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# Delivering Better Outcomes for Cloud Outsourcing Initiatives in FS with OCI

Lower Risk, Higher Returns, More Choice.

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# Cloud as a Transformation Enabler

## Expectations.

offers the scale and speed needed to focus on innovation



FLEXIBILITY & SCALABILITY



EFFICIENCY



RESILIENCE



INNOVATIVE TECHNOLOGIES



SUSTAINABILITY



COST EFFECTIVENESS

## Challenges.

organizational and operating-model challenges to consider for FS



SECURITY



DATA SOVEREIGNTY



SPECIAL COMPLIANCE



SKILL GAPS



EXISTING INVESTMENTS

...and customers and partners are telling us:

*“Transformation has not been easy.”*

- *“We need improved **cost-effectiveness**.”*
- *“We are looking for **deployment options** that abide to **legal and regulatory constraints**”*
- *“We need **effective Exit Strategies** – Multi-Cloud is Key”*

# OCI Global Footprint

100% renewable energy by 2025



**\$18B+**

Cloud Applications & Cloud Infrastructure Run Rate

**66%**

cloud infrastructure revenue growth

**46**

cloud regions

**\$8.7B**

CapEx in the last 12 months



# Oracle Cloud Differentiates From Other Clouds In Financial Services

Built on decades of industry experience. Fit for the highest banking requirements



## Banking Workloads

Outside of the mainframe, **most mission-critical banking workloads run on Oracle technologies**. Oracle Cloud Infrastructure is **optimized for Oracle workloads** and offers **efficient migration tools** for databases and applications.



## Data-centric Innovation

Data-centric innovation needs a solid data foundation. The **Oracle Autonomous Database** is the industry's first and only **self-driving** cloud database. **9 out of the 10 largest FSIs choose the Oracle Exadata platform**, in the cloud or on-premises.



## Bank-grade Security

**Designed from the ground up around security**, Oracle Cloud security is more centralized than other major cloud vendors and allows more **automated enforcement of security practices**, and **zero-trust approach by default** at **no additional cost**.

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## Resilience & Sensitive Data Movement

Oracle's **unique dual-region** and **sovereign cloud strategy** enables Banks to deploy apps in **multiple** geographically separated **locations** **tackling sensitive data cross-border legislative issues**



## Hybrid & Multi-cloud

Only **Oracle Cloud** offers an identical cloud stack across its hybrid cloud deployments. Public cloud is offered from a fast-expanding datacenter footprint, **interlinked with Azure for multi-cloud.**, enabling your **Cloud Exit Strategy and Plans**















## Best Price Economics

Oracle Cloud Infrastructure offers the lowest prices, and **consistently better performance outcomes** compared to our competition. A single global rate card for all services (except egress traffic), means a **predictably low price for each service**, no matter in which region it is used.

# OCI Has All The Services You Need To Build, Run, And Scale

Infrastructure, platform, and SaaS in one cloud

Oracle Applications		Custom Applications		ISV Applications	
Industry   ERP   EPM   SCM   HCM   ACX		Polyglot   Traditional   Cloud Native		Hundreds to choose from	
 Developer Services	 Containers and Functions	 Integration	 Analytics and BI	 Machine Learning and AI/GenAI	 Data Lake
 Compute Operating Systems	 Storage	 Networking	 Oracle Databases, Autonomous DB & Exadata Cloud	 Open Source Databases	 Native VMware Blockchain Platform
Security   Observability   Compliance   Messaging   Governance					

## OCI's Distributed Cloud

Public Cloud | Hybrid Cloud: Cloud@Customer | Dedicated Cloud | Multicloud: Azure, AWS

100+

platform services to support your workloads

10,000

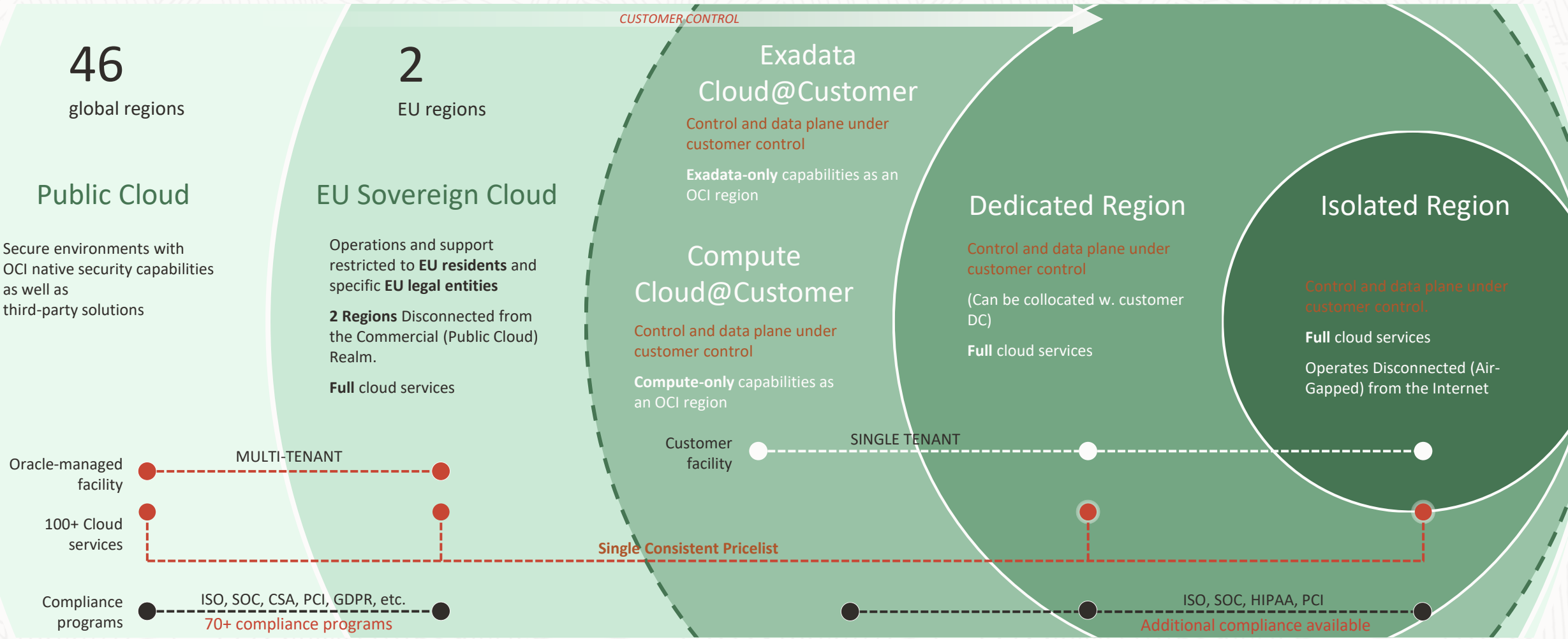
OCI developers

3,000

field cloud engineers



# OCI Distributed Cloud Enables Customer Control



# OCI Pricing Efficiencies Across The Stack

		Oracle (OCI)	Amazon (AWS)	Microsoft Azure	Google (GCP)
COMPUTE	<b>Virtual Machine Instance</b> <sup>1</sup> (AMD, 4 vCPU, 16 GB RAM, <u>Monthly</u> )	<b>\$54</b>	+134%	+132%	+157%
	<b>DenseIO Virtual Machine Instances</b> (\$/OCPU/ <u>Hour</u> )	<b>\$0.025</b>	+54%	+70%	+46%
	<b>Bare Metal Standard</b> (\$/OCPU/ <u>Hour</u> )	<b>\$0.064</b>	+50%	N/A <sup>2</sup>	N/A <sup>3</sup>
	<b>Kubernetes Cluster</b> (100 vCPU, 750 GB RAM, <u>Monthly</u> )	<b>\$1.734</b>	+142%	+142%	+119%
STORAGE	<b>Block Storage</b> (1x1TB, 15K IOPS, 125 MB/s, <u>Annual</u> )	<b>\$522</b>	3x	3x	3x
	<b>Object Storage</b> <sup>4</sup> (30K objects @ 100MB, Std/Infra/Arch, <u>Monthly</u> )	<b>\$70</b>	7x	Same	3x
NETWORK	<b>Egress Traffic</b> (50 TB, <u>Monthly</u> )	<b>\$340</b>	13x	10x	10x
	<b>Private Line Network</b> (1 PB Data, 10 Gbps, <u>Monthly</u> )	<b>\$931</b>	23x	30x	33x
DATABASE	<b>MySQL Database</b> (16 vCPU, 64 GB RAM, 500 GB, <u>Monthly</u> )	<b>\$345</b>	3x	4x	3x

<sup>1</sup> Comparisons performed with the eastern U.S. equivalent region.

<sup>2</sup> Microsoft does not publish its bare metal pricing

<sup>3</sup> Google does not publish its bare metal server pricing

<sup>4</sup> 10K new objects into standard, 10K objects moved to infrequent, 10K objects retrieved from standard. 2.5K objects retrieved from infrequent. 1K object retrieved from archive. Directory listing of all objects every 15 minutes. Auto-tiering is enabled, if available.

Green = Lowest cost

Based on published pricing as of **June 16, 2023**





# Pricing Efficiencies - Networking

OCI Egress costs are consistently lower

Getting data into a cloud provider is free. Getting it out can be expensive.

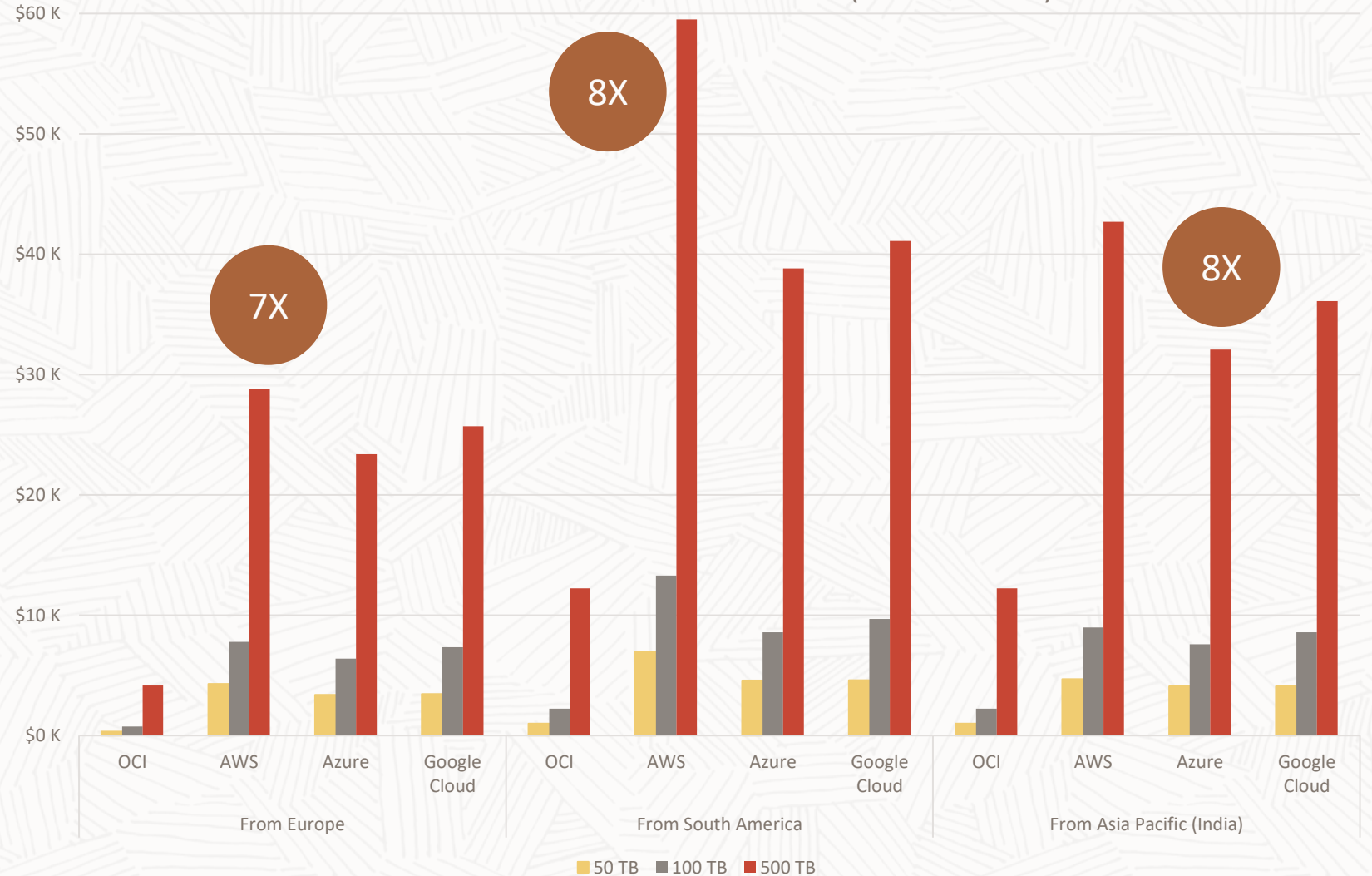
Networking is an after thought for many customers, and a **big surprise.**

Networking is a barrier that keeps customers in a single cloud, as well as a profit center.

## Monthly data egress fees

As of September 27, 2023

Public internet to a US destination (**lower is better**)




# OCI Helps Get The Best From Your Other Providers

**Apps and Data in**



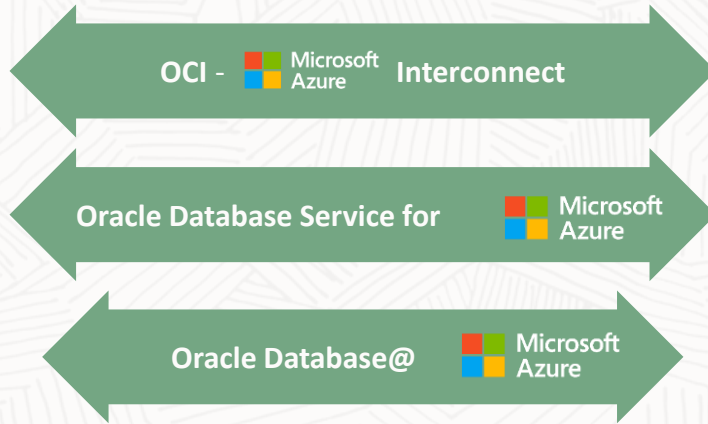
Microsoft Azure  
aws  
Google Cloud

**Apps and Data**



**On-Premises**

Oracle offers secure, low latency interconnection and interoperability to enable Multi-Cloud and Hybrid Cloud Deployments



Oracle and Microsoft agreed to extend their partnership and deliver Oracle Database services on OCI in Microsoft Azure datacenters

**Apps and Data in**

**ORACLE  
CLOUD  
Infrastructure**



# Why customers are choosing OCI

## “Transformation has not been easy”



Oracle can help you **modernize** your entire app and infrastructure portfolio, using **proven technologies** and advanced **migration methods**

## “Multi-cloud is Key”



OCI enables **choice** and offers **unique multi-cloud capabilities** to design and implement a **best-of-class architecture**.

## “Regulatory Compliance is a must”



OCI’s distributed cloud provides the flexibility to consume **secure, compliant** cloud services across a **choice of clouds and locations with lower risk and viable Cloud Exit strategies**

## “We need improved cost-effectiveness”



Run all your applications – new or existing – with **significantly less costs**, and with **more efficiency, agility and predictability**.

Transform your budgets to **balance/reverse the CTB-to-RTB mix**.

## “Faster innovation is critical to our business”



OCI enables you to focus on insights and innovation. **We provide and manage the tools and critical infrastructure, so you don’t have to.**



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