

Partnership · 25+ years
Strategic · 140000 joint
customers · Innovation ·
Customer Success · Oracle ·
Award Winning · Proven ·
Integration · Co-opetition ·
Success · Executive ·
Technology Enablement ·
P e r f o r m a n c e ·
Development · Optimized ·
Lowest Total Cost of
Ownership · Leadership ·
Investment · Roadmap
Complimentary Strategy
· Industry Solutions ·
Upgrading · Superior
Support · Client Value ·
Choice · World Class

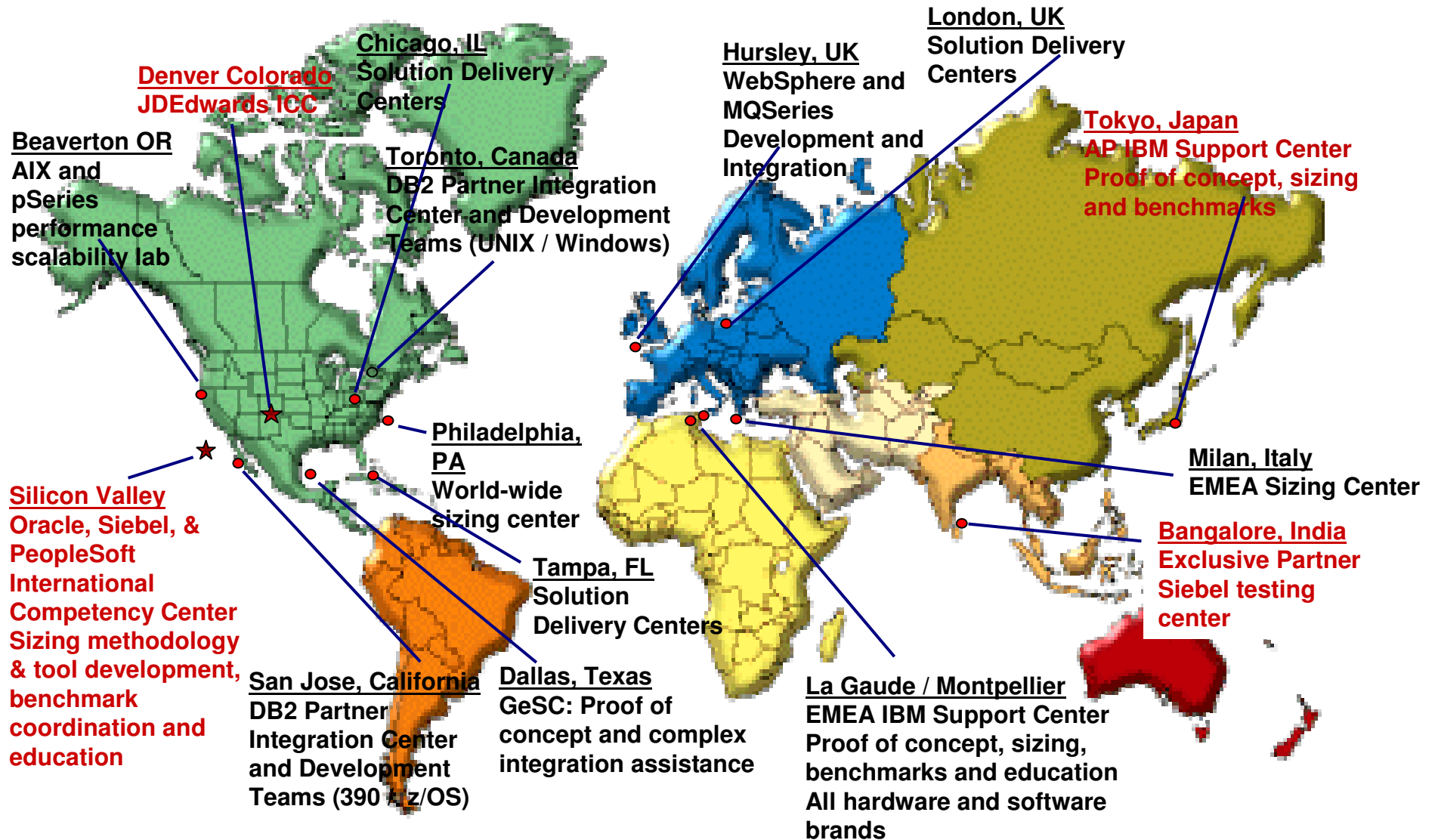


The IBM Investment for Oracle Solutions Development, Enablement and Support

- **80+** People dedicated full time to Oracle & IBM product development & sizing
 - For Oracle Technology and Applications (EBS, JD Edwards, PeopleSoft, Siebel)
 - Future joint offerings (new Oracle products on IBM AIX, Power Systems, Linux)
 - Sizing Tools, white papers, education, technical support
 - Dedicated on-site critical situation team
- Over **>170** professionals world wide for sales & technical support
 - Fully staffed Competency Centers in the Americas, Asia and Europe
 - Alliance Team and Solutions Sales in all geographies
 - Regional Sizing Centers
- Over **1,000 IT IBM assets** valued at \$75,000,000 on loan to Oracle Technology and Applications



IBM and Oracle Joint Presence Centers



- **IBM Services and Solutions for Oracle Applications**
 - Collaborating on strategic solution development
 - Collaborating on marketing campaigns, joint references, case studies
 - Identifying opportunities to team proactively to develop client opportunities

- **IBM Technology for Oracle Apps and Tech Software**
 - Collaborating with Oracle at the technology enablement level for customer choice and investment protection
 - Competing in the field for the customers' platform decisions
 - Collaborating on post sales technical support

Over 140,000 joint customers choose IBM platforms & services to help them get the most from their Oracle software, and they rely on IBM and Oracle to have a stable, predictable partnership in order to protect their current investments and future choices. Thus, strong collaboration around joint enablement of Oracle software on IBM HW/SW platforms continues apace.

- *A Collaborative Continuous Process between Oracle and IBM to ensure the Oracle Certification of IBM SWG and STG products at its most Current Releases with Oracle Product Releases **
 - *Applications Unlimited (PSFT, JDE, Siebel CRM, E-Business Suite)*
 - *Fusion Applications*
 - *Business Intelligence and EPM (BI Apps, OBI EE, Hyperion EPM)*
 - *Retail GBU (Retek, 360Commerce, ProfitLogic)*
 - *Communications GBU (Portal Software, MetaSolv)*
 - *Insurance GBU (AdminServer, Skywire)*
 - *Edge Applications: G-Log OTM, Agile PLM, Demantra*
 - *Oracle Technology (DB and RAC, Fusion Middleware, Enterprise Mgr)*
- *Focus on Currency and Parity*
- *IBM Cross-Brand Technology Focus (IBM SWG and STG Products): extended technical advocates from Dev Labs*

*

Continuous evaluation as new companies are acquired

Oracle's Suite of Products is Certified on all IBM Systems



Power AIX™



System z™



System x™



System Storage™



Power i™

- Technical Enablement
 - Ensuring solution combinations in the Product Availability Matrix have been tested
 - Prioritized focus based on customer requirements
 - PowerVM – Zero downtime hardware upgrades from Power6 to Power7 using Live Partition Mobility
 - Introducing next-generation IBM Technology into Oracle's development process eg. 1Gbit Ethernet & AME
- Validating Best-in-Class Systems for running Oracle Software
 - Benchmarks: E-Business Suite Order-to-Cash and Payroll, JDE EnterpriseOne, Oracle retail Markdown Optimization on Power7
 - Proofs of Concept: Oracle Virtual Machine (OVM) Capacity Testing
- World Wide resources for technical solution design and sales support of our joint customers
 - Geography-specific Technical Skills
 - Oracle Solution Center
 - IBM Oracle Center
 - International Competency Center
 - Joint Support Process



Developing



Optimizing and Proving



Delivering



Oracle Products Are Enabled Across IBM Software and Systems

Oracle Product	IBM Systems						Information Management	WebSphere – Integration	Tivoli	Lotus	Rational
	Power		X	Z							
	AX	Linux	IBM i	Lin-Win	Z/OS	Linux					
E-Business Suite		*									Performance Tester
Siebel CRM											Functional Tester Performance Tester
PSFT Enterprise											
JD Edwards EnterpriseOne											Rational App Dev
JD Edwards World											RD Power
Retail ▪ Retek ▪ 360Commerce											
Insur.: AdminServ, Skywire											
Telco ▪ Portal Software ▪ MetaSolv											
Transportation ▪ G-Log OTM											
Oracle Technology											

* Split Configuration – Database Server Tier only

+ Database server and Batch server

Certified by Oracle

Partner Validated

Oracle deliverables for IBM since the Sun Acquisition



<i>Oracle Solutions</i>	<i>Platform</i>	<i>Delivered</i>
Oracle DB 11gR2 DLPAR Support	AIX 5.3, 6.1	3Q 2010
Oracle DB 10Gigabit Ethernet Support (“grandfathered” to AIX 7 as well)	AIX 5.3, 6.1, AIX 7.1	2Q 2010 4Q 2010
Siebel CRM v7.8, v8.0 & v8.1	AIX 6.1	4Q 2010
Oracle Agile PLM 9.3 on AIX	AIX 6.1	2Q 2010
Oracle DB 11gR2 on AIX 7	AIX 7.1	4Q 2010
Fusion Middleware 11.1.1.4, 11.1.1.5	AIX 7.1	1Q 2011
Hyperion EPM 11.1.2.1 on AIX	AIX 6.1, AIX 7.1	2Q 2011
WebLogic Server 10.3.3	AIX 5.3, AIX 6.1, Linux on System z	2Q 2010
EBS V12.x Full Port Native on Oracle 10gR2	Linux on System z	3Q 2010
EBS V12.x Full Port Native on Oracle 11gR2	Linux on System z	2Q 2011
WebLogic Portal 10.3.2 on Linux for z	Linux on System z	1Q 2010
Oracle DB 11gR2 on Linux for z	Linux on System z	1Q 2011
SOA and WebCenter 11gR1 on Linux for z	Linux on System z	1Q 2011
Tuxedo 11gR1 on Linux for z	Linux on System z	1Q 2011
Oracle Validated Configuration (OVC) for OVM on System x3850	OVM 2.2.1 (System x)	4Q 2010

System z is proving to reduce operating costs, particularly those related to systems management, energy consumption, floor space, storage, and networking costs.

- System z sales revenues in 4Q 2010 grew 69% year over year, best in the last decade!

- Positive results continue in 1Q 2011 revenue up 41% year over year, MIPS up 34%.

Source: IBM 1Q'11 Earnings Report

- System z recognized as leader by Analysts: IDC and Gartner

- The *alleged* mainframe skills gap is being successfully addressed.



- Share gain 13 pts YTY, MIPS grew 58%
- Shipped nearly 500 zEnterprise Systems since July 2010 launch
- Added 60+ new customers in 2010, 24 in the fourth quarter alone



- IDC's Worldwide Server Tracker 4Q10 \$250K+ indicates IBM was the leader at 37% revenue share, growth up 69% and share gain of 9 points Source: IDC WW Server Tracker Results 4Q'10 and FY 2010
- Gartner WW Server Tracker indicates System z held #1 position at 43.9% share up 9.1 pts by revenue growth of +15% YTY in a market that was down -9% Source: Gartner WW Server Tracker Results 4Q'10 and FY 2010



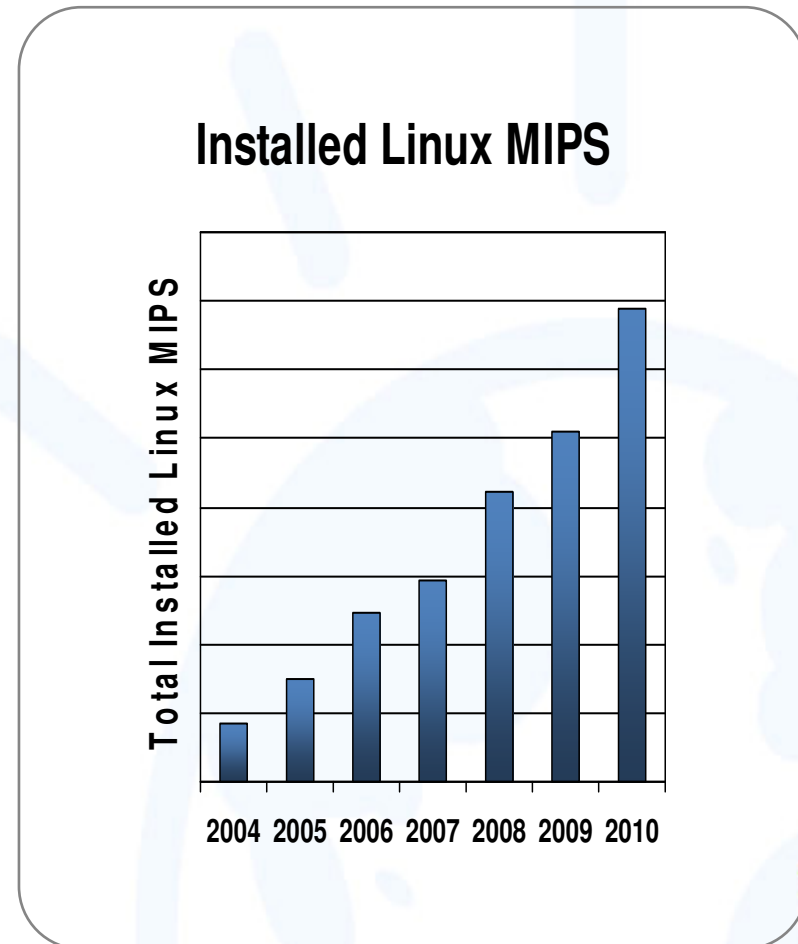
- There are now 814 schools (60% outside the U.S.) involved in the [IBM Academic Initiative for System z](#), and just under 33,000 students have gone through the program



The Opportunity - Linux Growth on IBM System z Continues

Installed Linux MIPS at 42% CAGR*

- The momentum continues:
 - Shipped IFL volumes increased 34% from 4Q09 to 4Q10
 - Installed IFL MIPS increased 35% from 4Q09 to 4Q10
- Linux is 19% of YE 2010 System z customer install base (MIPS)
 - YE 2009: 16% of install base
- Linux revenue grew 34% YTY in 4Q10
- 80% of the top 100 System z clients are running Linux on the mainframe
- More than 3,000 applications are available for Linux on System z
- Virtualization gold standard with z/VM



* Based on YE 2004 to YE 2010



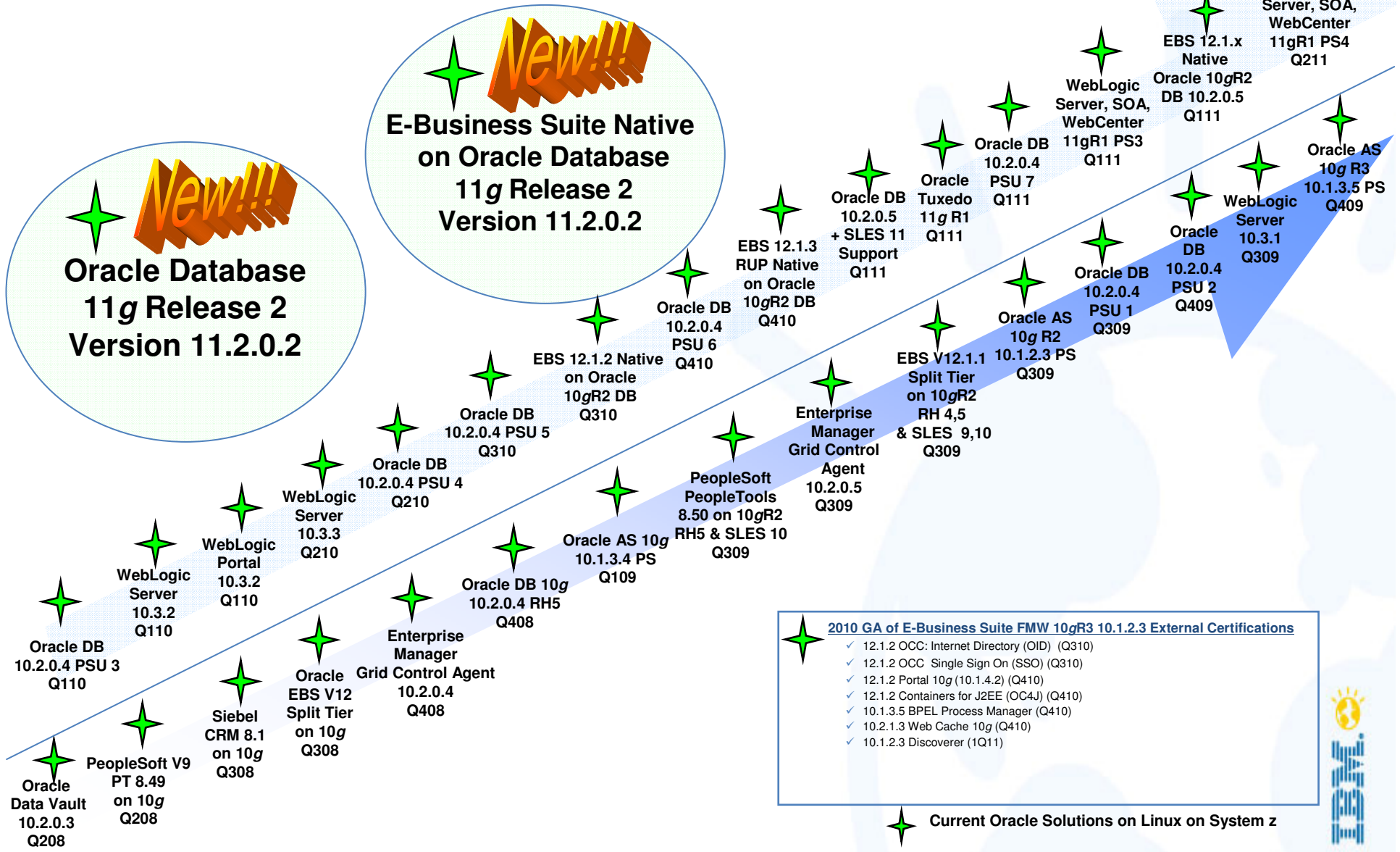
- More than \$1 Billion invested
- More than 15,000 customer engagements in Linux
- Worldwide Customer Support teams
 - 32 Linux technology Centers
- Customer access to worldwide Linux development teams
 - IBM Linux Technology Center - distributed worldwide
 - 8 Linux Centers of Competency including Brazil, Russia, India, China
 - 600+ Developers on Linux and OSS related to Linux ecosystem
 - Depth and breadth across 150 Open Source projects
 - Linux Advocates assigned to customers for advanced uses of Linux
- Linux sales specialists
- Linux Advocates for IBM middleware integration (e.g. Tivoli®) with Oracle solutions from IBM's Linux Integration Center
- Comprehensive Developer support on IBM developerWorks® Linux Zone
- Nearly 1000 Utilities and Application solutions for Linux on System z
- Dedicated Linux engineering team
 - Writing code: scheduling, memory management, clustered file system
 - Contributes to the mainline kernel
- Unbreakable Linux program
 - Directly diagnose and fix customer reported P1 issues underneath Oracle products
- Linux is the base development platform
 - Over 9,000 developers use Linux
- Key internal systems migrated to Linux
 - Oracle development organization
 - Oracle.com
 - Oracle Files Online
 - Oracle demo systems
 - Oracle financial systems
 - Oracle On Demand



IBM mainframe – the first IBM server to announce support for Linux – May 2000

Linux on System Servers z with Dedicated Porting Teams

IBM System z & Oracle Solutions Delivered



- 2010 GA of E-Business Suite FMW 10gR3 10.1.2.3 External Certifications**
- ✓ 12.1.2 OCC: Internet Directory (OID) (Q310)
 - ✓ 12.1.2 OCC Single Sign On (SSO) (Q310)
 - ✓ 12.1.2 Portal 10g (10.1.4.2) (Q410)
 - ✓ 12.1.2 Containers for J2EE (OC4J) (Q410)
 - ✓ 10.1.3.5 BPEL Process Manager (Q410)
 - ✓ 10.2.1.3 Web Cache 10g (Q410)
 - ✓ 10.1.2.3 Discoverer (1Q11)

Current Oracle Solutions on Linux on System z



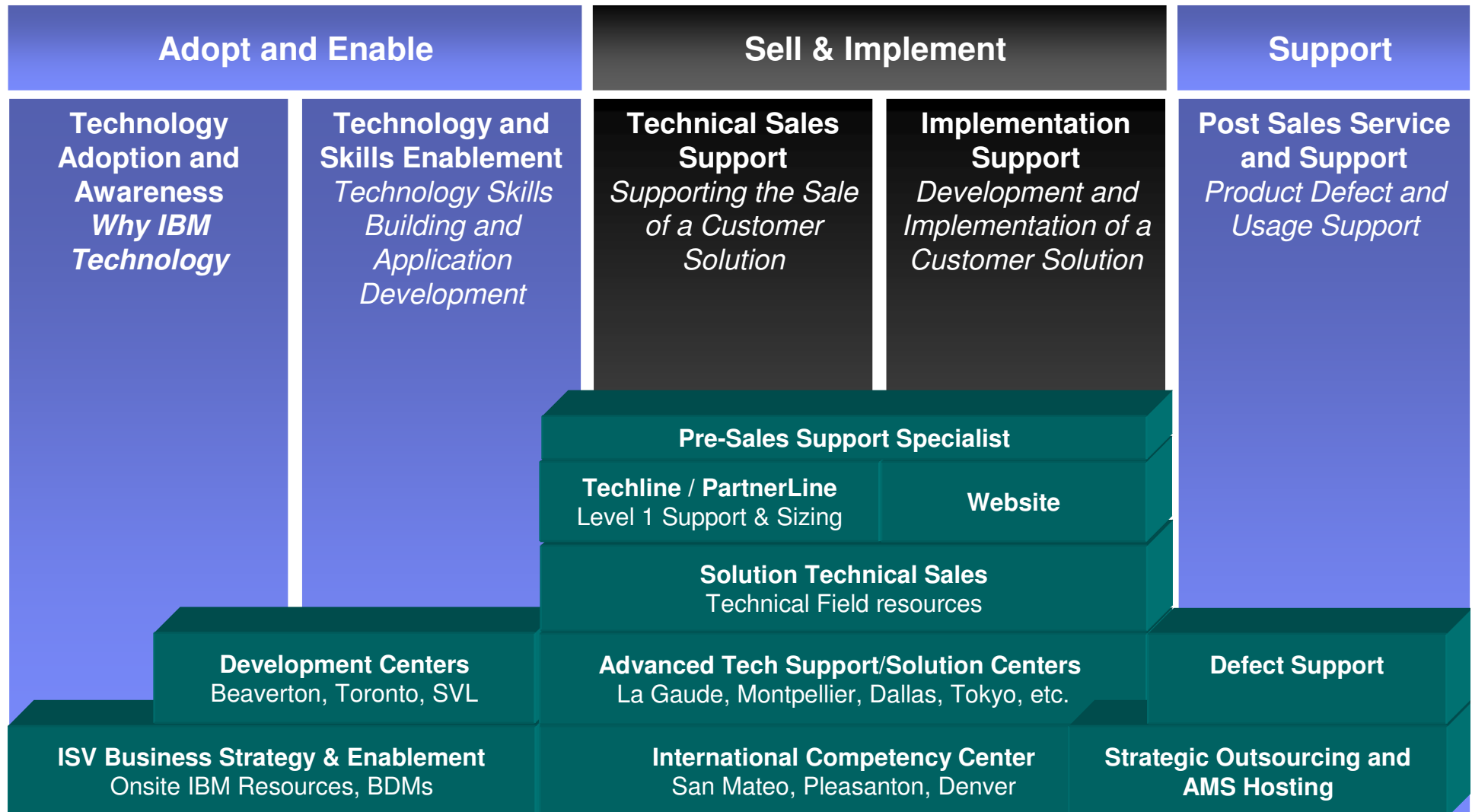
Oracle's Roadmap Continuation on System z

- Oracle's most current database release is 11g Release 2 Version 11.2.0.2, certified and available on Linux for System z.
 - *Oracle and IBM have increased investments in Linux on System z server-based solutions and have an externally published roadmap. There is a dedicated development team to port Oracle products to Linux on System z. The intent is to make products available for Linux on System z in a more timely fashion.*
 - IBM Oracle On The Air Webcast "Oracle 11g Release 2 Database on Linux for IBM System z Replay"
 - w3-03.ibm.com/sales/support/ShowDoc.wss?docid=EDAR-6SPRFX&infotype=SK&infosubtype=W0&node=clientset.IA|businesstopic.T5000|businesstopic.T5160
 - or The IBM Oracle Virtual University at <http://events.unisfair.com/index.jsp?eid=347&seid=1284>
- Oracle's most current Fusion Middleware release is 11gR1 of WebLogic Server, SOA, WebCenter certified and available on Linux for System z, and continue to be delivered on the same day as other platforms, most recent in Q211 PSU4.
- Applications certified and available on Linux for System z including:
 - Oracle's most current E-Business Suite release V12.1.3, Native on Linux for System z
 - Delivered on May 2nd 2011 on Oracle Database 11g Release 2
 - Oracle's most current PeopleSoft release is V9.1, split-tier on Linux for System z
 - Delivered on April 29th 2011 on IBM's most current DB2 z/OS V10
 - Oracle's most current Siebel release is V8.1.1, split-tier on Linux for System z

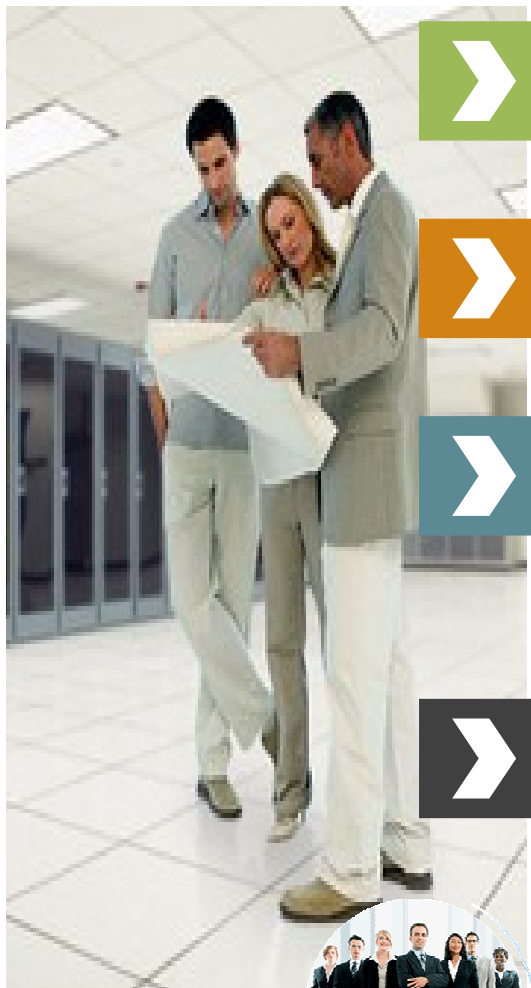




IBM Support Structure with Oracle linkages



The IBM Oracle Center



OUR MISSION

Help IBM customers to deliver integrated solutions with Oracle Software Products on IBM Infrastructures

OUR STRENGTH

Cross platform team with strong knowledge on Oracle products and a wide network within IBM and Oracle ecosystem

OUR ACTIVITIES

- Convince : Briefings & Conferences
- Build : Architecture, Design, Sizing
- Demonstrate : Proof-of-Concept, Benchmarks
- Deliver : Publications & Workshops

COVERED PRODUCTS

- IBM Platforms (System z, Power, System x, Total Storage)
- Oracle Technologies (Oracle DB, RAC, ASM, Dataguard)
- Oracle Applications (EBS, Siebel & OBI & OWI)
- Entry point to other on Industry Solutions (BRM, iFlex, RETEK, Weblogic...)

Mixed IBM / Oracle Architectures

Contact the IOC at ioc@fr.ibm.com

IBM Oracle International Competency Center

Mission:

Provide technical pre-sales solution support for Oracle applications and technology with IBM platforms including: Oracle E-Business Suite, PeopleSoft, JD Edwards, Siebel, and others.



■ **On-Site Resources**

- IBM Hardware and Software Brand Experts
- Technology Managers
- Solutions Sales
- Project Managers

■ **Labs**

- Located at Oracle and IBM
- Benchmarking/Sizing tests
- Redbooks and whitepapers

■ **Sizing Tools**

- Creation and ownership of worldwide sizing tools and processes
- Support the Techline resources

■ **Technical Sales Support**

- IBM Technical Sales
- Business Partners
- On-site briefings

■ **Third level support, when necessary**

Contact the IOC at ibmoracl@us.ibm.com

Why System z for Oracle:

- High Availability Requirements
- Open Standards and Linux
- Disaster Recovery Requirements
- Customer Data on Mainframe
- Increased Performance Requirements
- Utilization of IFL Specialty Engines
- TCO versus Total Cost of Acquisition
- 'Green' Value from Mainframe
- zEnterprise servers can virtualize everything with up to 100% utilization rates
- System z has the highest security rating or classification for any commercial server



- IBM and Oracle are committed to joint technology collaboration with focus on:
 - Preserving customer choice
 - Open standards-based strategy
 - Allowing customers to select a scale-up vs. a scale-out architecture
 - Multiple platform and operating system options
 - Providing the absolute best hardware for running Oracle software
 - Performance – Published leadership proof points with Oracle products
 - Customer relevant value propositions (e.g. no downtime server upgrades)
 - Driving innovation into the Oracle ecosystem
 - Delivering solutions in a timely fashion
 - Delivering best in market total cost of ownership
- The marketplace is validating our approach