Vendor Overview

• PRJ Consulting, Inc.
  ➢ Offices on East and West Coasts
  ➢ Been providing PeopleSoft, Cloud and Project Management services for 10+ years in the United States and Internationally

• Highlights
  ➢ Specialized Expertise- Certified Oracle Cloud, Oracle Hosting, PeopleSoft
  ➢ Leading Oracle/PeopleSoft Integration company for Higher Education
  ➢ One of first companies to successfully migrate PeopleSoft to Oracle’s new IaaS servers
  ➢ PRJ Management Team – Over 17 Years Experience in PeopleSoft / Oracle
  ➢ Strong Referral business (90%) – Client, Oracle, IBM partnerships
  ➢ Existing support contracts – (99% Client/Consultant Retention)
  ➢ PRJ is an Oracle/PeopleSoft Partner with senior, experienced, dedicated consultants worldwide
  ➢ All Senior Consultants with 15+ years experience
<table>
<thead>
<tr>
<th>Client Name</th>
<th>Location</th>
<th>Company Name</th>
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<td>Fedex Corporate</td>
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<td>New Jersey City College</td>
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<td>Cal State Chico</td>
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<td>Grant MacEwan University</td>
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<td>Carl Karcher</td>
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<td>Pepperdine University</td>
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<td>Pixar, Inc.</td>
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<td>Walla Walla University</td>
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<td>Premera Blue Cross</td>
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Services

• **Cloud Transitions**
  – Cloud “Jump Start” Solutions
  – Cloud Strategy and Mapping
  – Cloud “Core” Migration
  – Fusion “Fit” Services – Oracle Cloud Apps

• **PeopleSoft Solutions**
  – International Consolidations
  – Consulting Solutions
  – Project Management
  – Change Management
  – Strategy Planning
  – Technology Services
  – Mobility and Digital
Client Quotes

PRJ has supported our organization through numerous technical PeopleSoft Campus Solutions issues. They are very responsive to our emergency needs as well as our planned project needs. The PRJ Consulting teams have numerous years of PeopleSoft experience and brings best practice experiences to every challenge our project team has. As a client, I would recommend the PRJ team without any reservations.

Brandy McLelland  
California State University – Dominguez Hills

We have worked with PRJ Management for over 15 years supporting our PeopleSoft Enterprise Projects in all the major modules. PRJ brings a vast wealth of experience to any PeopleSoft project, with an uncanny ability to bring the right fit of consultant expertise to meet the needs and culture of our organization.

Chris Xanthos  
San Diego State University
Agenda

• What is Cloud?
• Cloud Advantages/Disadvantages
• Who are cloud major Players?
• Cloud Services Offerings
What is Cloud?

A little confusing due that the term "cloud computing" is everywhere.

In the simplest terms, cloud computing means storing and accessing data and programs over the Internet instead of your computer's hard drive. The cloud is just a metaphor for the Internet. It goes back to the days of flowcharts and presentations that would represent the gigantic server-farm infrastructure of the Internet as nothing but a puffy, white cumulus cloud, accepting connections and doling out information as it floats.

By PCMAG
In 2016, spending on public cloud Infrastructure as a Service hardware and software is forecast to reach $38B, growing to $173B in 2026. SaaS and PaaS portion of cloud hardware and infrastructure software spending are projected to reach $12B in 2016, growing to $55B in 2026.

The worldwide cloud computing market grew 28% to $110B in revenues in 2015. Synergy Research Group found that public IaaS/PaaS services attained the highest growth rate of 51%, followed by private & hybrid cloud infrastructure services at 45%.

TBR predicts worldwide public cloud revenue will increase from $80B in 2015 to $167B in 2020.

IDC predicts external cloud adoption will increase from 22% today to 32.1% in 24 months achieving 45.8% growth.

By Forbes
Advantages/Disadvantages

**Advantages**
- Improved Disaster and Recovery
- Collaboration and Flexibility
- Cost Savings
- Reliability and Manageability
- Scalability (Pay as you need for how much you really need)
- Environmentally Friendly

**Disadvantages**
- Internet Connectivity
- Ongoing Costs
- Security (Can you trust it? Is your data safe?)
- Possible Downtime (Maintenance, Connectivity, Incidents)
- Confusing about Limited or full control
Who are the main players?

- **Oracle**: Added more than 1,600 new SaaS customers and more than 2,000 new PaaS customers in FY 2016 Q4. Nearly 2600 Fusion ERP customers in the Oracle Public Cloud - 10 times more cloud ERP customers than Workday.

- **Microsoft Azure**: Morgan Stanley as predicting Microsoft cloud products will be 30% of revenue by 2018.

- **Amazon Web Services**: In 2015, Amazon Web Services (AWS) generated $7.88B in revenue with Q4 2015, up 69% over last year. VentureBeat’s financial analysis of AWS performance also found AWS profitable, contributing $687M in operating income for the quarter, up $240M from one year earlier.
Customer Cloud Deployment Choice
Open Standards, Secured by Oracle

On Premise Private Cloud

Oracle Public Cloud

TRANSPARENTLY MOVE WORKLOADS

Oracle’s strategy is to offer a complete set of cloud services in all three categories in either private, public or hybrid clouds.
SaaS (Software as a Service)

- Human Capital Management (HCM)
- Enterprise Performance Management (EPM)
- Supply Chain Management (SCM)
- Financials
PaaS (Platform as a Service)

- Application Development (Java/Developer etc)
- Data Management (Database/MySQL)
- Management (Monitoring/Management/Analytics)
Oracle PaaS - Addressing the Needs of the Business

Developers and DevOps

Architects and IT Ops

Line of Business
Infrastructure as a Service
Extensive set of secure, reliable and low-cost services

Compute Services
Dedicated virtual machine instances, rapid self-service provisioning and complete flexibility

Storage Services
Secure and scalable storage for managing and accessing data from any connected environment

Network Services
Efficient, secure and flexible connectivity of users, applications and data in the Oracle Cloud
Why Oracle Cloud?

- **Trusted Leader**
  #1 Database. #1 Application and Middleware. Trusted Industry leader.

- **Largest Portfolio of Cloud Offerings**
  Comprehensive Cloud Service offering (IaaS, PaaS, SaaS).

- **Expertise in Enterprise Security**
  Companies of all sizes trust Oracle’s end to end security solution.

- **Enterprise Class Industry Standard Platforms**
  Reliable, Scalable Secure Platforms.

- **Deployment Choice**
  Public, Private or Hybrid cloud, the choice is yours.

- **Seamless Integration**
  Only Oracle offers seamless integration across PaaS and SaaS.

- **Research & Development**
  Investment in Innovation and Integration.
Oracle Cloud Reference Architecture

User Interactions

In the Cloud

On Premise

Applications

SaaS
Enterprise Resource Planning
Human Capital Mgmt
Customer Experience
Enterprise Perf Mgmt
Social
Supply Chain Mgmt

PaaS
Java
Process
Mobile
BI
Big Data Discovery

Infrastructure Services

IaaS
Compute
Storage
Network

Platform Services

Integration Services

Messaging Cloud Service
Integration Cloud Service

Identity and Security Services

Applications

Middleware

Databases

Infrastructure
Oracle Public Cloud Common Use Cases

Giving businesses a competitive advantage

**1. Expand App Capacity in OPC**
- Ex: Implement a Hybrid Cloud for Cloud Bursting

**2. Lift & Shift to OPC**
- Ex: Migrate on-premise application or database to cloud

**3. Move Dev/Test to OPC**
- Ex: Create new app in OPC, deploy to On-Prem

**4. Implement New Capability in OPC**
- Ex: Quickly create/deploy new mobile app

**5. Innovate in OPC**
- (achieve OPC Revolutionary Agility)
- Ex: Rapidly test/deploy Adv. Analytics w/ Big Data

Lower IT Cost

Increased Business Value
(increased agility, faster time-to-market)
Oracle Cloud Machine
Oracle Public Cloud in your premise

- Same PaaS and IaaS software, same updates as Oracle Cloud
- Oracle Cloud operated and delivered as a service behind your firewall
- Same cost-effective subscription pricing model as Oracle Cloud
- Conforms to regulatory, privacy, legal, and business requirements
Oracle SaaS Cloud Services
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<th>Marketing</th>
<th>Sales</th>
<th>Configure, Price &amp; Quote</th>
<th>Commerce</th>
<th>Service</th>
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<td><strong>CX Cloud</strong></td>
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<td><strong>HCM Cloud</strong></td>
<td>Global HR</td>
<td>Talent Management</td>
<td>Workforce Rewards</td>
<td>Workforce Management</td>
<td>Work Life</td>
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<td><strong>ERP Cloud</strong></td>
<td>Financials</td>
<td>Governance, Risk &amp; Compliance</td>
<td>Project Portfolio Management</td>
<td>Procurement</td>
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<td><strong>SCM Cloud</strong></td>
<td>Planning &amp; Collaboration*</td>
<td>Manufacturing*</td>
<td>Order Management</td>
<td>Inventory &amp; Logistics</td>
<td>PLM</td>
<td>Procurement</td>
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<td><strong>Data Cloud</strong></td>
<td>DaaS for Marketing</td>
<td>DaaS for Sales</td>
<td>DaaS for Customer Intelligence</td>
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<td><strong>EPM Cloud</strong></td>
<td>Enterprise Planning</td>
<td>Financial Reporting</td>
<td>Account Reconciliation*</td>
<td>Financial Consolidation &amp; Close*</td>
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* Coming Soon
Oracle PaaS: Delivering Agility and Efficiency
The Oracle Cloud Differentiator
Faster to Deploy, Simpler, Less IT Skills

Install/Configure Server & O/S

18. Install Server
19. Cable Server to Network
20. Install SSL Certificates & Keys
21. Acquire IP Addresses (Private)
22. Acquire IP Addresses (Public)
23. Acquire Domain Name (from Internal DNS)
24. Install Storage Device
25. Acquire IP Addresses (Private)
26. Acquire IP Addresses (Public)
27. Install SSL Certificates & Keys
28. Cleanup existing Storage Volumes
29. Install Operating System
30. Create System Administrator Accounts
31. Register with Corporate LDAP Directory
32. Register with Audit Software
33. Add Users to System Administrator Accounts
34. Register Servers w/ Redhat Admin Console
35. Install Hypervisor
36. Create Virtual LAN Partitions
37. Allocate IP Addresses (Private)
38. Carry out Network Address Translation (NAT)
39. Register Virtual LANs with Network Switch
40. Create System Administrator Accounts
41. Register with Corporate LDAP Directory
42. Register with Audit Software
43. Add Users to Hypervisor Administrator Accounts
44. Register Guests with VMWare ESX Console
45. Run Clusterware Pre-requisite checks

Verify Install & Complete Configuration

51. Log In to the System as root
52. Check the Hardware Requirements
53. Check Memory Requirements
54. Check System Architecture
55. Check Disk Space Requirements
56. Check the Software Requirements
57. Check OS Requirements
58. Check Kernel Requirements
59. Check Package Requirements
60. Check Compiler Requirements
61. Check Additional Software Requirements
62. Create Required OS Groups and Users
63. - The Oracle Inventory group (typically, oinstall)
64. - The OSDBA group (typically, dba)
65. - The Oracle software owner (typically, oracle)
66. - The OSOPER group (optional; typically, oper)
67. Synchronize these groups with LDAP Directory
68. Configure Kernel Parameters and Resource Limits
69. Create Required Directories
70. Configure the oracle User’s Environment
71. Set the default file mode creation mask (umask) to 022 in the shell startup file.
72. Set the DISPLAY environment variable.
73. Mount the Product Disc
74. Install Oracle Database
75. Select Install Option
76. Select System Class
77. Select Clusterware/Grid Installation or Single Instance DBMS
78. Specify OracleBase Installation Pathname
79. Specify Oracle Software Location
80. Specify Storage Types – File System or Automatic Storage Management
81. Specify Database File Location
82. Specify ASNSNMP Password
83. Specify Database Edition
84. Specify OSDBA Group
85. Specify Global Database Name
86. Specify Database Name Domain
87. Specify Administrative Password
88. Confirm Password
The Oracle Cloud Differentiator
Faster to Deploy, Simpler, Less IT Skills

5 Simple steps to Deploy an Oracle DB in the Cloud

1. Choose Service Level & Billing Frequency
2. Select Database Version
3. Choose Edition of DBMS (e.g. SE, EE, HPE, XPE)
4. Provide simple Configuration instructions
5. Confirm and press Go

Note: This is just one PaaS & IaaS example
These benefits are multiplied when getting most of your application, MW, DB, and Infrastructure services from the Oracle Public Cloud.

Execute 5 simple steps in a process driven UI, press Go and get a deployment URL in just 30 minutes!

Compare to 88 steps and several weeks to get the same functionality On-Premise.
Highest Value Creation with Cloud Automation

**Ongoing Maintenance Cost**: Backup, Patching, Hardware Upgrade, OS Upgrade, Firmware Upgrade, Software Upgrade, Test-Dev Synchronization, Cloning, Data Masking, Security Configuration Checks, Security Auditing, ...

**Software Cost**: License, Installation, Configuration, Security Setup, DR Setup, ...

**Hardware Cost**: Servers, Storage, Network, ...

**Facilities Cost**: Data Center, ISP, CDN, DNS, ...

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Value Creation:

- Oracle PaaS
- Traditional PaaS
- Traditional IaaS
# Compare: PaaS vs. IaaS

Standing up a new environment with DB, App, and Web Tiers

<table>
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<tr>
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<td>14h 17m</td>
<td>1,403</td>
<td>539</td>
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<tr>
<td>AWS</td>
<td>12h 52m</td>
<td>1,578</td>
<td>827</td>
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<tr>
<td>Oracle Cloud</td>
<td>3h 46m</td>
<td>131</td>
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Oracle Infrastructure as a Service
Oracle Cloud: **Infrastructure as a Service**

**Storage Cloud**
- Backup & Archive non-Oracle databases
- Long-term retention of unstructured data
- Object storage solution for enterprise needs

**Archive Cloud**
- On demand capacity, scales to petabytes
- Multiple redundant copies of data for highest availability
- Industry standard RESTful APIs

**Compute**
- Flexible Computing
- Raw Virtual Machine
- Enterprise Grade Security
- Networking Capabilities

**ODBS**
- Backup Oracle Database to the public cloud
- Compression & Encryption by RMAN
- Keys kept locally
- Triple-Mirroring of data w/ anti-degradation
Infrastructure as a Service: Compute, Storage & Network

- **Elastic Compute**
- **Dedicated Compute**
- **Bare Metal**
  - Docker Containers
  - Multiple Hypervisors/OS
- **VPN**
- **Oracle Cloud Connect**
  - Cloud Exchange
  - Enterprise Data Center
  - Branch Office
- **Oracle Cloud Direct Connect**
  - MPLS Network
  - Enterprise Data Center
  - Branch Office

- **Object Storage**
- **Archival Storage**
- **File & DB Backup**
  - Symantec NetBackup
- **Cloud NAS**
  - NFS
Lift & Shift Adoption Patterns

On-Premises Workloads

- Oracle Apps Unlimited
  - EBS, JDE, PSFT, SEBL, VCP
- Oracle Edge/GBU Apps
  - Retail, Financials, OTM, PLM
- Oracle DB Apps
  - Custom & Third Party Apps
- Non-Oracle Workloads

Oracle Cloud Destinations

- IaaS
- IaaS, PaaS
- Oracle Cloud Machine
- Exadata Cloud Machine
- Oracle Bare Metal
- Oracle Ravello

Adoption Patterns

- Lift
- Shift

Standard L&S Patterns

- Re-Platforming
- Dev/Test in Cloud
- Prod in Cloud
- DRaaS
- Patching & Upgrading

Extending L&S Patterns

- Full Data Center Transformation
- Re-Factoring
- Cloud Slicing for SaaS

- Re-Platforming
- Dev/Test in Cloud
- Prod in Cloud
- DRaaS
- Patching & Upgrading

- Lift
- Shift

Adoption Patterns

- IaaS
- IaaS, PaaS
- Oracle Cloud Machine
- Exadata Cloud Machine
- Oracle Bare Metal
- Oracle Ravello

Dev/Test
Prod
DR

Confidential – Oracle I Restricted/Highly Restricted
Summary
Oracle’s strategy is to offer a complete set of cloud services in all three categories in either private, public or Hybrid clouds.
If you’d like additional info, use “Chat” to send us your contact info and we’ll get back with you after the presentation.

**Integration**: For Web Based, Point & Click Integrations or the full Power of SOA (Service Oriented Architecture)

**Data Management**: End-user & server monitoring: web, mobile, on-premises, cloud; Capacity and resource planning; Light-touch log aggregation with topology-aware search

**Mobile**: Enterprise grade Mobile Backend as a Service

**Security**: Identity Management via the Oracle Cloud

**Custom App**: Enable business users to rapidly create web and mobile apps

**Collaboration**: File Sync & Share & Business Process Automation
Questions
Contact Info

Thanks for attending!

Feel free to contact Denise Johnston at denise.Johnston@prjconsulting.com if you have any questions or would like to setup any more focused demos.
Appendix
Addressing the Needs of the Business

Developers and DevOps

Develop & Deploy Applications
- Application Builder
- Java Cloud Service
- Developer Cloud Service

Monitor Applications
- Application Performance Monitoring

Integrate Systems
- Integration Cloud
- SOA Cloud Service

Create Mobile Apps
- Mobile Cloud Service
- Internet of Things Cloud Service

Harness the Internet of Things

Secure Applications
- Identity Cloud Service
Addressing the Needs of the Business

Run Databases & Applications

- Database Cloud Service
- Exadata Cloud Service
- Java Cloud Service
- Application Container
- Database Backup

Monitor Applications

- Log Analytics

Utilize Big Data

- Big Data Cloud Service

Integrate Data

- Golden Gate Cloud Service

Understand and Plan for Systems Lifecycle

- IT Analytics Cloud Service
Addressing the Needs of the Business

- Perform Analytics
  - Business Intelligence Cloud
  - Data Visualization Cloud
  - Big Data Preparation
  - Big Data Discovery

- Automate Forms
  - Process Cloud Service

- Build Websites
  - Sites Cloud Service

- Automate and Collaborate on Documents
  - Document Cloud Service
  - Process Cloud Service
  - Oracle Social

Line of Business
Oracle Cloud Platform: Integration Services

Integration Cloud Service
Robust Cloud-based Integration

- SaaS to SaaS Integration
- On-Prem to SaaS Integration
- Data Mapping & Transforms

INTEGRATION

- Integration
- SOA
- API Manager
- Internet of Things
- GoldenGate

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Oracle Cloud Platform: Mobile Services

- Mobile
- Integration
- Internet of Things
Oracle Cloud Platform: Business Analytics Services

• Business Intelligence
• Data Visualization
• Big Data Discovery*
• Big Data Preparation
• Internet of Things

*B Announced, not yet available
Oracle Cloud Platform: Content & Process Services

- Process Monitoring & Analytics
- Workflow, Tasks, Events, Rules
- Mobile Forms & Workspace
- Business Process Mgmt.

**Process Cloud Service**
Easy-to-Use Cloud-based BPM

- Team Workspaces & Collab.
- Digital Asset Management
- Hybrid Content Storage
- Secure File Sync & Share

**Document Cloud Service**
Secure Collaboration

* Announced, not yet available

- Documents
- Process
- Social
- Sites
Oracle Cloud Platform: Identity Management Services

On-Premise Identity System
- SAML 2.0
- OAuth 2.0
- OpenID

On-Premise Systems & Applications

Cloud Identity Service

IDENTITY MANAGEMENT
- SaaS
- PaaS
- IaaS

• Identity*
IT Operations Management Services

• Application Performance Monitoring
  - Improve End-User Experience and System Performance; Diagnose Performance Issues Faster

• Log Analytics
  - Extract Value from Logs by Collecting, Correlating, and Searching Any Kind of Log Data; Quickly Discover Anomalies

• IT Analytics
  - Make Critical Decisions About Your IT Estate; Plan For Growth, Run What-If Analyses, Compare Resource Usage