

Database Cost Optimization

Description of OCaaS

- OCaaS utilizes software where the licenses are based on amount of cores and can be run under Linux
- Fujitsu analyzes the customer environment and makes optimized solutions to cut down Oracle costs
- Services will remain the same – only a platform change will take place



OCaaS customer referenses

■ Sparda-Datenverarbeitung eGCase

- Oracle consolidation and management consolidation

■ Case EVERTEC

- Oracle consolidation and core banking application consolidation



Fujitsu Enterprise Postgres



- FUJITSU Enterprise Postgres is an open-source based, high-performance, high-reliability, cost-effective relational database management system.
- It enables businesses to lower their database cost of ownership significantly by reducing license and ongoing support cost.



Fujitsu Enterprise Postgres Service



Product

- Fujitsu Enterprise Postgres – 100% PostgreSQL compatible RDBMS

Service

- Business hours and 24x7 support
- Consultancy
- Training
- Remote DBA services for enterprises
- Expertise on PostgreSQL and other related tools for enterprises

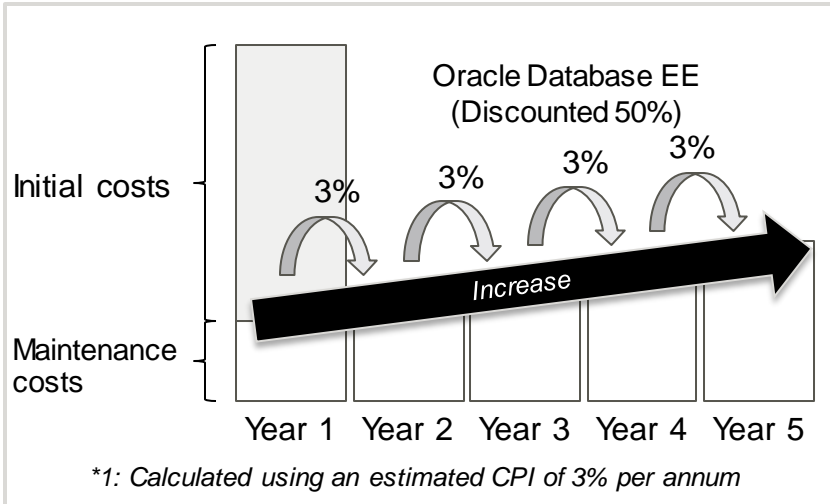


Business Value

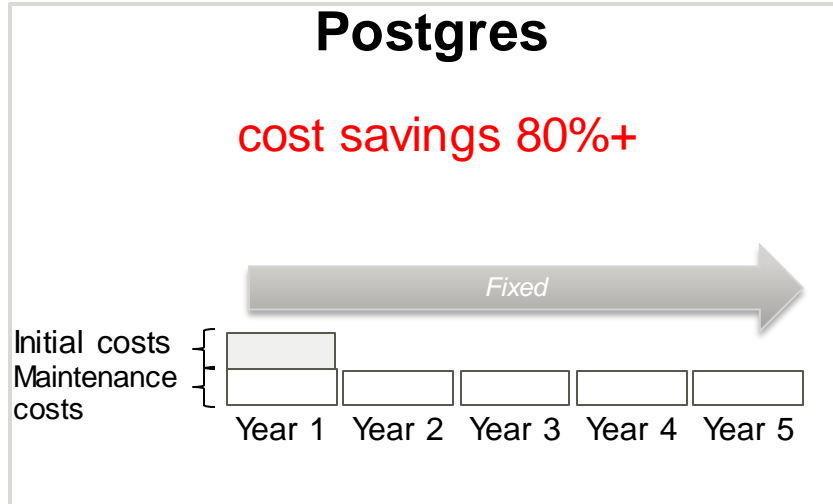
On average when an organisation changes to Fujitsu Enterprise Postgres from Oracle the **cost savings are 80%+** per year.

ORACLE®

**FUJITSU Enterprise
Postgres**



Long term use will result in high costs due to yearly increases in maintenance costs



80%+ cost savings versus Oracle DBEE

FEP Case Study - Tokyo Stock Exchange



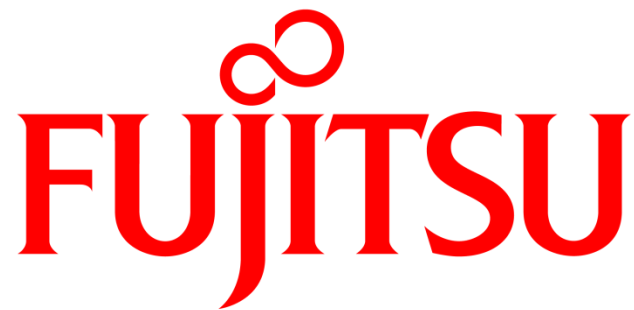
- Fujitsu's database is being used in “Arrowhead”, the trading system of Tokyo Stock Exchange (#3 in the world)



Database Optimization Benefits

- Remarkable license cost savings thru consolidation and migration to Fujitsu Enterprise Postgres
- Homogenization of hardware environment eases management for decreased hardware costs
- Possibility to use open source technology
- Possibility to remove totally Oracle licenses
- Further development - Core-based applications and middleware to be consolidated for continuous cost-efficiency





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