

# Embrace Oracle Cloud To Your Data Center

**Oracle Cloud at Customer**  
Session THT8006

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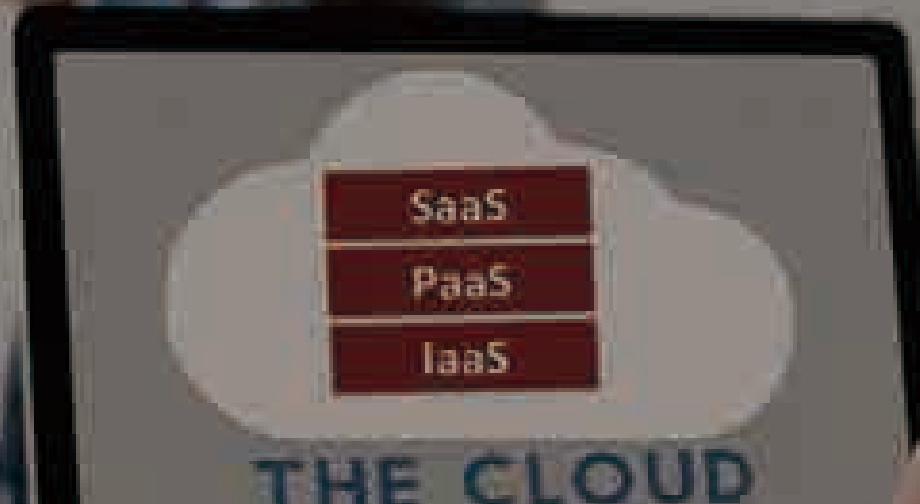


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# The Business Demands Cloud



**OPTIMIZE  
IT SPEND**

**ACCELERATE  
INNOVATION**

**INCREASE  
AGILITY AND  
RESPONSIVENESS**

**DRIVE  
BUSINESS  
TRANSFORMATION**

# IT Wants Cloud

- Be more responsive to the business
- Modernize IT capabilities and operations
- Optimize IT spend
- Better focus on IT value-add



# But Not Every Organization Can Use Public Cloud


- **Data:**  
location, compliance, sovereignty
- **Performance:**  
latency, noisy neighbors
- **Risk Posture:**  
reluctance to put data outside the corporate perimeter



# Trying to Build Your Own Cloud Isn't Always The Answer

- Expensive, time-consuming and risky
- Usually IaaS only
- Not a public cloud experience: functionality, financials, operations

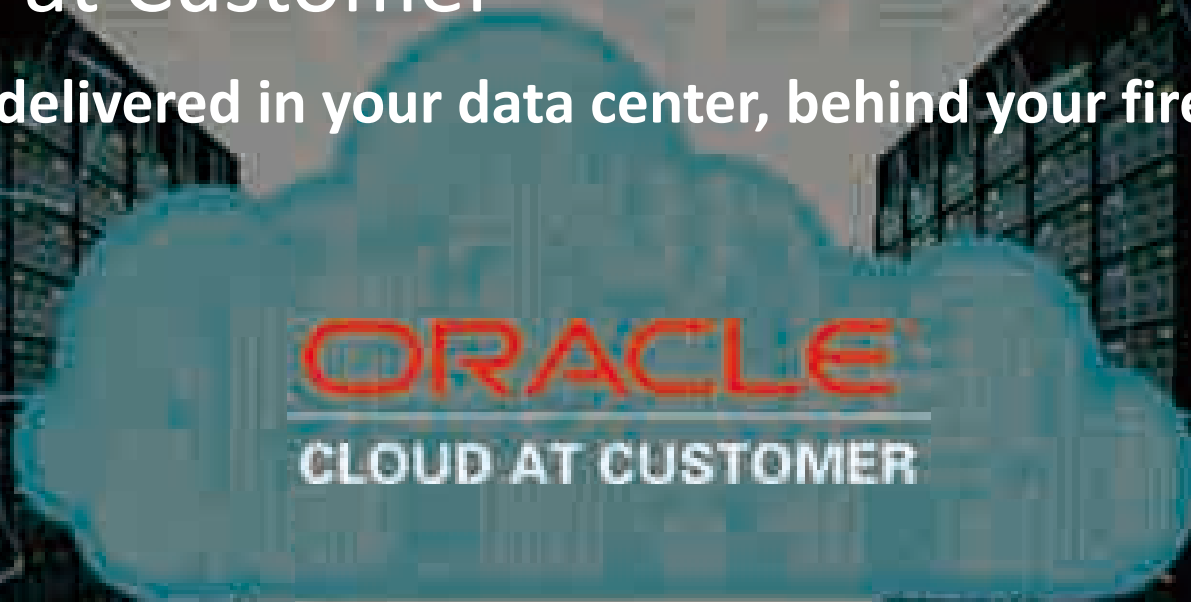




How do You Get  
the Benefits of Public  
Cloud Without Moving  
Data to a Public Cloud?

# Introducing Oracle Cloud at Customer

A complete public cloud experience delivered in your data center, behind your firewall



**PUBLIC CLOUD  
FEATURE SET**

**PUBLIC CLOUD  
FINANCIAL  
MODEL**

**PUBLIC CLOUD  
OPERATIONAL  
MODEL**

**ENABLES IT  
TO RETAIN  
CONTROL**

**SEAMLESSLY  
INTEROPERATES  
WITH PUBLIC  
CLOUD**



# Public Cloud Feature Set

- Infrastructure services: storage, compute and network
- Platform services: database, development, integration
- Software application services: financials, human resources, customer experience \*
- Delivered and managed comprehensively as a service by Oracle

\* future

## Convenient Public Cloud Financial Model

- Subscription pricing for IaaS, PaaS, and SaaS
- Ability to pay-as-you-consume platform and software services
- All operations and support services included in the service fee



# Modern Public Cloud Operational Model

- Same operational and support model as public Oracle Cloud
- Cloud you consume, not buy or maintain
- Oracle manages all aspects of the service
- Ready-to-use capabilities, or integrate your choice of frameworks



## Enables IT to Retain Control

- All assets in your data center
- Adhere to data sovereignty and compliance concerns
- Integrate into the existing security of your data center
- Minimize application latency over your internal network
- Deliver the public cloud experience to Line of Business without moving your data to a public cloud



## Seamlessly Interoperates with Public Oracle Cloud

- Same technology stack and user experience as public Oracle Cloud
- Regular updates from public Oracle Cloud to Oracle Cloud at Customer
- Workload portability between the two due to consistent technology stacks



# Cloud at Customer is Not a Private Cloud

Oracle Cloud at Customer		Private Cloud
✓	Subscription-Based, Consumption-based Pricing	NO
✓	Public Cloud Services Behind Your Firewall	NO
✓	Compatibility with public Oracle Cloud	NO
✓	Fully Managed Cloud by Oracle	NO



# Outcomes

**SPEED OF  
INNOVATION**

**MAXIMIZE IT  
RETURN ON  
INVESTMENT**

**COST  
TRANSPARENCY**

**MINIMIZES  
SHADOW IT**

**SEAMLESS  
EXPERIENCE**

**STEP TO PUBLIC  
CLOUD**

Move to a public  
cloud model  
without moving to a  
public cloud

# Oracle Cloud at Customer



Same Cloud,  
Your Choice of Location



Comprehensively  
Managed by Oracle

Oracle  
Cloud Machine

Exadata  
Cloud Machine

Big Data  
Cloud Machine





# Global Momentum

Adopted by customers in 6 continents and 30 countries within 12 months of introduction





## Migrate Many Workloads

Move thousands of large scale Oracle databases plus associated applications to Oracle Cloud

## Fast and Responsive

Optimize Field Service for 70,00+ technicians using ML

## Solution

Oracle CX, Oracle Cloud Platform—Database, Exadata Compute, Network, Storage, Cloud at Customer

## Virtualize the Network

Move 75% of core network functions to the Cloud by 2020 to enable seamless user experience

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## Hybrid Data Center

64 institutions to transform IT infrastructure with public cloud while keeping data behind firewall

### Flexibility

Provision virtual machines, replicate mission critical data for disaster recovery, and rapid test/dev

### Solution

Oracle Cloud Platform—Cloud at Customer

### Continuous Innovation

- Deliver best learning experiences for students and staff
- Reduce individual data center footprints and costs
  - Comply with stringent regulatory mandates

The Oracle logo, featuring the word "ORACLE" in white capital letters on a red rectangular background.

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## Digital Transformation

Transform healthcare delivery agility and time to market by moving to demand-based cloud services

## Secure

Comply with data residence regulation to protect patient privacy behind firewall and at high performance

## Solution

Oracle Cloud Platform—Cloud at Customer

## Foundation for Innovation

- Rapid app dev in hybrid cloud with no rewrite
- 18% lower TCO from data center consolidation

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## Take the Next Step

- Get a [trial of Oracle Cloud](#)
- Learn more: [Oracle Cloud at Customer website](#)



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# Integrated Cloud

## Applications & Platform Services

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