

Oracle Cloud Computing
Solid foundation.
Elastic cloud.

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DIGITAL GOVERNMENT SUMMIT

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TRENTON, N.J.
MAY 29 & 30, 2013

Cloud: Is it Ready for Prime Time?

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May 29, 2013







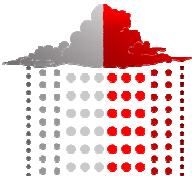


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CLOUD COMPUTING



The following is intended to outline our general product direction. It is intended for information purposes only, and may not be incorporated into any contract. It is not a commitment to deliver any material, code, or functionality, and should not be relied upon in making purchasing decisions. The development, release, and timing of any features or functionality described for Oracle's products remain at the sole discretion of Oracle.



Customers Have Multiple Options with Cloud

Deployment Model	Service Model	Operating Model
 Private	 Applications (SaaS)	 Customer Owns Customer Operates
 Public	 Platform (PaaS)	 Customer Owns Provider Operates
 Hybrid	 Infrastructure (IaaS)	 Provider Owns Provider Operates

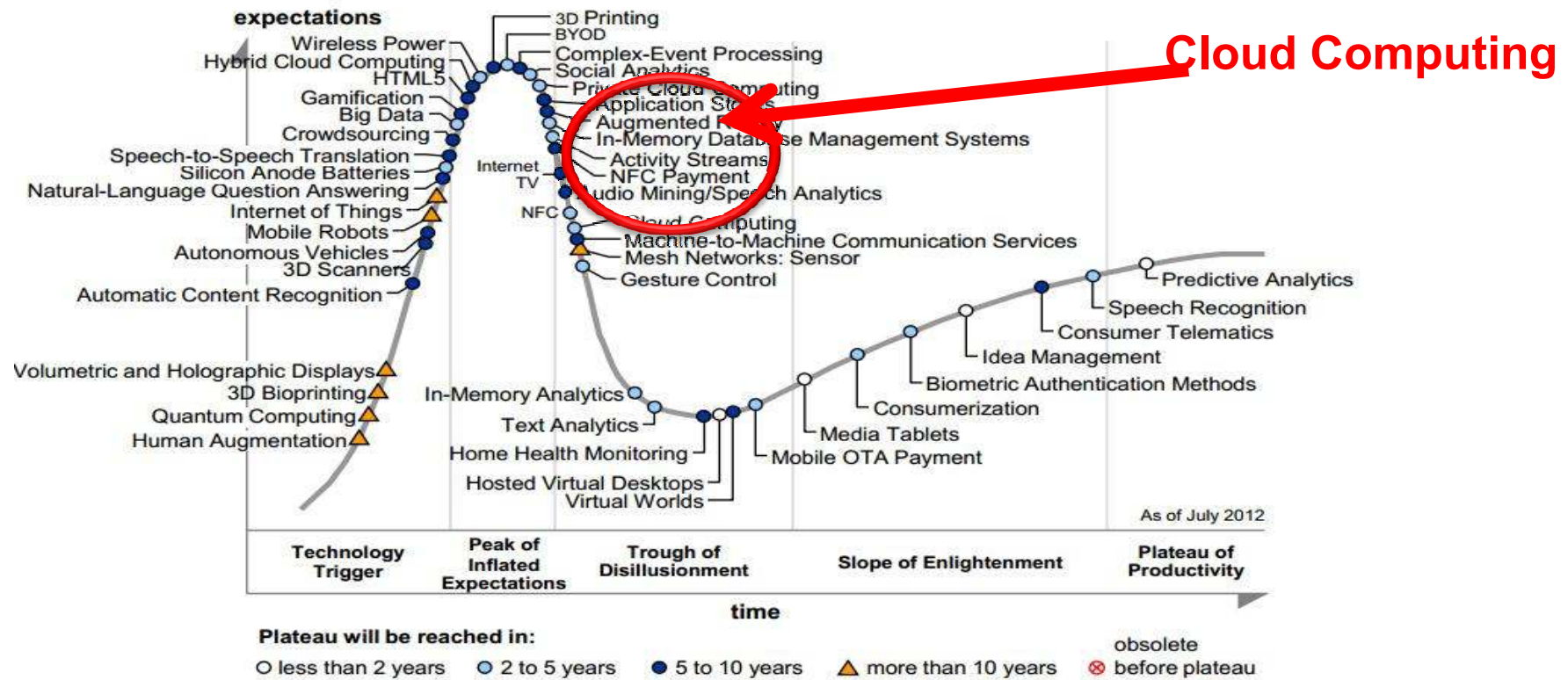


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What We Are Seeing?

Gartner Gets it Right!



Euphoria to Reality

Run anything on Cloud and Save Money – No CAPEX!

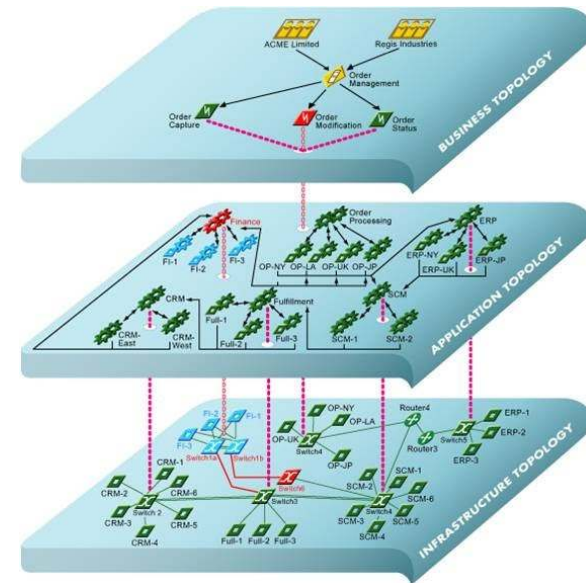
- Funding model challenges
- Variable OPEX restricts “off-premise” clouds
- Color of Money – Chargeback and Ownership



Euphoria to Reality

Cloud Guarantees High Availability and Disaster Recovery!

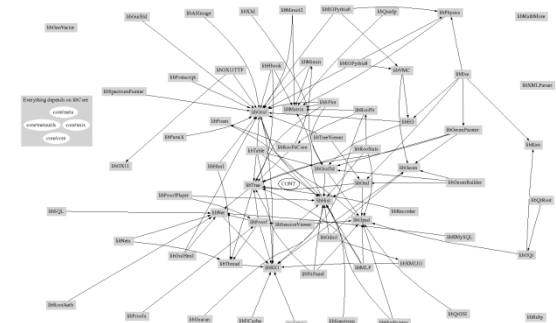
- Cloud Providers Limited to Understanding Infrastructure
- Application Knowledge Critical for Disaster Recovery



Euphoria to Reality

It is Easy to Move to a Cloud environment!

- Need to understand Data
- Need to understand Application Dependencies
- Be aware and cognizant of Vendor lock-in





Cloud – Current Trends

Data Center Consolidation is the new Private Cloud

- Server Consolidation
- Service Consolidation – Database as a Service

What are customers looking for?

- Integrated Pre-Engineered Hardware-Software solutions
- Improve manageability
- Improved Security

Software as a Service - Messaging, Productivity, HRMS, CRM

What are customers looking for?

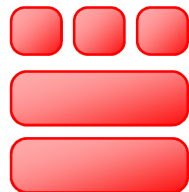
- Secure data and user integration with existing legacy systems
- How to avoid vendor lock in?

Flexible Adoption – Roadmap to Cloud



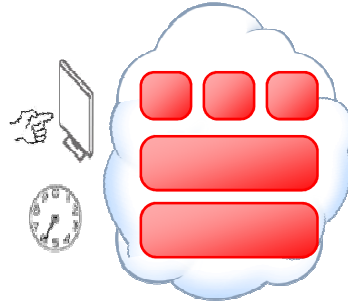
Traditional Silos

- Physical
- Dedicated
- Static
- Heterogeneous



Consolidated

- Virtual
- Shared platform & shared infrastructure
- Dynamic
- Standardized platform & infrastructure



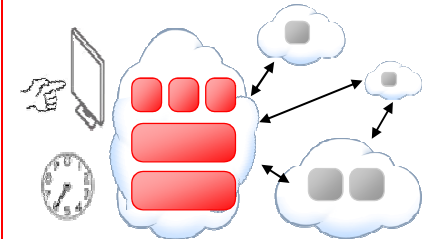
Private Cloud

- Self-service
- Auto-scaling
- Metering & chargeback
- Capacity planning



Public Cloud

- Specialized
- Shared
- Standardized



Hybrid Cloud

- Federation across public & private clouds
- Interoperability
- Cloudbursting

Start with consolidation • Extend to private cloud • Use public cloud where appropriate

Private IaaS vs. Private PaaS

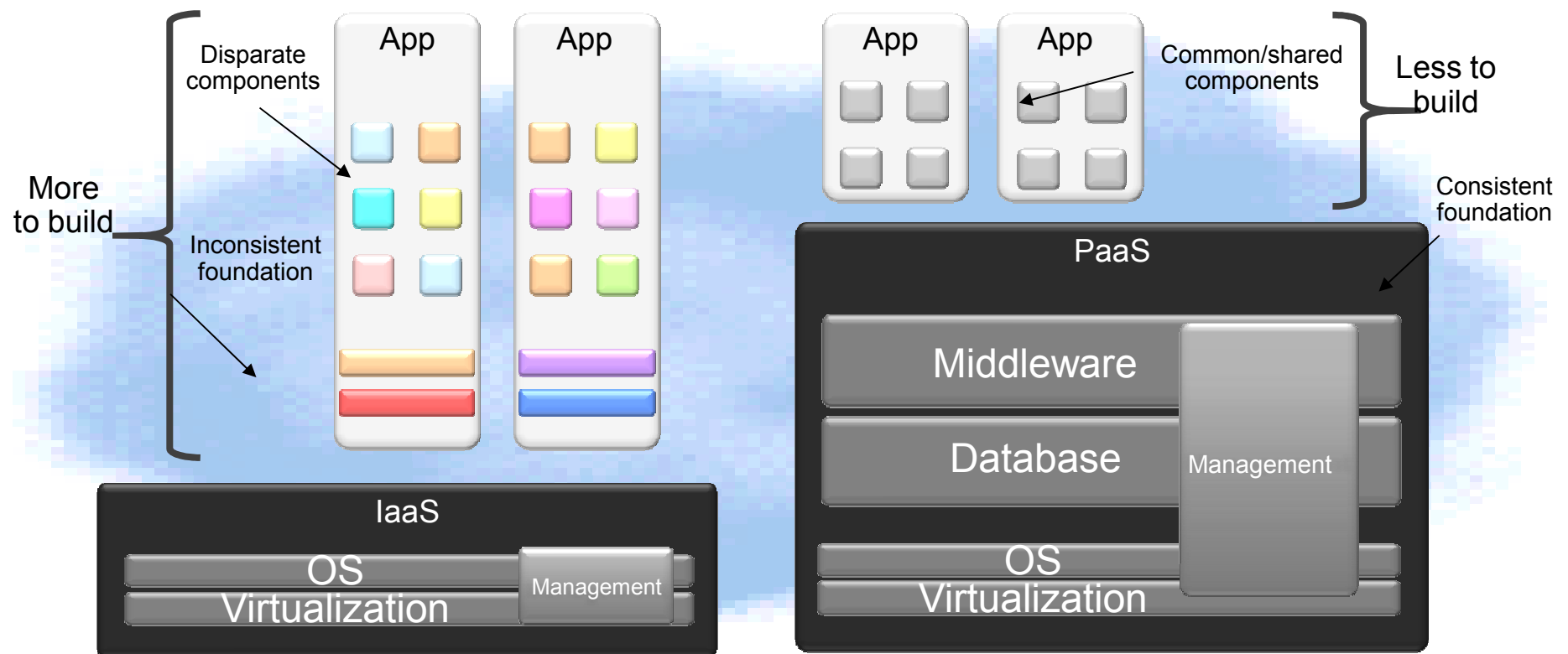
PaaS Is the Natural Strategy for S&L Enterprises

IaaS

- More freedom
- More work

PaaS

- More secure
- More manageable
- More agile
- More efficient



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The background of the top half of the slide is a solid red color. It features a 3D isometric graphic of a city skyline composed of various-sized cubes and rectangular blocks. Some blocks are light red, while others are a darker shade of red, creating a sense of depth and perspective. The blocks are arranged in a way that suggests a modern, digital cityscape.

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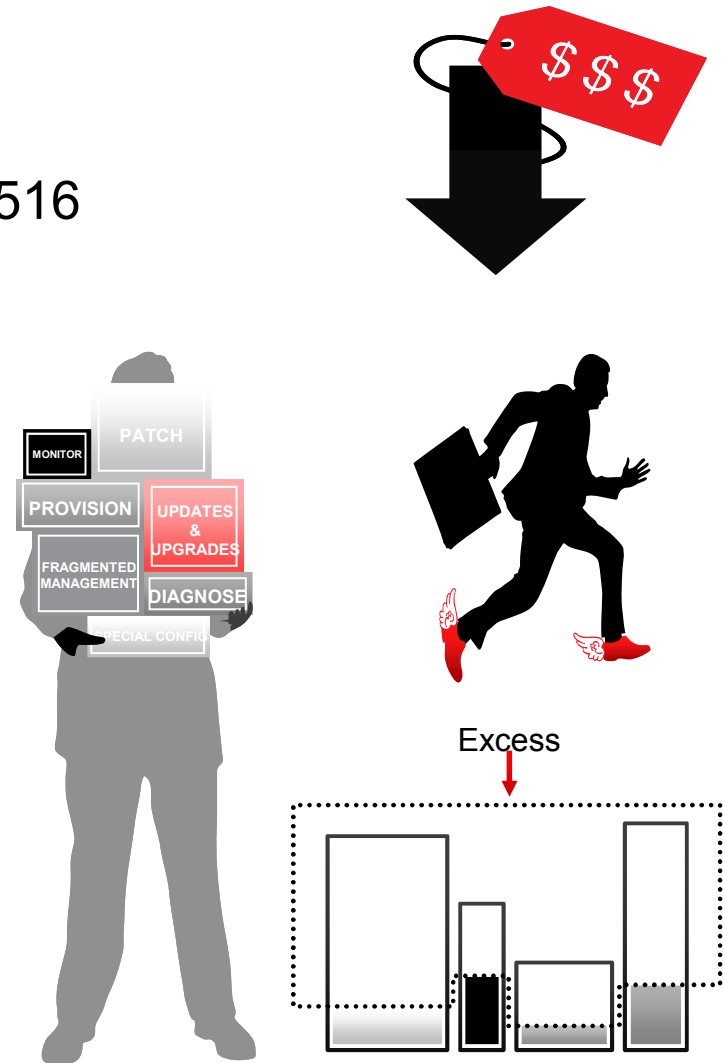
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PaaS Real World Example – State of Texas IT (DBaaS)

Texas Government IT Transformation

Business Drivers and Challenges

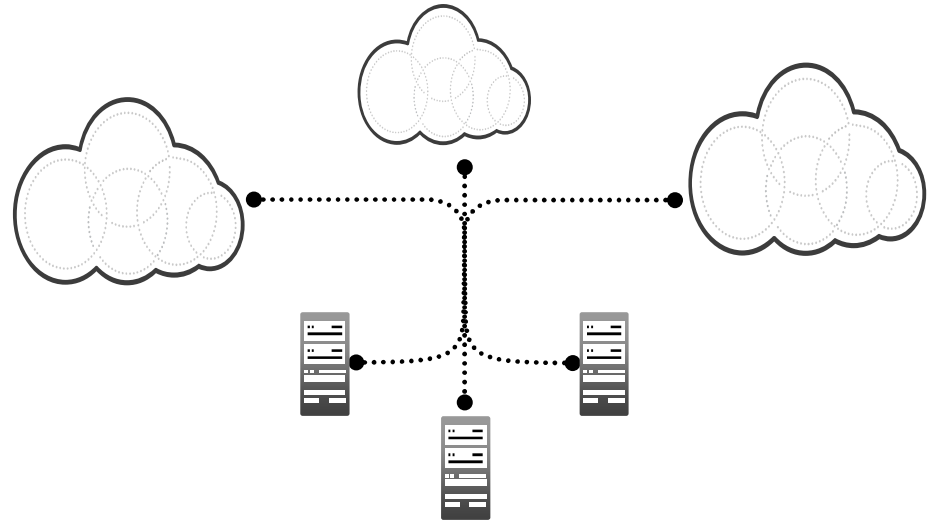
- Meet 2013 Texas Legislative Goals - HB 1516
- Control Costs
- Create OpEx IT Business Models
- Re-align with Strategic Initiatives
- Meet IT Demand – Reduce Backlog
- Silos & Underutilized Assets
- Government Budgets
- Complexity & Security risks
- Reduce Time to Deployment
- texas.gov Success Set New Expectations



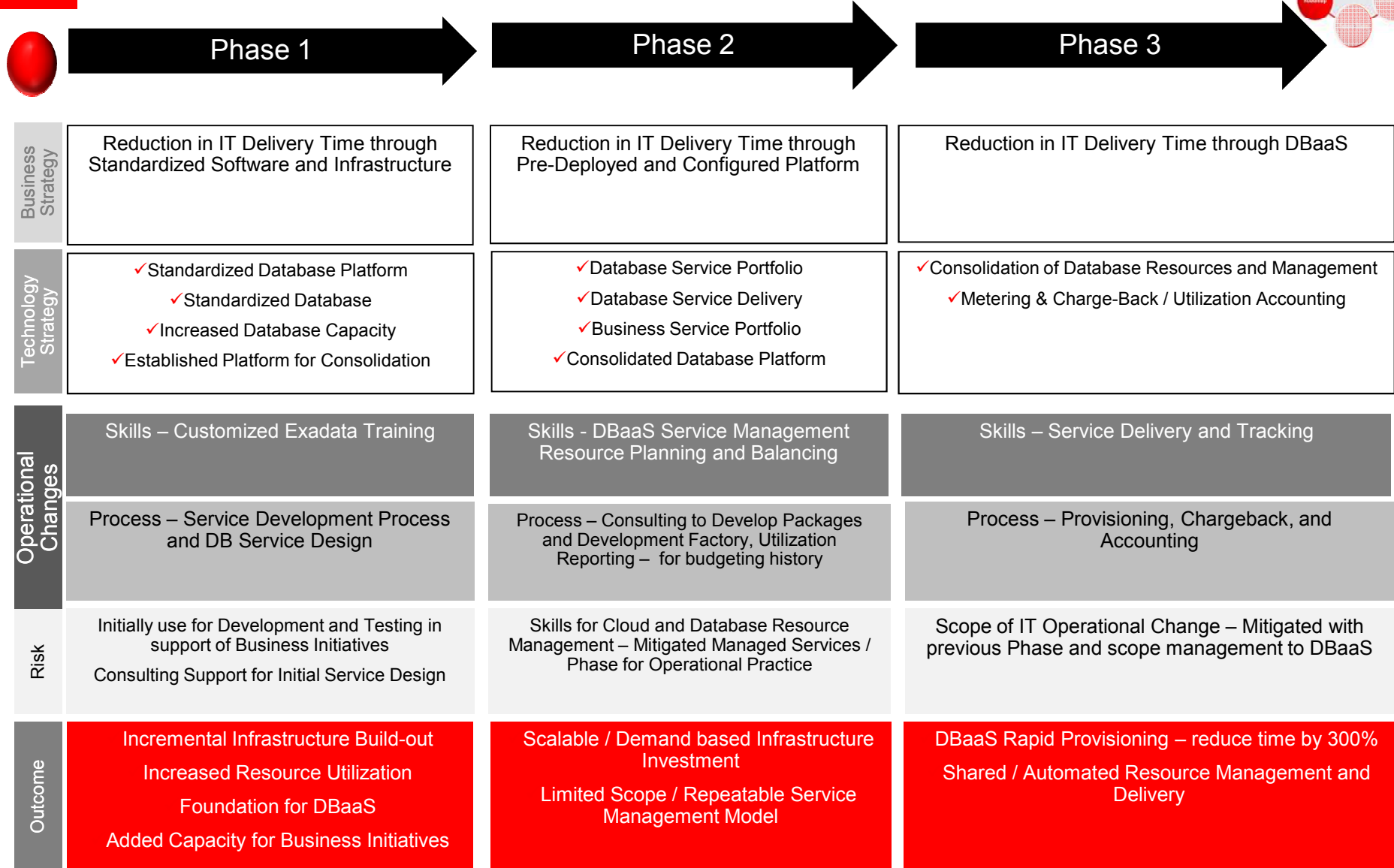
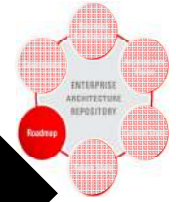
Texas Government IT Transformation

Why a private Cloud?

- Promote “Shared Services” paradigm
- Consolidation of Underutilized Assets
- Standardization & Simplification
- Control & Transparency
- Quick Time to Value
- State Wide Application



DBaaS Phased Roadmap



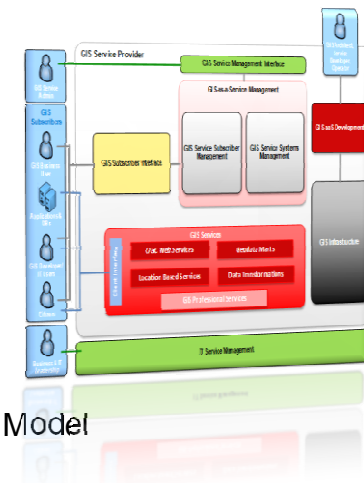
Texas IT Transformation

TRACKS

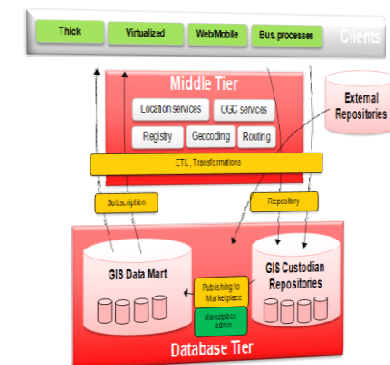
- **DBaaS – Migration Stage**
 - Exadata
- **PSFTaaS – Projected June 2013**
 - Exadata & Exalogic
 - BRM + BI + Content Value Add
- **Unix-aaS – Projected CY 2013**
 - SSC
- **Security-aaS – Projected CY 2013**

COMMON SOLUTION FRAMEWORK

- Use Cases
- Capability Model
 - Business Service Catalog
 - Logical Architecture
- Technical Service Catalog
- Business Architecture / Cost Recovery Model



Area	Current State	Target State	Key Initiatives	Key Milestones	Key Deliverables	Key Risks	Key Success Factors
1.1	Current State: Manual data entry and processing.	Target State: Automated data entry and processing.	Key Initiatives: Implementing automated data entry and processing.	Key Milestones: Completion of automated data entry and processing.	Key Deliverables: Automated data entry and processing.	Key Risks: Data loss, system downtime.	Key Success Factors: Automation, data security.
1.2	Current State: Manual data entry and processing.	Target State: Automated data entry and processing.	Key Initiatives: Implementing automated data entry and processing.	Key Milestones: Completion of automated data entry and processing.	Key Deliverables: Automated data entry and processing.	Key Risks: Data loss, system downtime.	Key Success Factors: Automation, data security.
1.3	Current State: Manual data entry and processing.	Target State: Automated data entry and processing.	Key Initiatives: Implementing automated data entry and processing.	Key Milestones: Completion of automated data entry and processing.	Key Deliverables: Automated data entry and processing.	Key Risks: Data loss, system downtime.	Key Success Factors: Automation, data security.
1.4	Current State: Manual data entry and processing.	Target State: Automated data entry and processing.	Key Initiatives: Implementing automated data entry and processing.	Key Milestones: Completion of automated data entry and processing.	Key Deliverables: Automated data entry and processing.	Key Risks: Data loss, system downtime.	Key Success Factors: Automation, data security.



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Find out more at: <http://www.oracle.com/us/corporate/profit/current-issue/features/010313-texas-1898644.html>

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Summary

Governance Steps to Building Cloud

Service Catalog

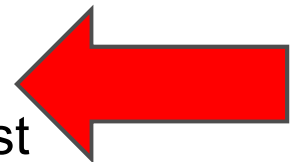
What to build?

**Demand
Management**

Is there demand for what is to
be built?

**Financial
Management**

How do you arrive at an
economical and predictable cost
model?



**Capacity
Management**

Ability to Provision and De-
Provision based on demand
usage

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Q & A

Hardware and Software

The Oracle logo, consisting of the word "ORACLE" in white, uppercase, sans-serif font, centered within a solid red rectangular bar.

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Engineered to Work Together