customers and employees

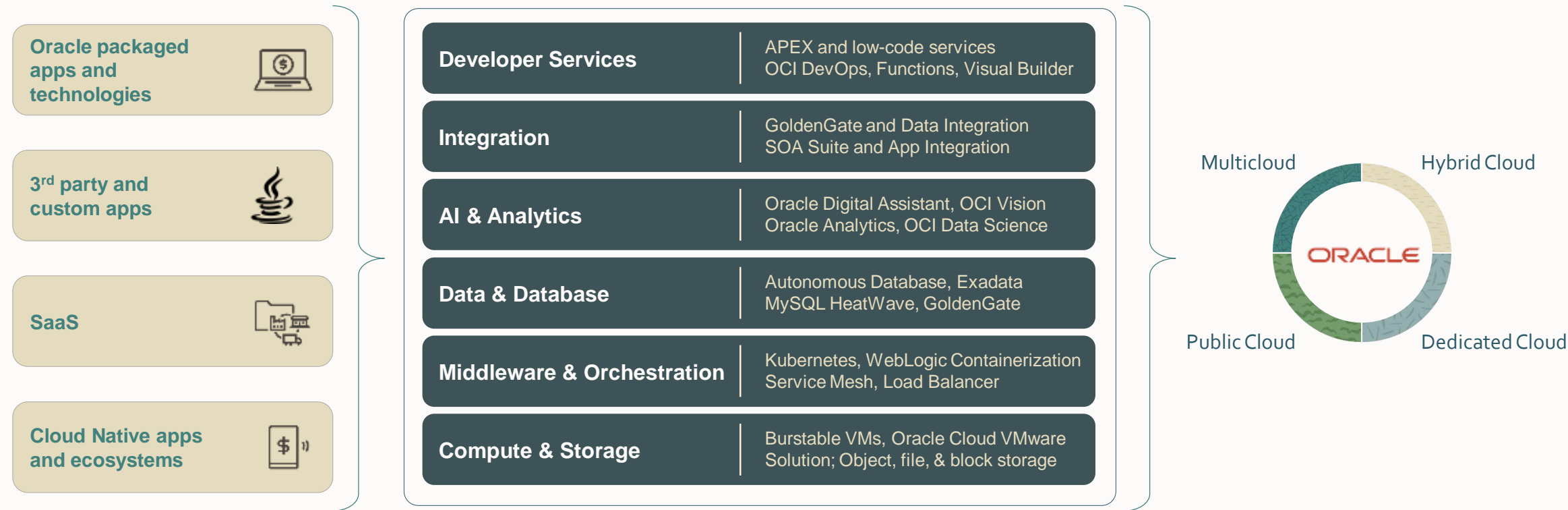


## Challenges:

- Replacing all existing enterprise applications at once creates too much risk of operational disruption
- Need to quickly increment capabilities of existing application stacks
- Different functionality across on-premises and cloud fragments user and developer experiences
- Fragmentation of data on specialized databases complicates application development and deployment
- Complex software release cycle for applications and databases slowing down business



# Oracle application modernization: Any app, any stack, anywhere



## Meet immediate needs

- Add chatbots to on-premises apps
- Containerize apps and middleware in place
- Migrate DB licenses to cloud services
- Simplify app dev with a converged database

## Enhance and augment

- Move apps and SOA to OCI as is
- Connect apps with prebuilt integrations
- Extend SaaS with low code automation
- Automate performance tuning

## Transform and optimize

- Refactor existing apps to microservices
- Use Serverless Functions, Containers, Kubernetes
- Build new event-driven apps and services
- Scale microservices with in-database containers





# Helping customers deliver modern experiences

## Easily add prebuilt AI services to existing applications



In just **6** weeks, Loyola extended their on-premises PeopleSoft environment to improve student services with a chatbot powered by Oracle Digital Assistant. Role-based, multi-lingual responses to over **430** questions helped Loyola achieve an **86%** success rate.

[Read Loyola's story](#)

## Boost business agility with low-code application development



Nomura Research Institute (NRI) offers services to about 70% of Japan's capital market firms, and selected Oracle APEX over more than 20 low-code platforms. They reduced application development efforts by **65%** and application update time from **days to seconds**.

[Read NRI's story](#)

## Create differentiated services with low-code and automation



Vertiv reduced Engineer-To-Order turnaround time by **30%**, cut rework by **10%**, and created new revenue streams with real-time automation across E-Business Suite, other on-premises applications, Oracle CX, and ERP Cloud with Oracle Integration services.

[Read Vertiv's story](#)



# Modernization topics for today's discussion—there are many more

## Lower costs



Simplify and automate IT to free up personnel and budget

## Faster time to value



Create dynamic engagements with customers and employees

## Activate and monetize data



Develop new value streams using enterprise data

## Reduce cybersecurity risks



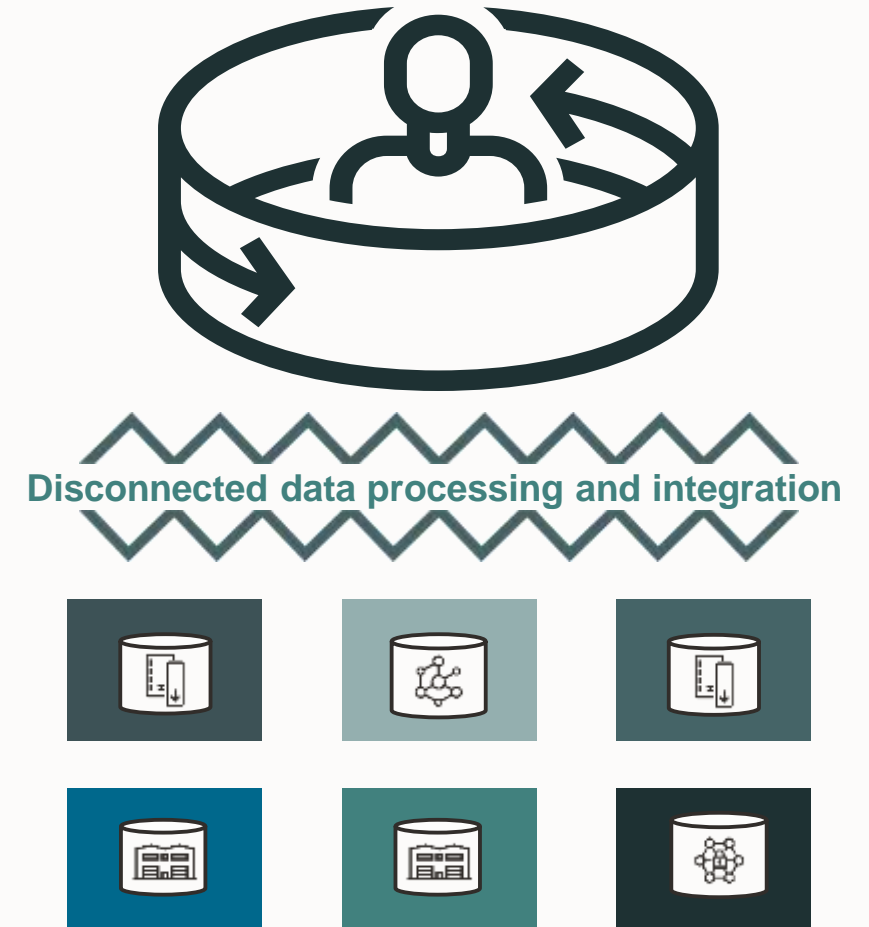
Enhance enterprise security posture by updating obsolete resource-based cybersecurity

# Activate and monetize data

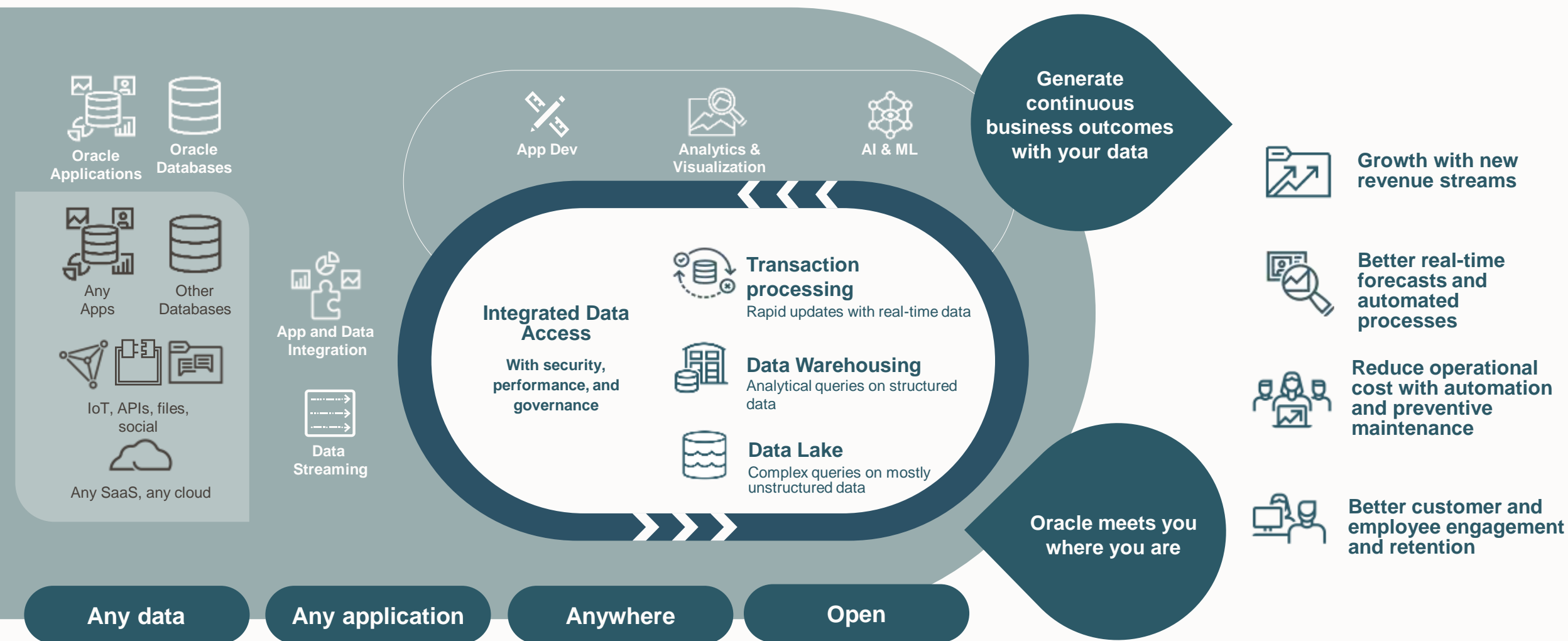
Develop new value streams using enterprise data

## Challenges:

- It's difficult to activate and monetize data because it's in so many places, in different formats, and managed in different ways
- Data and insights aren't trusted due to uncertain data timeliness, lineage, and provenance
- Generating new revenue streams from diverse data requires creating new applications that can be quickly adapted to changing business needs
- Sharing the right data with the right people is complex due to security and privilege requirements
- It's difficult to uncover insights from vast amounts of data using traditional analytics methods



# Oracle's Modern Data Platform: The Power of Any



# Helping businesses get more value from data

**Increase customer engagement  
with a build-once, deploy  
everywhere approach**



Vodafone are modernizing thousands of on-premises database workloads and applications using Oracle Autonomous Database with middleware running in OCI Container Engine for Kubernetes. They are support innovation and lower costs by using a secure, fully featured on-premises cloud region in their data centers.

[Read Vodafone's story](#)

**Accelerated digital innovation  
by 2X with automation and  
a unified data strategy**



Hearst automated application connectivity and data flows from multiple sources using OCI integration services. Autonomous Data Warehouse made their "single source of truth" readily accessible to data analysts resulting in faster project delivery times and reduced operational costs by 80%.

[Read Hearst's story](#)

**Improved availability and  
resilience**



VLI provides logistics vital to Brazilian economy, making time-to-market critical. They modernized core systems by migrating databases to Exadata Database Service and their Oracle WebLogic Server environment to OCI improved availability, productivity, and profitability.

[Read VLI's story](#)



# Modernization topics for today's discussion—there are many more

## Lower costs



Simplify and automate IT to free up personnel and budget

## Faster time to value



Create dynamic engagements with customers and employees

## Activate and monetize data



Develop new value streams using enterprise data

## Reduce cybersecurity risks



Enhance enterprise security posture by updating obsolete resource-based cybersecurity

# Reduce cybersecurity risks

Requirements continue to evolve across the enterprise



## Challenges:

- Risks from ransomware and data theft are increasing due to an expanding attack surface
- Outdated software and patches anywhere in the application stack can increase security risks
- Data and applications are spread across multiple on-premises and cloud locations without a global view of security
- Lack of consistent security enforcement
- It's difficult to keep up with continually evolving regulation and compliance requirements





# Oracle offers layers of security with integrated visibility

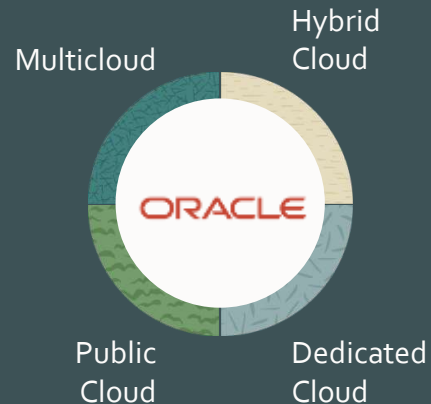
## Simple and automated security

**Built-in** security across databases, infrastructure, and applications

**Automated** security updates across databases and Linux

**Always-available** security and identity enforcement

## Integrated security across the distributed cloud



## Seamless visibility of security posture helps address compliance

Continuously **monitor cloud environment** for posture changes

Protect **data privacy** and sensitivity

Centralized visibility to govern **digital identities and access rights**

Helps customers address **70+ government and industry compliance** programs



# Helping customers reduce cybersecurity risks

## Streamlined identity management across the distributed cloud



Securely provides IT services for 50 City and County of San Francisco departments. Adopted a highly available identity platform to create a centralized, secure experience for their citizens across PeopleSoft, Office 365, ServiceNow, and Salesforce.

[Read San Francisco DoT's story](#)

## Improved security posture remediation



Provides roadside assistance and other services to 2.6 million members in Australia. Shortened lag time from discovery to remediation of vulnerabilities to protect member data to free the team to better serve their business and members.

[Read NRMA's story](#)

## Created a cost-effective, easily deployable SaaS model on OCI



Improved data processing, security, and quality for increasing data volumes and concurrent users with Oracle Autonomous Data Warehouse and Data Safe. Reduced budget planning cycle in half while reducing IT overhead.

[Read Adventist Health's story](#)

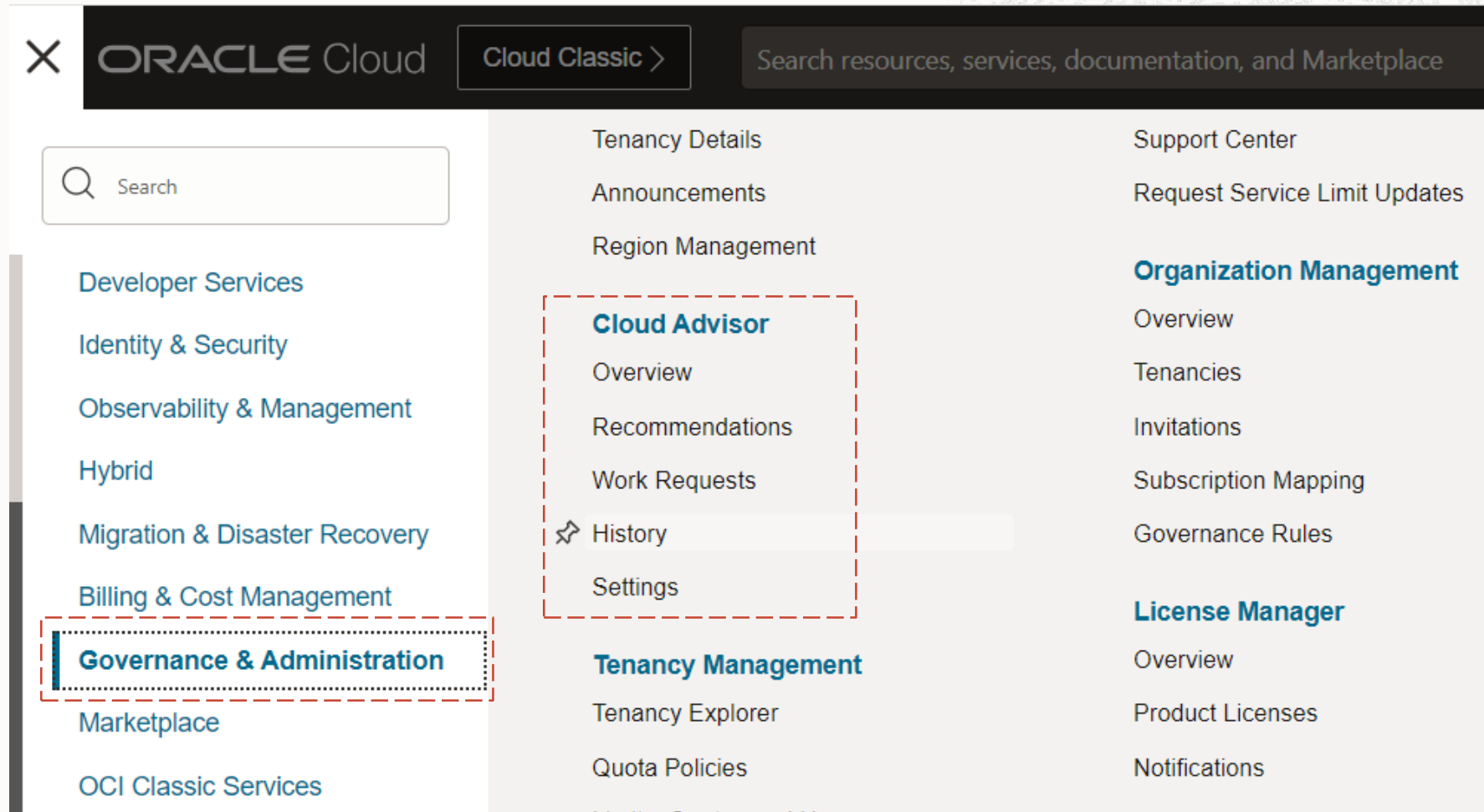


# Oracle's Cost Management and Governance Strategy

Core principle to guide cloud leaders into best practices



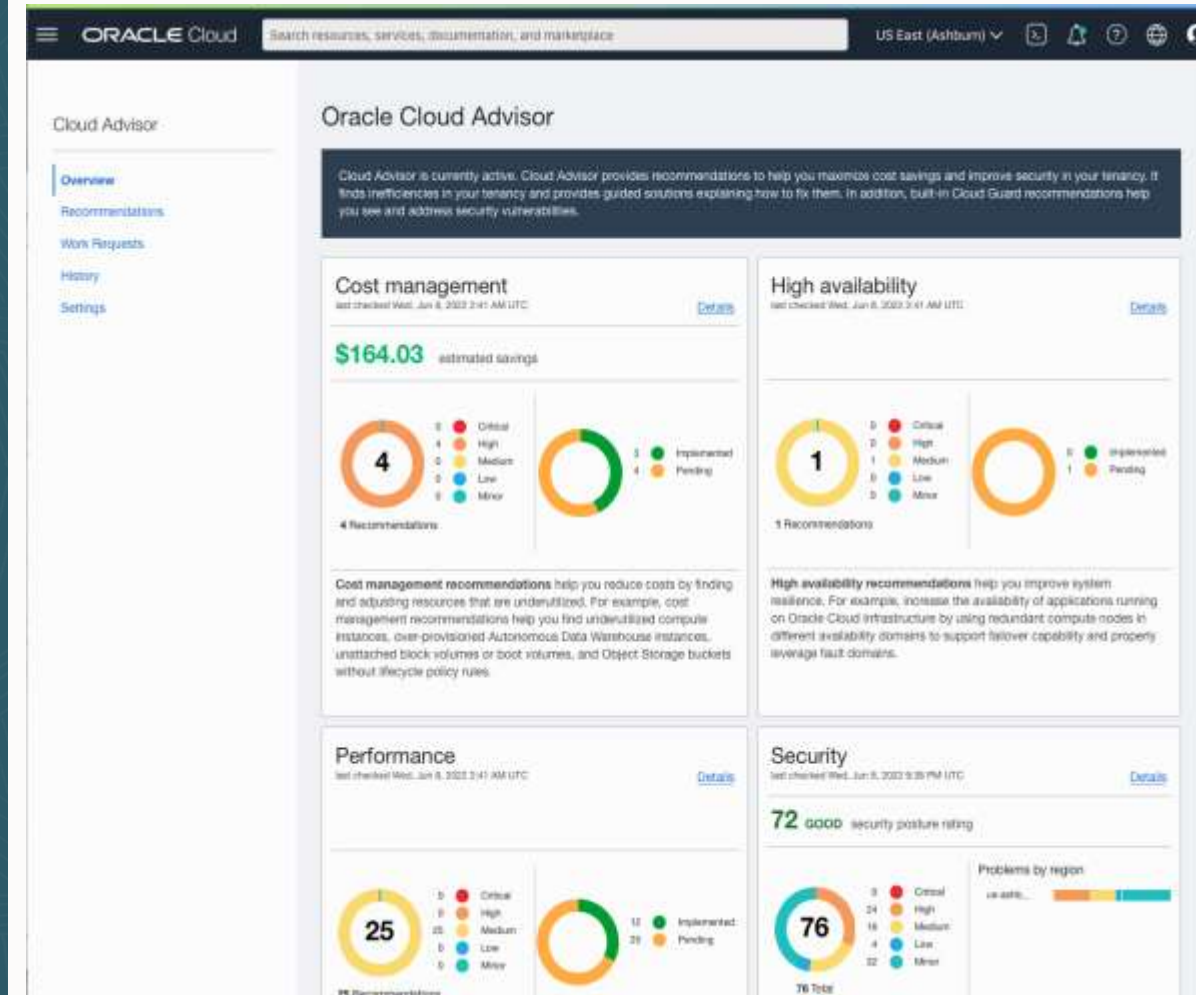
# Oracle Cloud Advisor on OCI Console



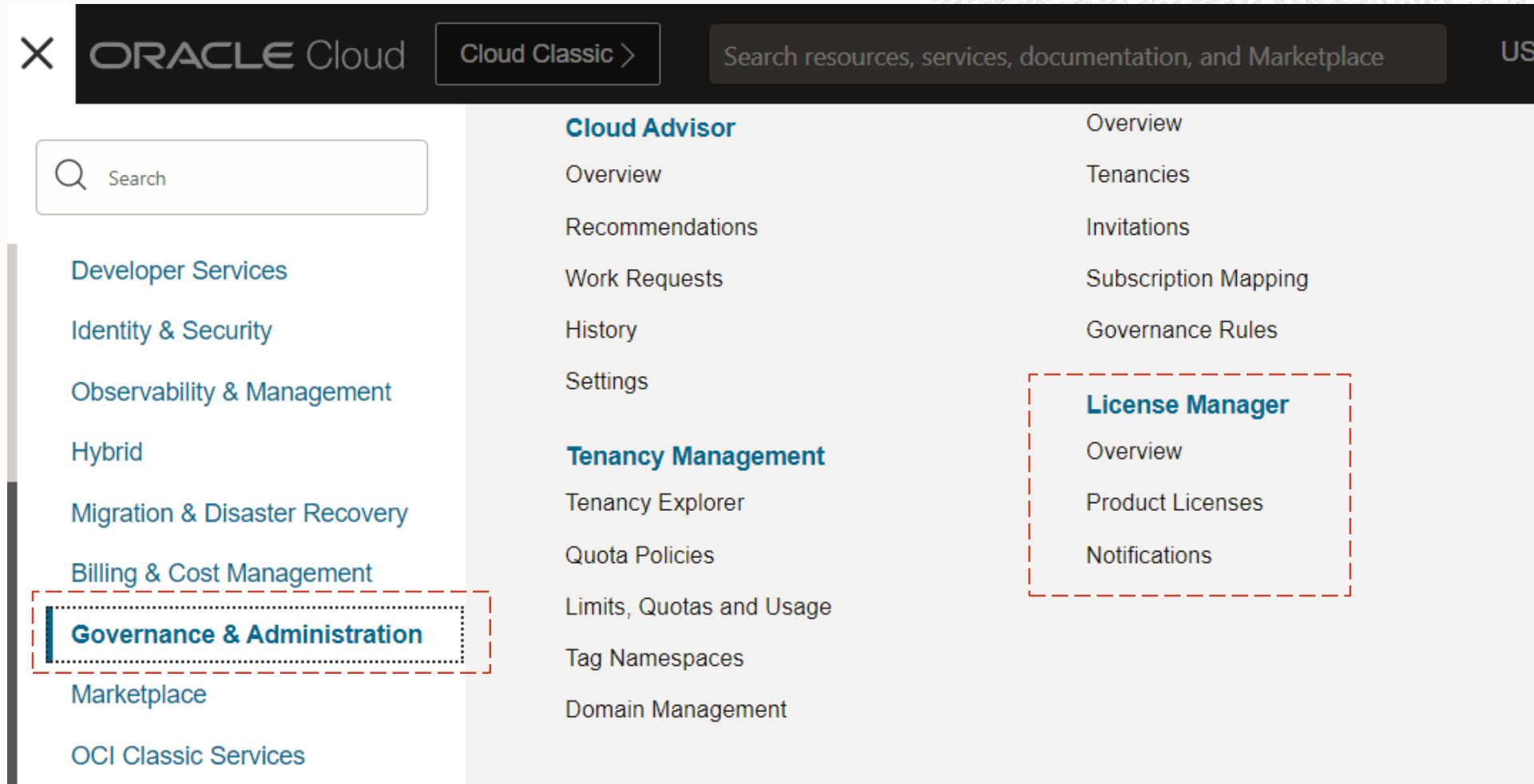
# Oracle Cloud Advisor

**Advisor is a recommendation engine that will guide you to implement best practices and optimize spending in OCI**

- Continuously evaluates your resources, searching for improvement opportunities
- Provides cost management, performance, high availability, and security recommendations.
- Provides guidance for how to act on recommendation. When you're ready to downsize specific compute instances, Cloud Advisor provides a UI workflow for doing so



# Oracle License Manager on OCI Console



The screenshot displays the Oracle Cloud console interface. At the top, the header includes the Oracle Cloud logo, a 'Cloud Classic' dropdown, a search bar with the text 'Search resources, services, documentation, and Marketplace', and a 'US' region indicator. On the left sidebar, a search bar is present above a list of service categories: Developer Services, Identity & Security, Observability & Management, Hybrid, Migration & Disaster Recovery, Billing & Cost Management, Governance & Administration (highlighted with a red dashed box), Marketplace, and OCI Classic Services. The main content area is divided into three sections: 'Cloud Advisor' (with links to Overview, Recommendations, Work Requests, History, and Settings), 'Tenancy Management' (with links to Tenancy Explorer, Quota Policies, Limits, Quotas and Usage, Tag Namespaces, and Domain Management), and 'License Manager' (highlighted with a red dashed box, containing links to Overview, Product Licenses, and Notifications). The 'License Manager' section is the primary focus of the image.

**ORACLE** Cloud **Cloud Classic** > Search resources, services, documentation, and Marketplace US

Search

Developer Services

Identity & Security

Observability & Management

Hybrid

Migration & Disaster Recovery

Billing & Cost Management

**Governance & Administration**

Marketplace

OCI Classic Services

**Cloud Advisor**

Overview

Recommendations

Work Requests

History

Settings

**Tenancy Management**

Tenancy Explorer

Quota Policies

Limits, Quotas and Usage

Tag Namespaces

Domain Management

**License Manager**

Overview

Product Licenses

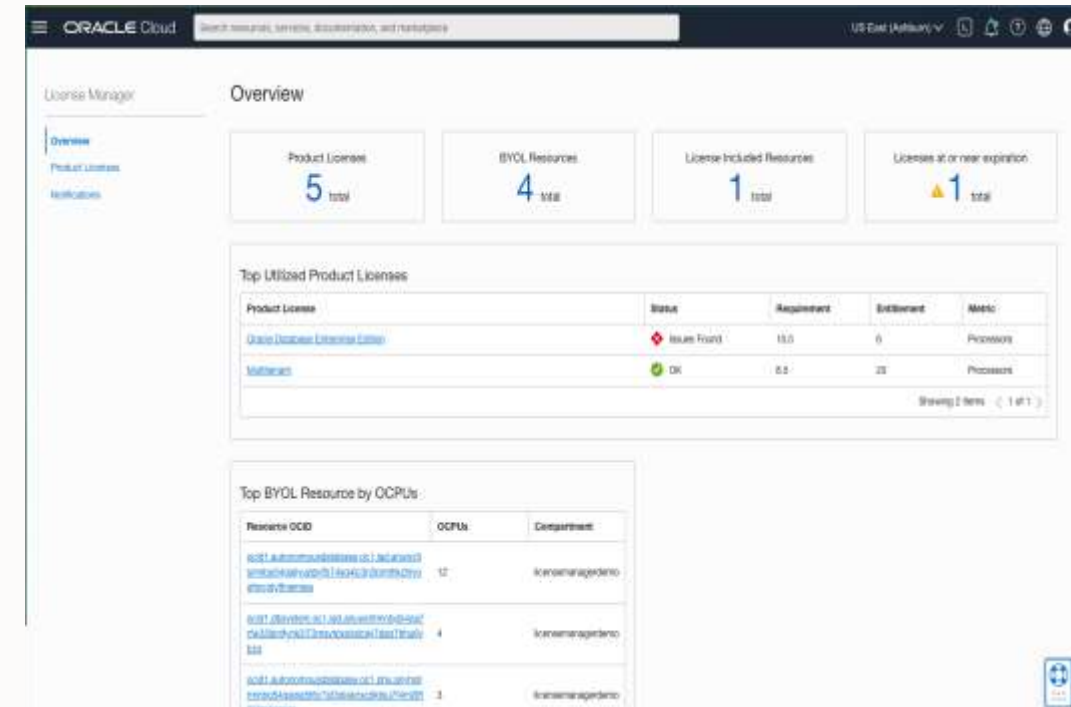
Notifications



# License Manager

**License Manager is a free, opt-in service that makes it easier for you to Bring Your Own License (BYOL) on OCI with the following capabilities:**

- Automating the license portability rules for Oracle Database products to OCI Database service
- Single pane of glass to track licensing needs on both IaaS and PaaS resources. Use the same tool to track Oracle and Third-party license utilization
- Pro-active email notification on over-subscription and license expiration scenarios.





# License Manager e-mail notification



Dear Customer,

Re: License Manager Summary.

The following is a summary of License Manager items that require your attention for licensemanagerdemo as of date 05/09/2022.

Sincerely,  
License Manager

Product Licenses Over Subscribed

Product Name	Metric	Requirement	Entitlement	License Records
Oracle Database Enterprise Edition	Processors	9	6	2

License Records near or past expiration date for License or Support Contract

Product Name	Metric	License Record Name	License Record Product Id	License Expiration Date	Support Contract End Date
Oracle Database Enterprise Edition	Processors	323213	231231231	05/03/2122	05/04/2022 - Expired

Copyright © 2021, Oracle and/or its affiliates.

[Contact Us](#) | [Legal Notices and Terms of Use](#) | [Privacy Statement](#)



# IT modernization is a journey not a destination

Oracle can help you navigate, pivot and succeed more gracefully

Distributed cloud brings cloud capabilities where needed



High Operational Efficiency



End-to-end automation of database operations, analytics, and workload management

Faster cloud migrations



With cloud native and VMware environments that minimize migration time and complexity

Best for Oracle apps and databases

Purpose-built database hardware, exclusive capabilities, efficient consolidation, licensing flexibility, automated administration



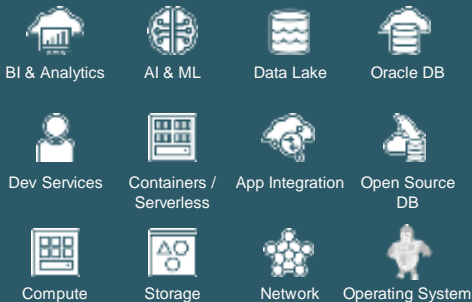
Security-first, always on by default

Zero trust architecture provides defense in depth, at every layer



Complete Capabilities

All services available where needed



Innovative App Dev

With Autonomous Database, AI Cloud Services, and Oracle APEX



# Which project do you want to start with?

1. Modernizing applications
2. Consolidating Oracle databases
3. Upgrading software and systems
4. Migrating applications to OCI
5. Improving security and resilience



# Loyola improves CX and staff productivity by extending on-prem PeopleSoft with chatbot and multi-language support



- Loyola University Chicago (LUC) sought to improve student services and focus on providing support for inquiries – regardless of office hours or student’s location
- LUC used Oracle Digital Assistant to create “LUie” – a chatbot that is available 24/7, supports multiple languages, and reduces service wait time. LUie securely handles operations like student registration requests – with full authentication to campus systems like PeopleSoft

**“LUie currently provides hundreds of answers to common questions. Early results were impressive with initial accuracy rates of 86% that improved to 91% after the Oracle Digital Assistant upgrade.”**

Susan M. Malisch, Vice President and CIO, Loyola University of Chicago

[Read Loyola University Chicago’s story](#)



# Vodafone Partners with Oracle to Accelerate Technology Modernization

- The largest pan-European and African technology communications company. Their goal is to transform operations, customer engagement, and service development/deployment.
- Needs to meet certain data-residency regulations and application performance standards.
- OCI Dedicated Region will enable Vodafone to flexibly modernize, manage, and automate its critical systems using new technologies such as autonomous services, and more easily meet the latency and performance requirements of their applications.

**40 to 6**

Consolidate forty data centers into six OCI dedicated regions

**2,500+**

2,500+ database migrations and 350+ application migrations

[Read Vodafone's story](#)





# Voiter frees up resources to focus on strategic initiatives

- IT for Voiter – a Brazilian financial institution based in São Paulo – was focused on resolving on-premises system issues, instead of supporting Voiter’s customer experience
- System failures were eliminated with OCI. Voiter saved between R\$5 million and R\$14 million by reducing its usage of a physical data center.
- IT can now focus on transformative initiatives, like creating a digital channel for customers that circumvents the need for in-person transactions

**“In terms of statistics, only 20% of banks worldwide are operating in the cloud, and now with OCI, Banco Voiter is among them.”**

Carlos Netto, CIO, Banco Voiter

[Read Banco Voiter’s story](#)



# CodeGen creates cost-effective, easily deployable SaaS model on OCI

- CodeGen offers a global travel technology platform that helps to maximize sales, conversion, distribution, and product optimization for clients
- IT staff struggled to bring product innovation to market quickly and to deploy the company's solutions at client locations at the desired speed.
- CodeGen simplified and automated development lifecycles migrating to OCI's DevOps Service

**25%**

Savings with Autonomous Database autoscaling

**45%**

Reduction in time to market  
45% with Oracle Container Engine for Kubernetes

[Read CodeGen's story](#)





# Elsewedy improves forecasting and strategy with Oracle

- Elsewedy, a \$2.5 billion global energy leader, needed to support its KPIs for sustainable sourcing, achieve a single informational ecosystem, and reduce TCO
- Boosted performance and cut costs by 30% running EBS in OCI. Oracle Autonomous Data Warehouse and Oracle Analytics enabled them to better track performance indicators and improve sustainable supply chain sourcing by harnessing the power of IoT.

**30%**

30% increase in E-Business Suite application performance

**30%**

Reduction in total cost of ownership

[Read Elsewedy Electric's story](#)



# Hearst accelerates digital innovation with OCI and Oracle Data Platform

**H E A R S T**

- Hearst – one of the nation’s largest global, diversified information, services, and media companies – sought an easy-to-use cloud integration and data platform solution to increase operational efficiency.
- Hearst automated application connectivity and data flows from multiple sources using OCI integration services and Autonomous Data Warehouse as the single source of truth readily accessible to data analysts resulting in faster project delivery times

**80%**

Savings with OCI application and data Integration

**2x faster**

Delivery of unified financial and human resource insights

[Read Hearst’s story](#)





# San Francisco selects Oracle for better security, user experience

- The City and County of San Francisco's (CCSF) was limited in expanding IAM protection to applications beyond its core financial and people management application.
- Adopted Oracle Identity and Access Management to create a centralized, secure experience for staff and citizens across PeopleSoft, Office 365, ServiceNow, and Salesforce.

**“We are seeing a lot of value with Oracle Identity and Access Management. It is more secure, cost effective, and resilient, allowing us to provide a highly available identity platform with improved user experience.”**

Chinna Subramaniam, IAM and Directory Services Technical Director

[Read The City and County of San Francisco's story](#)



# NRMA finds improved performance, security, and TCO with Oracle Cloud



- The NRMA (National Roads and Motorists' Association) sought a more cost-efficient, secure, and scalable alternative to its legacy on-premises infrastructure
- Migrated Oracle E-Business Suite, Siebel applications, Oracle Identity and Access Management, Oracle SOA Suite, and consolidated six Oracle Database Appliances to Oracle Exadata Cloud Service on OCI
- NRMA can now innovate more quickly with a flexible and secure infrastructure.

**“Migrating Oracle ERP, CRM applications, and other business-critical applications to OCI have improved the performance and stability of the applications.”**

Maroun Azzi, General Manager, Technology, Membership and Motoring

[Read NRMA's story](#)





# Adventist Health creates a cost-effective, easily deployable SaaS model with Oracle Cloud



- Adventist Health's finance and HR teams used Excel spreadsheets and a legacy IBM platform. Its operation was fragmented, labor-intensive, and prone to human error.
- Oracle Cloud, including Oracle Analytics, enabled Adventist Health to focus on its mission to provide holistic healthcare to patients.
- Improved data processing, security, and quality for increasing data volumes and concurrent users with Oracle Autonomous Data Warehouse and Data Safe.

**“Choosing to work with Oracle Analytics was a great decision. We can scale up and scale down with no hardware investment. It's flexible and very low risk.”**

Matt Savar, Director of Analytics, Adventist Health

[Read Adventist Health's story](#)



# Clough accelerates its reporting and analytics



- A pioneer in the engineering and construction industry, Clough sought meaningful reporting capabilities to strengthen its procurement strategy
- Chose to migrate E-Business Suite, data warehousing, and reporting to Oracle Cloud Infrastructure
- Eliminated day-long lags in reporting, cut costs by 85%, and developed a wide range of KPIs to monitor performance with Oracle Autonomous Data Warehouse and Analytics Cloud.

**85%**

Reduction in reporting costs

**7x faster**

To generate reports from multiple sources

[Read Clough's story](#)





# Hapvida improves patient outcomes and saves lives with Oracle Cloud



- Hapvida Saúde – Brazil’s largest verticalized healthcare solutions provider – sought to modernize its data and analytics platforms to improve service levels and enhance patient care
- Hapvida turned to Oracle Autonomous Database and Oracle Analytics Cloud to boost operational decision-making and improve healthcare efficiency – delivering accurate, real-time data to physicians across their network of facilities

## 8x faster

Medical reporting speeds with Oracle Autonomous Database and Oracle Analytics Cloud

[Read Hapvida’s story](#)



# Vertiv connects and automates processes using Oracle CPQ



- Vertiv – a provider of critical infrastructure equipment and services for data centers, communications networks, and commercial and industrial facilities – relied on a multitude of highly customized and disconnected CRM applications.
- After implementing Oracle CPQ and Sales, Vertiv now has a single global view of all customization requests, for better revenue reporting, faster response times, and a **30%** reduction in Engineer to Order turnaround time.

**“The end-to-end integrated landscape from Oracle Sales to CPQ, with CPQ connecting to Oracle E-Business Suite and several on-premises custom tools, enables seamless automation of various key business processes.”**

Praveen Mutyam, Director CPQ, Vertiv

[Read Vertiv's story](#)



# Fibabanka improves time to market and customer satisfaction with Oracle Cloud



- Fibabanka – one of the fastest-growing banks in Turkey – maintained complex on-premises infrastructure that spanned multiple databases and host environments, the maintenance for which consumed much of IT's time
- The Oracle managed services team now oversees all database management, including periodic patching, on one consolidated Exadata Cloud@Customer instance. Fibabanka's technical team can now focus on how to optimize IT spend and improve customer experience.

**40%**

Reduction in IT infrastructure and database license costs

**50%**

Of time returned to Fibabanka's IT team, enabling them to focus on more strategic initiatives

[Read Fibabanka's story](#)





# MetrôRio gains performance and cost savings with Oracle

- MetrôRio – a rapid transit network that serves the city of Rio de Janeiro, Brazil – needed to modernize their entire back office due to a divestiture
- Coupling its data-intensive ticketing app to the lower processor requirements of Oracle Exadata Database Service and the granular scalability of OCI gave MetrôRio more command over cash flow through predictable operating expenses and judicious use of Oracle Universal Credits

**35%**

Savings over 5 years with predictable, consumption-based billing

**18x**

Reduced disaster recovery window by 18x – from 72 to 4 hours

[Read the MetrôRio story](#)



# VLI improves cargo management efficiency and reliability with Oracle



- Brazilian logistics operator VLI's aging on-premises systems—which issue bills of lading and manage train movement—were becoming increasingly unreliable, with frequent system errors and outages.
- VLI migrated core applications to OCI and their database to Exadata Database Service, resulting in a 30% reduction in system errors. This improved their ability to load and dispatch trains correctly and on time, enhancing customer service, productivity, and profitability.

**30%**

Reduction in system errors following migration to OCI

**10x faster**

Core business processes for train operations and billing are running up to 10 times faster

[Read VLI's story](#)





# Resources



- **OCI Licensing Manager Documentation**

<https://docs.oracle.com/en-us/iaas/Content/LicenseManager/Concepts/licensemanageroverview.htm>

- **OCI PaaS and IaaS Universal Credits Services Description**

<https://www.oracle.com/a/ocom/docs/paas-iaas-universal-credits-3940775.pdf>

- **OCI Cost Estimator**

<https://www.oracle.com/cloud/costestimator.html>

- **Oracle Database Licensing Information User Manual**

<https://docs.oracle.com/en/database/oracle/oracle-database/19/dblic/database-licensing-information-user-manual.pdf>

- **Oracle Support Rewards Program**

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

- **Software Investment Advisor**

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

- **Check your expense and usage**

<https://docs.oracle.com/en-us/iaas/Content/Billing/Concepts/costs.htm>

- **Check your expense and usage**

<https://docs.oracle.com/en-us/iaas/Content/Billing/Concepts/costs.htm>

- **OCI Cloud Advisor**

<https://www.oracle.com/br/cloud/cost-management-and-governance/cloud-advisor/>



# Thank you

---

**Marcel Lamarca**

[marcel.lamarca@oracle.com](mailto:marcel.lamarca@oracle.com)



ORACLE