ORACLE   PIQUE SOLUTIONS

Migrating Enterprise Workloads to the Cloud

Customer Experiences with Oracle Cloud and Amazon Web Services

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About Today's Presenters

Keith Hoang, Vice President, Technology and Systems Competitive Intelligence, Oracle

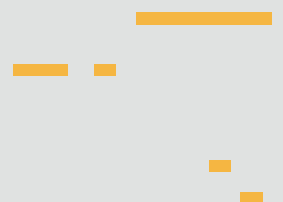Marek Ranis, Principal, Pique Solutions

Topics Covered

- ❑ Price/Performance

- ❑ Service and Operational Costs

- ❑ Ease of Migration

- ❑ Vendor Support

- ❑ Innovation Potential

Price / Performance

Price/Performance Advantages over AWS

"For our applications running on a Microsoft stack, we found a roughly 40% performance improvement running on Oracle Cloud vs. AWS. That difference increased to 55% when factoring in price because Oracle Cloud is less expensive than AWS."

CTO, Supply Chain Software ISV

Oracle Cloud: Price and Performance Advantages

"So, we knew pretty early into the AWS migration that what we had bought is not going to be sufficient from a performance standpoint."

IT Director
Regional Health System Provider

100%
Oracle Apps on Oracle Cloud Advantage

55%
Microsoft-based apps on Oracle Cloud Advantage

Oracle Cloud: Price and Performance Advantages

"We saw a substantial benefit, both to our business in terms of profitability and market competitiveness but ultimately to our customers, because they were able to more effectively manage total cost of ownership."

CTO
Supply Chain Software ISV

AWS Performance vs. Oracle

With Oracle Cloud, CPU Utilization increased from 3-5% to 75%, resulting in significant cost saving that was passed onto customers.

"We found that performance was 60 times faster running on bare metal in the Oracle Cloud as compared to AWS. … This resulted in significant cost savings, which was passed on to customers."

Senior Product Manager Security Software ISV

Service & Operational Costs

Lower Overall Cost:

Oracle Cloud was found to be significantly less costly overall when compared to AWS. Among the reasons for higher costs for AWS were:

❑ Higher operational expenses

❑ Need to buy additional compute and storage to achieve performance on par with on-prem environments

❑ Charges for storage request and retrieval and for transferring data from service to service within AWS and from external sources

❑ Higher support costs

AWS: Service, Storage and Data Transfer Costs

Amazon Bill

- Storage and Data Transfer Costs: 30% Increase
- Networking: 5-20% Increase
- Enterprise Support: 3-10% increase

Lower Operational Costs with Oracle

"We estimate a 30–40% reduction of run/maintain costs vs. AWS due to automation capabilities of Oracle Cloud."

**CEO
Application Migration Provider**
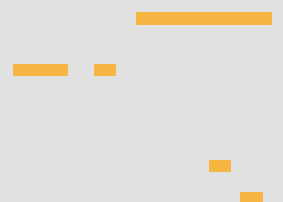
Lower Operational Costs with Oracle

Oracle's Automation Capabilities

- ✓ Entry map visualization
- ✓ Automated remediation using run-book automation
- ✓ Machine learning to search, analyze, and correlate log files

Ease of Migration

Migration Process

> Migration Automation

> Less Need for Custom Scripting

> Better Interoperability of Cloud and On-Prem Systems and Applications

Ease of Migration: **Migration Automation**

AWS	Oracle
✓ Manual ✓ Prone to errors ✓ More time consuming ✓ Complex ✓ Expensive	✓ Higher level of assurance ✓ Fast ✓ Tools that automate and streamline migration ✓ Affordable

AWS Workload Migration vs. Oracle

Experience

Fast Migration

- Migrating Oracle apps to Oracle Cloud takes 30% less time than to AWS

- Migrating custom apps optimized to run on Oracle Database require 70% less effort moving to Oracle Cloud as compared to AWS

Ease of Migration: **Less Need for Custom Scripting**

"The migration process with AWS took a few months with a lot of stops and starts, but with Oracle Cloud we moved 16 systems/instances over a weekend into production, so we were really happy with Oracle Cloud."

Cloud Architect
Feed, Fuel, and Food Ingredients Provider

Ease of Migration: **Better Interoperability of Cloud and On-Prem Systems and Applications**

"**When we did our HR application on AWS, there was a lot of rebuild that had to happen.**"

**IT Director
Large U.S. Medical Center**

Same Architecture
Same Software
Same Skills

On-Premises

Oracle Cloud

Vendor Support

Better Support

"The level of support from Oracle is tremendous. Compared to AWS, Oracle is a more agile and more valuable business partner and trusted advisor."

A security software ISV

Vendor Support Advantages of Oracle over Amazon

- SLA's related to consistency of performance and reliability

- Support of business objectives

"The Oracle team works with us very closely. They understand our business requirements and can quickly deliver what we need. They have proven better than AWS from this perspective."

Senior Product Manager
Security Software ISV

Innovation Potential

Innovation Advantages over AWS

Innovation	Flexibility	Ease and Evolution
✓ Extensions for applications with low-code application development ✓ Mobile ✓ Chatbots ✓ Containers ✓ Integrations for cloud and on-prem applications	✓ Oracle Applications Unlimited ✓ Universal Credits	✓ Integration of cloud and on-prem applications is far easier in Oracle Cloud ✓ Ability to evolve to a SaaS model

"The fact that Oracle Cloud gives you the option to eventually move to SaaS also creates a long-term competitive advantage vs. AWS."

CEO
Application Migration Provider

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