Case Study: Automotive Supplier

Hosting, Implementation, Managed Services, Oracle Cloud MSP, EBS incl. ASCP+Mfg, OBIEE, Hyperion, IoT

A preferred automotive supplier and producer of high quality acoustic, interior trim, and thermal management products and a recognized leader in customer satisfaction for the Japanese transplant automotive industry in North America.

TCV: 2.4M Term: 5 Years

Landscape:
- HW/OS – RHEL 6.9/5.11, Windows Server 2008
- Oracle – Database 11.2.0.3/4
- E-Business Suite 12.1.3.
- Oracle Fusion Middleware – Weblogic 10.3.6, OBIEE 11.1.1.7, OBIEE 11.1.1.8.1, ODI 11.1.1.7.
- Oracle Hyperion Planning 11.1.2.4

Industry: Automotive

Engagement Details

- Fujitsu as a key IT services provider for the E-Business Suite Implementation on Fujitsu Private Hosted Cloud to be moved to Oracle Public Cloud
- Fujitsu team has implemented EBS, Oracle Business Intelligence Enterprise Edition (OBIEE), and Oracle Hyperion Planning
- Fujitsu provides Level 2 and 3 technical support with regard to all aspects of the applications and day-to-day maintenance of the system, working closely with UGN (who provide the Level 1 Service Desk)
- Fujitsu Oracle Cloud Architects designed new Oracle Cloud Landscape
- Fujitsu Infrastructure team manage the servers and support the networks
- Fujitsu worked directly with Oracle on these critical moves for design and build on OCI due to our current management of the servers, and our deep understanding of the current infrastructure
- Several Application and Database servers will be migrated as part of this project. These servers support multiple environments – Development, System Test, and Production. The scope of work for Fujitsu includes builds and configuration (EBS and Database) of these servers in the new data center, data migration and testing with minimum downtime
OCI Solution Overview (Framework) for Customers

Key IaaS enablement
- Back-up / archive retention - 2 weeks
- Oracle Enterprise Manager (IaaS and Database Management)
- RTO/RPO – 4 hours/1 hours starting at the database level

OCI Environment (target):
- High Availability – 3 Availability zones in each region leveraging triple mirroring
- Disaster Recovery – Enabled through Oracle RackWare RMM
- Target environments:
  - Prod environment (Primary Region) – 5 hosts currently, lift and shift
  - Dev environment (Primary Region) – 5 hosts currently, lift and shift
  - QA environment (Primary Region) – replica of 5 prod hosts, will create
  - DR environment (Secondary) – replica of 5 prod hosts, will create
Key Market Drivers

Operational Efficiency
- Cost
- Infrastructure
- Must not fail

Digitalisation
- Competitive Advantage
- Business Platform
- Engaging Customers

HYBRID IT BRINGS IT ALL TOGETHER
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’s know-how: Much more than just lift and shift

- Mission Critical Support
- Providing governance and control
- Managing & Monitoring IaaS, PaaS and other Cloud services

**Hybrid IT Cloud Journey**

**Discover**

**Plan**

**Enable**

**Operate**

**Standard**

Lift & Shift Robust IT workloads, No application changes

**Cloud Hosted**

**Rationalized**

Service & Component Consolidation & Rationalisation into cloud native “as-a-service” (e.g. DBaaS)

**Cloud Aware**

**Dynamic**

Advanced Blueprinting and container using cloud native automation, scaling and control

**Cloud Native**

Cloud native automation, scaling and control with governance

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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 vs. Leading Provider (Faster & Cheaper)

OCI has almost 8 times better performance at 2/3\textsuperscript{rd} the price

<table>
<thead>
<tr>
<th>Performance Results</th>
<th>Leading Cloud Provider</th>
<th>Oracle Cloud Infrastructure</th>
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<tbody>
<tr>
<td>vCPU</td>
<td>4</td>
<td>4</td>
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<tr>
<td>SGA</td>
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<td>Disk Size</td>
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<td>Total Transactions</td>
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<td>10,916,571</td>
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<td>Transactions / Second</td>
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<td>$345.88</td>
<td>$228.12</td>
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</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
Cloud Transformation Journey

Cost

Re-Host  Containerize  Lift & Shift

Cloud Foundation Services, App Discovery, Design

Re-Platform  Scaling  Optimization

Re-Factor

Benefits

Time to Market

Time

CaaS
- Kubernetes
- DC/OS
- Docker
- Datacenter

PaaS
- CloudFoundry
- OpenShift
- WaveMaker
- RA

FaaS
- OpenWhisk
- Fission
- Iron.io

GKE
- ECS
- ACS

Heroku
- Pivotal Cloud -Foundry
- Jelastic

Lambda
- GCF
- Azure Functions

Re-Architect
Hybrid IT – Transformation Benefits

Before

Inefficient traditional data center IT

- Time to Market
- Cost Effective Scalability
- Data Center Space
- Leverage existing Investments

Integrate with other cloud / Web Apps
Reduce Operational Expenses
Access to all consumer / devices
App Modernization/ New capabilities

After

Fujitsu Hybrid IT Transformation

Modernization Requirements
App Characteristics
Requirements and Constraints
Deployment & Operations
App Architecture
App Platform

Leverage existing Investments
Integrate with other cloud / Web Apps
Reduce Operational Expenses
Access to all consumer / devices
App Modernization/ New capabilities

Agile & efficient hybrid IT

Oracle
AWS
K5
Data Center