



Why and how our customer use Oracle Cloud

Security Roundtable May 2023

4. May 2023

Agenda

Oracle Cloud Infrastructure

- **Why it is superior**
 - **Billy Kneubühl**
- **Technical Advantages**
 - **Andreas Ueltschi**
- **Contractual Landscape**
 - **Pejman Madani**

We've transformed from a product vendor to a cloud service provider

Customer choice - our products are available on-prem and in the cloud

Most flexible deployment choices with Oracle cloud - same services available on public cloud, your data center, and at the edge

Largest cloud portfolio - complete IaaS, PaaS, SaaS, and DaaS offering

Open standards - Brand-new cloud infrastructure platform with 80+ unique services

Largest open-source provider worldwide – Java, Linux, ...

Large **partner ecosystem** and alliances with global IT vendors

OCI Regions – Global Footprint

March 2023: Global: 41 Regions Live

100%
renewable
energy used for
Oracle Cloud
data centers in
Europe (today);
All regions (by
2025)



- Same Architecture
- Same Services
- Same Prices

- 34 Commercial
- 8 Commercial Planned
- ◻ 2 Sovereign Planned
- 7 Government
- 12 Microsoft Azure Interconnect

Oracle Cloud Region Delivery

Technical parity between all regions—Everything Everywhere™

SOVEREIGN CLOUD
UNCLASSIFIED TO TOP SECRET CODEWORD

Oracle offers a variety of region deployment models, all offering the **same products and services**

The primary differences between the region types are:

- Internet connectivity
- Who can access them
- Who performs operations
- Where they are located
- How they are accredited

“Oracle has the unique ability to offer the full range of its public cloud integrated IaaS+PaaS offerings...”

Gartner

PUBLIC CLOUD

	Sovereign Options			ISOLATED CLOUD
				
	Public Cloud	Government Regions	Dedicated Regions	Isolated Regions
Internet-connected	Internet-connected	Internet-connected	Internet-connected	Disconnected/Isolated
Multi-tenant	Multi-tenant	Multi-tenant	Single-tenant or customer-controlled multi-tenant	Single-tenant or customer-controlled multi-tenant
Public	Public	Government	Commercial or Government	Government/Defense/Intel
Standard industry certifications (e.g., SOC, PCI, HIPAA)	Standard industry certifications (e.g., SOC, PCI, HIPAA)	Specific government certifications (e.g., FedRAMP, Cyber Essentials)	Customer Defined	Customer Defined
Shared ops teams	Shared ops teams	Ops teams that meet certain gov requirements	Shared ops teams	Dedicated ops teams with clearance by customer
Highly secure software delivery	Highly secure software delivery	Highly secure software delivery, that meets gov requirements	Highly secure software delivery	Customer pre-approved highly secure software delivery process



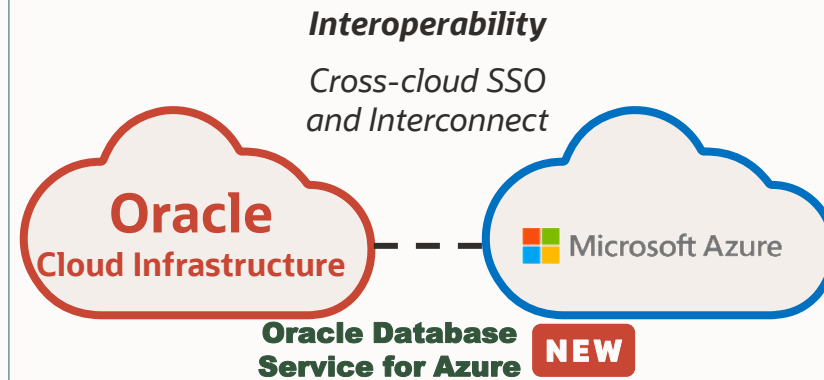
Multi-cloud: Oracle natively supports multi-/ hybrid-cloud strategies through strong alliances to improve your performance

200+ customers onboarded and improved their performance

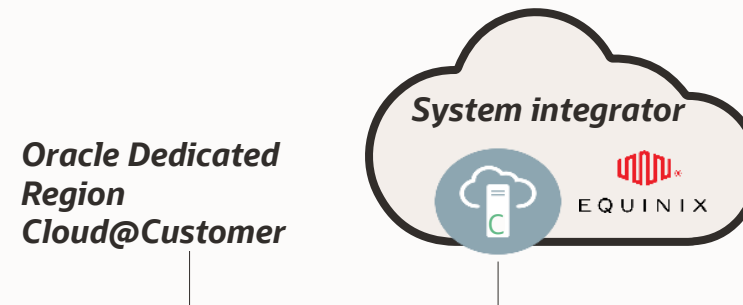
Enablers

- **Strategic Partnership** with **MSFT Azure** (11+ Regions interconnected): **low-latency** network, **unified identity**, **unique focal point for Operations and Support**
- **Co-location** in the same data centres
- **FastConnect** and **connectivity** for **low latency connections**
- **DC decentralized** with **Cloud@Customer**, **Dedicated Regions** and **Edge**
- Full **hybrid integration** and **portability** for **VMWare – Strategic Partnership**

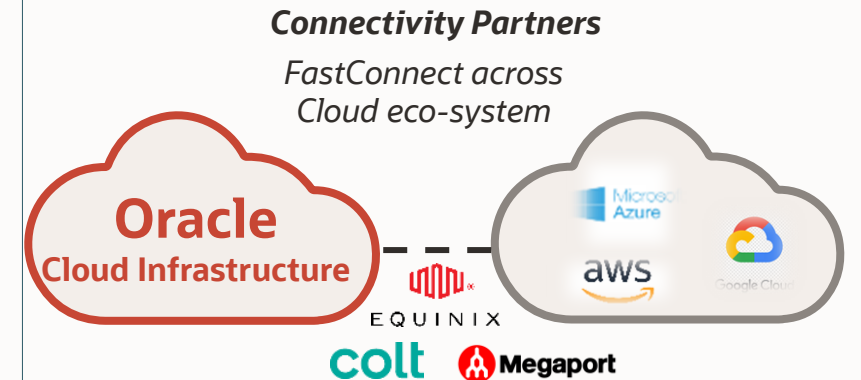
Enterprise Interconnect



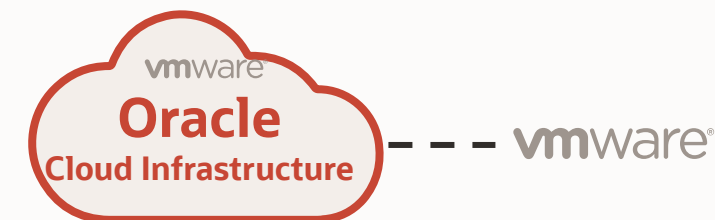
Cloud Adjacent



Enterprise Connection



Cloud Adjacent



Oracle had the strongest increase in Gartner’s Cloud Capabilities ranking among the hyperscalers, surpassing Google Cloud

Oracle Cloud Infrastructure top-ranked for databases and with increasing scope and strength in IaaS

OCI with strongest increase in Cloud capabilities

Gartner®	ORACLE		aws	Azure
2021	78%	75%	94%	84%
2020	62%	71%	93%	78%
2019	38%	49%	88%	66%
3-year change	+40%	+26%	+6%	+18%

Source: <https://clouddecisions.gartner.com/a/scorecard/#/iaas>

OCI scores 90% (vs. Azure 92%) of required criteria and 100% for Compute, Storage, Networking, and Software Infrastructure

<https://www.oracle.com/cloud/what-is-iaas/gartner-oci-scorecard/>



OCI has the **HIGHEST satisfaction** score of all IaaS vendors from 935 customers surveyed in **IDC’s 2020 Industry Cloud Path Survey** – and OCI also has the **BIGGEST YoY score increase**

Oracle tops critical capabilities for Cloud DB Management

Gartner®		 ORACLE®		 aws	 Azure	
Transactional	Traditional transactions	1	8	6	3	
	Stream / event processing	1	8	6	4	
	Transactional operational intelligence	1	12	7	3	
	Augmented transaction processing	1	12	8	3	
Analytical	Analytical operational intelligence	2	7	12	9	
	Data Lake	2	6	10	7	
	DWH	2	7	5	6	
	Logical DWH	3	10	9	6	
Source: Gartner		Average ranking	1.6	8.7	7.9	5.5

Source: Gartner



The Security-First Cloud

“We took a different technical approach to design a platform for enterprises with data security concerns.”

Don Johnson
EVP Oracle Cloud
Infrastructure



Security Throughout The Supply Chain



We built our cloud from the ground up to break the rules

11 years after the first generation of cloud, we started with a clean sheet



Off-box virtualization

The way we manage OCI is entirely separate from your resources, maximizing isolation, performance, and security



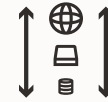
Nonblocking networks, minimal charges

We optimized our networks so you get guaranteed bandwidth between your resources, with 90% lower costs to access data and 80% lower costs to serve data



Maximum computing density per MW

We pack over 230,000 cores into each megawatt and can deliver an entire cloud region in only 12 racks



Flex infrastructure

You can choose exactly the amount of cores, memory, and storage performance you need, and pay for exactly that, minimizing waste



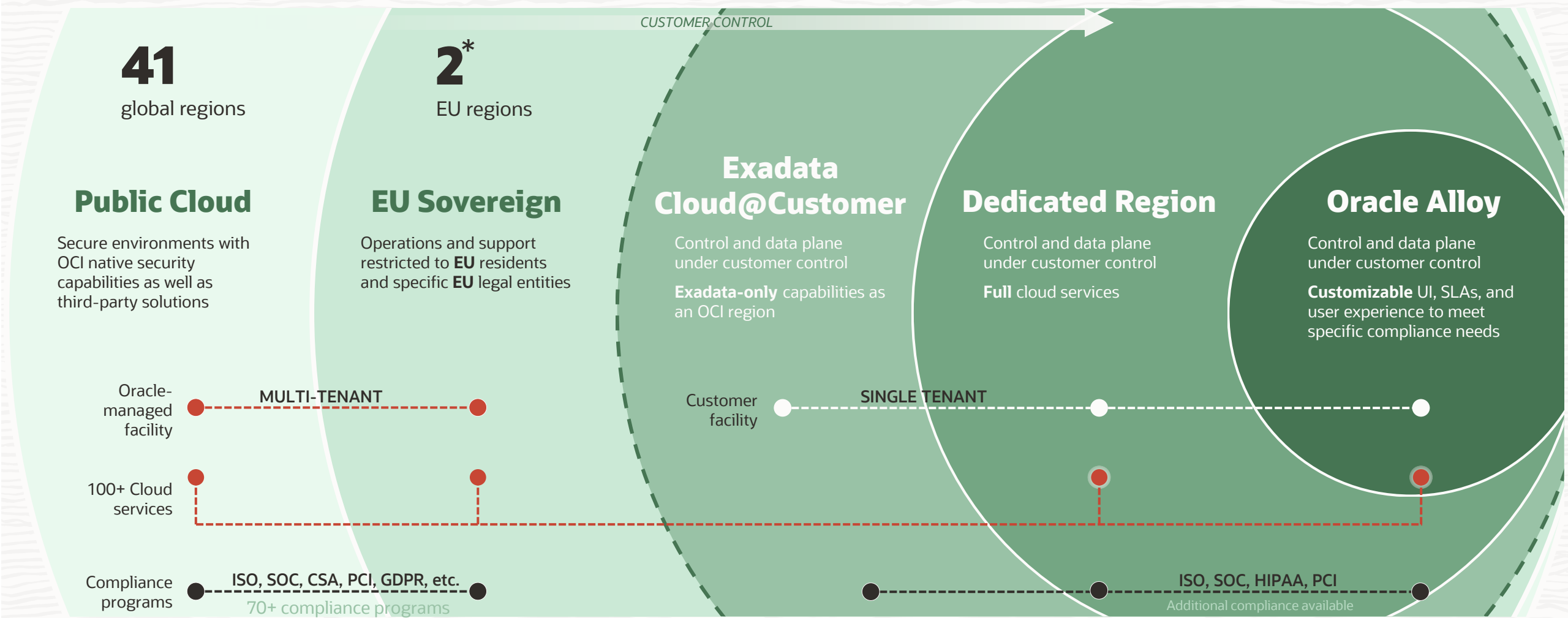
Simple, predictable pricing

Our pricing is simple to understand, 50-90% lower than other hyperscalers, and consistent worldwide, so you get predictable savings with no surprises

Oracle offers a full stack of cybersecurity capabilities



OCI's Distributed Cloud enables customer control



We manage 70+ compliance programs to support your regulatory needs

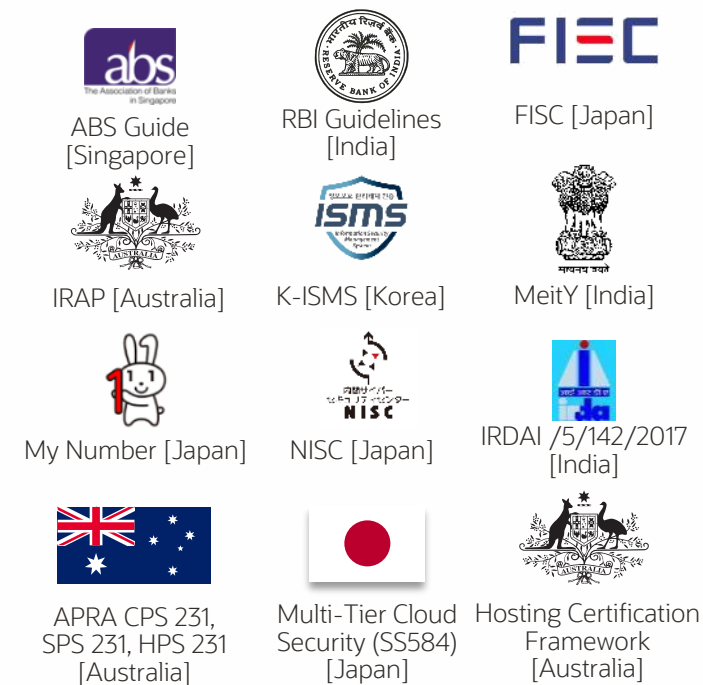
Americas



EMEA



JAPAC



Global



SOC 1 : SOC 2 : SOC 3



9001 : 27001 : 27017 :
27018 : 27701 : 20000-1



Level 2



DSS COMPLIANT

Level 1



GxP



Thank You!

We look forward to
collaborating with you
on your cloud journey!





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