

# Collaborating with Partners to Drive Innovation and New Business Models

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#OraclePartnerIndustryDay

## Safe Harbor Statement

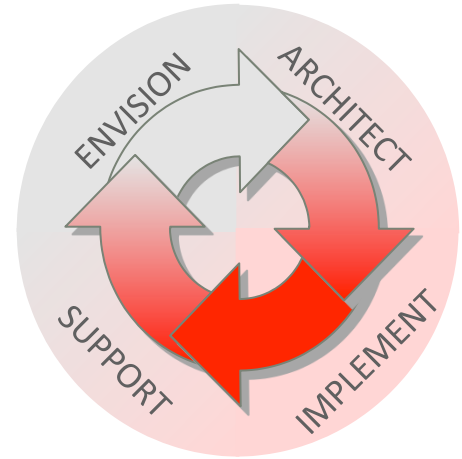
The following is intended to outline our general product direction. It is intended for information purposes only, and may not be incorporated into any contract. It is not a commitment to deliver any material, code, or functionality, and should not be relied upon in making purchasing decisions. The development,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

# The Question(S)?

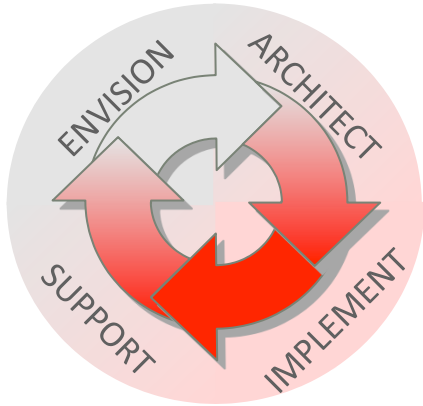
## Does Oracle Consulting Partner?

And if so....

Why, where and when?



# Oracle Consulting Market Position

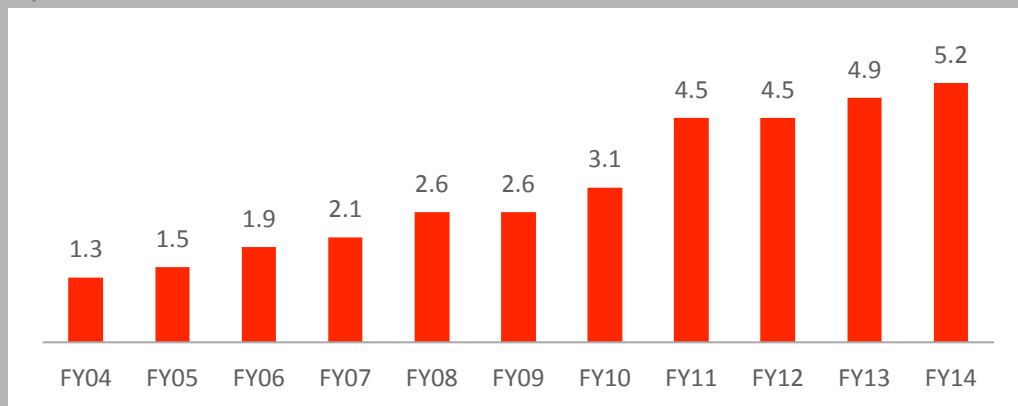


## *Unleashing the Power of **Oracle** Hardware and Software*

- Our Scope: Offer customers and partners **advisory and delivery solutions** for the implementation and optimisation of Oracle products
- Our Goals:
  - Provide leadership on the **optimal use of our products**
  - Be the preferred player as **product sales enabler**
  - Be **professional and profitable**
  - Provide the **best expertise** to **support and protect our brand**

# Oracle's Commitment To Product Innovation & Integration

\$Billion in R&D



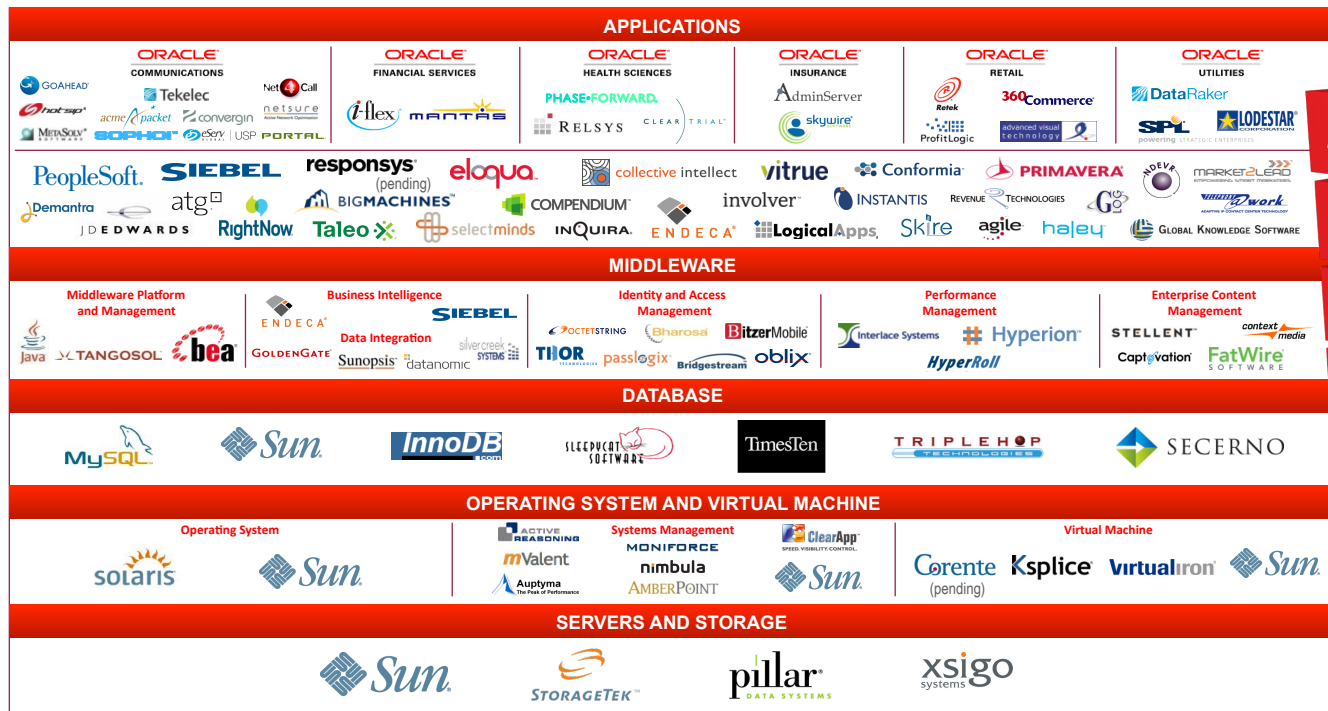
OVER \$34.2B  
IN R&D SINCE  
2004

# Oracle Acquisitions – Well Over 100 Since 2005

GPU



Oracle Consulting



Applications

Middleware

Database

Operating System

Virtual Machine

Servers

Storage

ORACLE

# Oracle Product Strategy is Driving Significant Growth



## Scale

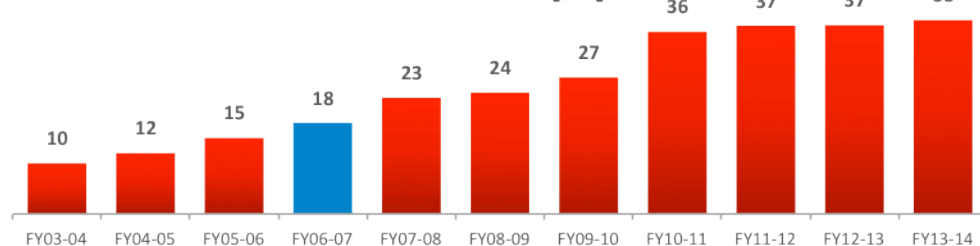
- \$38B in revenue on a trailing twelve-month basis\*
- #1 in 50 product/industry categories
- \$34B in R&D since 2004
- \$50B on more than 90 acquisitions
- 390,000 customers in 145 countries
- 128,000 employees



## Innovation

- 34,000 developers & engineers
- 18,000 customer support specialists
- 15 million developers in Oracle online communities
- 2 million students supported annually
- 900 independent Oracle user groups with 500,000 members

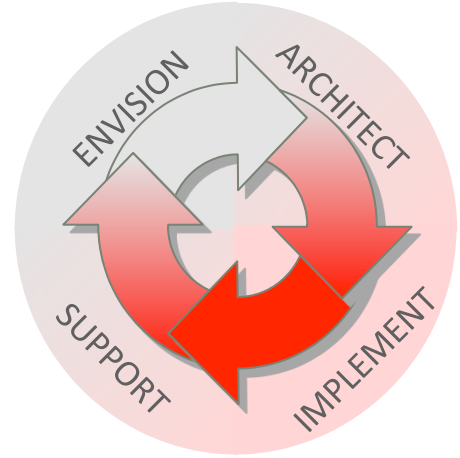
Revenues YoY [\$B]



# How Can Oracle Consulting Help Drive Your Success?

## 4 Potential Levels of Engagement

- Architecture and Design Review (Not QA)
  - Support Partners in the products that **Oracle Consulting Knows Best**
- Oracle **actively support** a Partner by taking responsibility for the core design and build of the Oracle applications (or a sub set).
  - Partner runs wider portfolio of services
- Oracle Consulting deliver the whole solution to the partner:
  - Unique position and offerings in the market place
- No Engagement





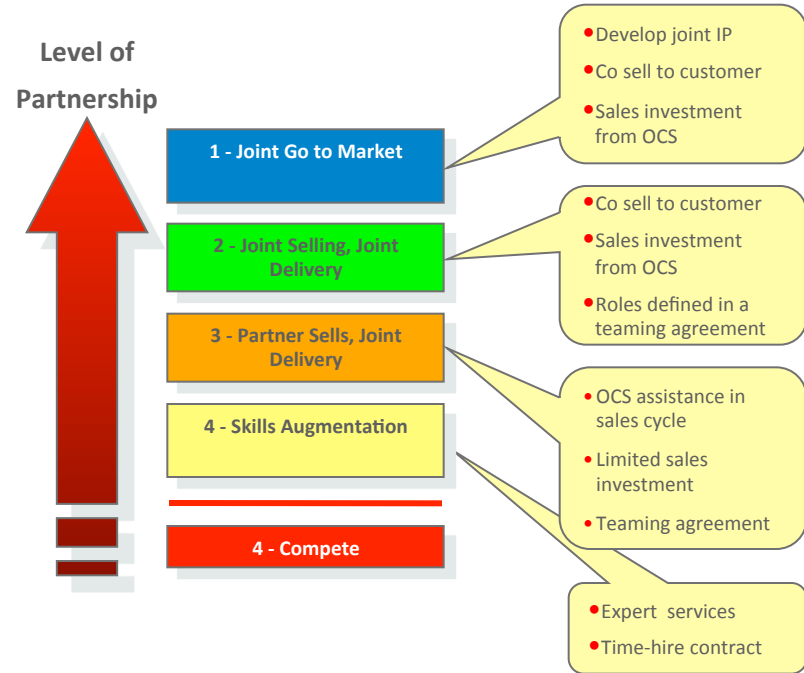
# Engaging with Oracle Consulting

Preferred position is to engage with a **single** partner at the start of the sales process and drive the sale together, working with our license teams with agreed scope and responsibilities for the respective organisations

Contracting: Prime – Sub or dual contract

Post sale – we can support you with urgent skill requirements - Time Hire and you won't take priority!

**Key – honesty and clarity!**



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