Reduce IT Cost, Increase Performance And Functionality Moving to Oracle Cloud Infrastructure

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Fujitsu and Oracle

Global partnership to date

Fujitsu and Oracle have a rich 30+ year history of strategic and close collaboration

Global Delivery Model supported by offices in the US, Canada, Europe, Japan, and India

Fujitsu and Oracle announced a cloud collaboration in Japan (Oracle cloud running in Fujitsu DC); no other partner has this

$1B+ USD Global Oracle business managed at Fujitsu

1 of 4 Oracle Global Managed Service Providers out of 58 Oracle MSPs and 25,000 Oracle partners

Fujitsu professionals worldwide hold 6500+ Oracle certifications
Many enterprises find it difficult to manage digitization and big data analytics because their internal IT systems are so unwieldy.
AI, IOT, Block Chain and analytics are top priorities to the business.

Enterprises want to evolve and innovate while ensuring the saffeness, reliability and efficiency of operations.
Cloud consumption is more secure, and less expensive to operate.
Cloud automation allows you to refocus your staff onto application development and not IT operational tasks.

Most enterprises utilize less than 30% of their available IT capacity, which means wasted expense.
Cost reduction is a priority: Not surprising because the trend results from the high degree of globalization and global competition in the manufacturing industry.

Increased Competition: This is not surprising because of the strong global competition in a global supply chain network.

Enterprises are expected to respond quicker and with higher quality to customers needs, and even anticipate what they want.

Reaching new customer groups and revenue areas. Shift from reactive to proactive IT. Turn innovation into new business.
Six Journeys to Cloud

1. Your Data Center → Optimize On-Premises → Oracle Public Cloud

2. Your Data Center → Cloud at Customer → Oracle Public Cloud

3. Your Data Center → Move Workloads
   (The largest, fastest growing segment)

4. Your Data Center → Create New with PaaS and IaaS

5. Your Data Center → Modernize with SaaS

6. New Company → Born in the Cloud

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Oracle customer challenges

Clients with Oracle EBS are struggling to:

- Manage costs without expending Capital for upgrades etc.
- Add digital solutions to meet the demands of the business for digital transformation & enablement
- Increase employee productivity, focusing efforts on the business not running & managing systems
- Enable an environment with agility, security & business continuity
- Stay adherent with licensing compliance
Fujitsu Hybrid IT differentiators for Oracle

- Lower your operational costs by up to 35% while increasing performance
- Save Money on Licensing with Oracle Cloud (OCI) - significantly lower due to Oracle’s OCI pricing bias
- Free CAPEX by shifting costs to OPEX and linking to consumption
- Speed modernization of workloads and innovation - IOT, Big Data, Block Chain, and AI, all are cloud native and ready to be used in moments
- Proven expertise to successfully drive your migration and modernization efforts, end to end
- Simplicity – One Partner (Fujitsu) to deal with, we handle everything: licensing, migration & full end to end managed services model
Oracle Cloud Infrastructure (OCI): UGN, Inc.

Business Need – why Oracle Cloud

- Current cloud environment creating licensing compliance issues
- Performance issues and database locks causing delayed transactions
- Three weeks to build new compute, applications and databases

- Automotive supplier of interior trim and thermal management products
- 1,000+ employees
- $415M+ revenue

- OCI (IaaS)
- EBS, Hyperion, OBIEE
- Oracle Hybrid IT & DBA Services (24x7x365)

- Full license compliance
- High performance, rapid deployment & proactive monitoring
- Support for 4 environments (PROD / QA / DEV / DR)
- $500K savings

- 5 year commitment
CONTINUOUS INNOVATION ON EBS 12.2 WITH PREMIUM SUPPORT THROUGH AT LEAST 2030

Delivering Ongoing Innovation and Underlying Technology Stack Updates without Major Upgrade
EBS Release Roadmap: Continuous Innovation on EBS 12.2

Continued Investment and Support for Years to Come without Major Upgrade

Latest Release

PREMIER SUPPORT THROUGH:

• Release 12.1: Dec. 2021
• Release 12.2: At least 2030

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Oracle’s Investments for EBS Customers
Leverage EBS Strengths Combined with Broader Oracle Cloud Portfolio

EXTEND EBS WITH ORACLE SaaS APPS – HYBRID COEXISTENCE
- Supply Chain Planning Cloud
- In-Memory Cost Mgt
- AI for Manufacturing
- Transportation Mgt
- Planning & Budgeting
- Revenue Mgt
- Project Portfolio Mgt
- Sales
- CPQ
- Service
- HCM-EBS ERP
- Core HCM-EBS Payroll
- Recruiting-EBS HCM

UPTAKE EBS ENHANCEMENTS
- Functional Innovation
- Modern User Experience and Mobility
- Operational Efficiency

REPLATFORM EBS ON ORACLE CLOUD INFRASTRUCTURE
- Compute
- Networking
- Storage
- Load Balancing
- Database Cloud Service
- Exadata Cloud Service
Takeaways

**EBS Customers Can Take Advantage of Broad Set of Oracle Investments**

- **Uptake EBS Enhancements**
  - Adopt Smartphone Apps for 12.1.3 and 12.2
  - Upgrade to 12.2 for functional enhancements, UX improvements and online patching

- **Extend EBS with SaaS Apps - Hybrid is the New Normal**
  - Adopt Adaptive Intelligent Apps without upgrading EBS

- **Replatform EBS on Oracle Cloud Infrastructure**
  - Run EBS for less, using automation which is available only on OCI
Oracle vs. Leading Provider (Faster & Cheaper)

**OCI has almost 8 times better performance at 2/3rd the price**

<table>
<thead>
<tr>
<th>Performance Results</th>
<th>Leading Cloud Provider</th>
<th>Oracle Cloud Infrastructure</th>
</tr>
</thead>
<tbody>
<tr>
<td>vCPU</td>
<td>4</td>
<td>4</td>
</tr>
<tr>
<td>SGA</td>
<td>6GB</td>
<td>6GB</td>
</tr>
<tr>
<td>Disk Type</td>
<td>General Disk</td>
<td>NVMe Attached</td>
</tr>
<tr>
<td>Disk Size</td>
<td>612 GB</td>
<td>612 GB</td>
</tr>
<tr>
<td>Total Transactions</td>
<td>1,397,270</td>
<td>10,916,571</td>
</tr>
<tr>
<td>Transactions / Second</td>
<td>383.13</td>
<td>3,032.38</td>
</tr>
<tr>
<td>Total List Price / Month</td>
<td>$345.88</td>
<td>$228.12</td>
</tr>
</tbody>
</table>

**Latency to the cloud services**

<table>
<thead>
<tr>
<th>Leading Cloud Provider</th>
<th>OCI</th>
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<tbody>
<tr>
<td>Minimum</td>
<td>.722ms</td>
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<tr>
<td>Average</td>
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<tr>
<td>Maximum</td>
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<tr>
<td></td>
<td>0.152ms</td>
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<tr>
<td></td>
<td>0.168ms</td>
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<tr>
<td></td>
<td>0.201ms</td>
</tr>
</tbody>
</table>

**Other reasons for Oracle Cloud**

- Oracle Cloud has **lower overall costs and better performance** than any other option
- Oracle licensing is much lower on OCI than other clouds
- Customers get credits for existing licenses when moving them to OCI
- Oracle **PaaS and SaaS**
  - Such as Autonomous DB are game changers.
Fujitsu Hybrid IT Managed Services for OCI

• **End to end Governance leadership** provided for customer with Service Delivery Manager (OCI) and Oracle Lead DBA (Application and Database expertise)

• Chief Technology Officer provides customer as a **partner for architecture design & innovation**

• Fujitsu OCI Managed Services and Oracle DBA Services – **24x7 support** for customer

• Fujitsu’s Level 2 and Level 3 Service Management **fully aligned** with customer’s Level 1 Service Desk

• Maintenance of **Standard Operating Procedures** manual and **Disaster Recovery Plan**

• **Proactive & Predictive Monitoring** of OCI, Applications and Databases

• **Full Disaster Recovery support** including annual testing of RPO/RTO objectives

• Weekly, monthly and quarterly operational reporting for **End to end performance and capacity management**

• **Continuous Service Improvement enabled** through customer feedback and measurement of agreed KPIs
In summary

Cloud Adoption Made Easy. Innovation Simplified. Hybrid IT Managed.

Cloud underpins innovation and modernizing ICT

We make it easy to adopt and leverage cloud

We significantly reduce the costs of managing Hybrid IT