

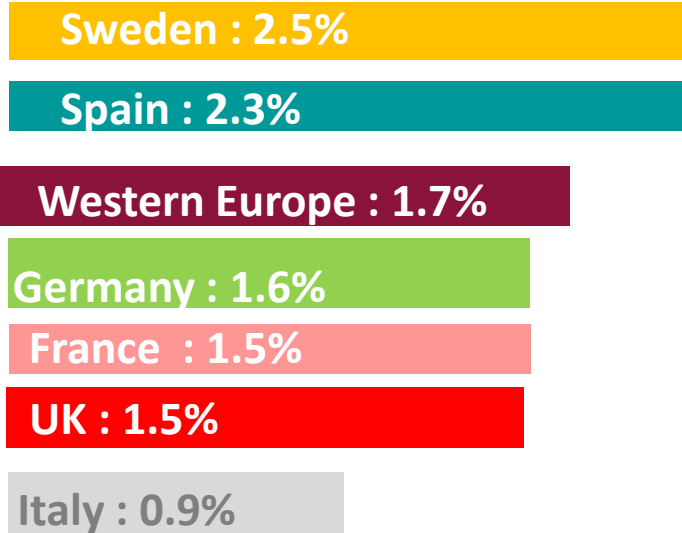
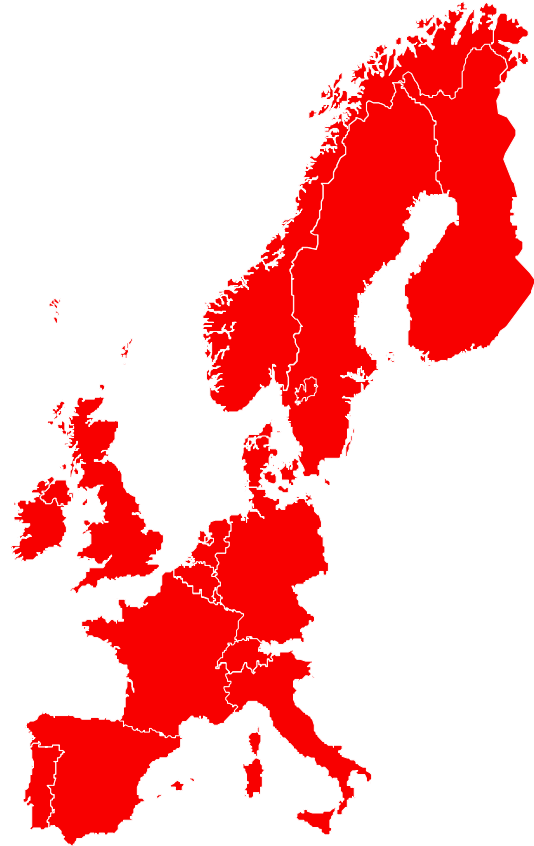
Regional Dynamics – Challenges & Opportunities

Move the Mountain !

Eric Fontaine
Vice President
Western Europe Alliances and Channels

June 6, 2017

Western Europe Environment



Western Europe in a few Words



Partner business



Orders

2-tier model
Win Win investment



6000
Approved OMM
Opportunities



Cloud Revenue
growth

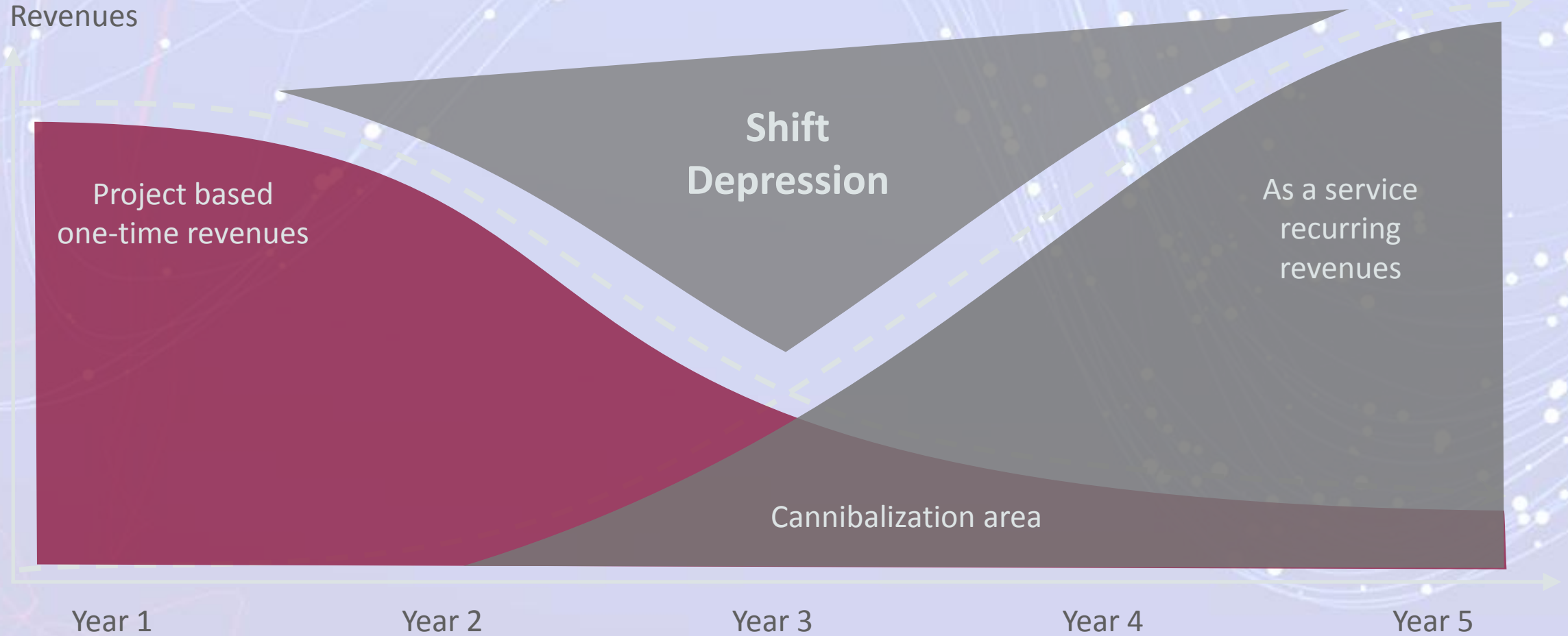


HOW TO MOVE THE MOUNTAIN ?

SHIFT DEPRESSION



Revenues



Project based
one-time revenues

Shift
Depression

As a service
recurring
revenues

Cannibalization area

Year 1

Year 2

Year 3

Year 4

Year 5

Time for Polling

*In the shift to become a **AS A SERVICE** company, where do you think Oracle fits today ?*

A) Year 2

B) Year 3

C) Year 4

**LIFT AND
SHIFT**

**PAAS FOR
SAAS**

INNOVATION





THANK YOU!