

ORACLE®

**ORACLE®**  
EMEA Alliances  
and Channels

Welcome to the 2019 **Oracle VADs**  
**Global Community Forum**

Dubrovnik  
12<sup>th</sup> to 13<sup>th</sup> June



**Oracle VADs** Global  
Community Forum



# The Future of Technology and Partnerships

Oracle VADs Global  
Community Forum



## Chung Heng Han

Senior Vice President Systems  
Oracle EMEA & JAPAC



#OraVADForum



RIXOSLIBERTAS – No pswd

## 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, timing, and pricing of any features or functionality described for Oracle's products may change and remains at the sole discretion of Oracle Corporation.

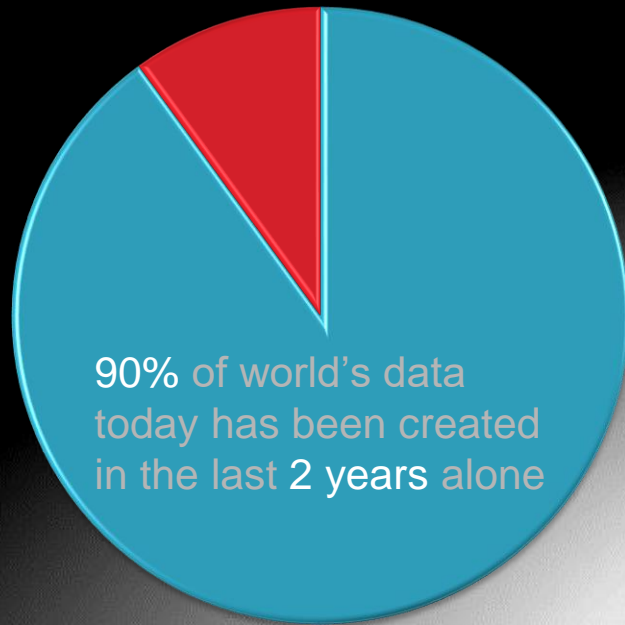


#OraVADForum



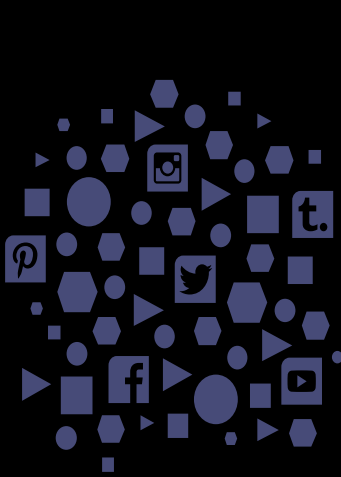
RIXOSLIBERTAS – No pswd

# Digital is about data - it is underpinned by data.

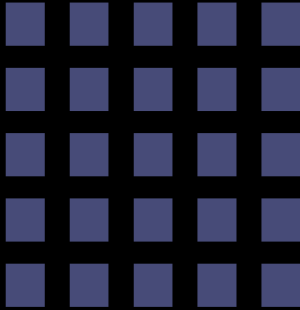


To be successful in digital you must **treat data as a form of capital.**

# Data Fusion Platform



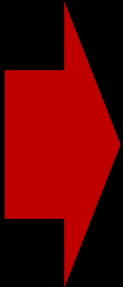
**Unstructured**



**Structured  
(Traditional)**

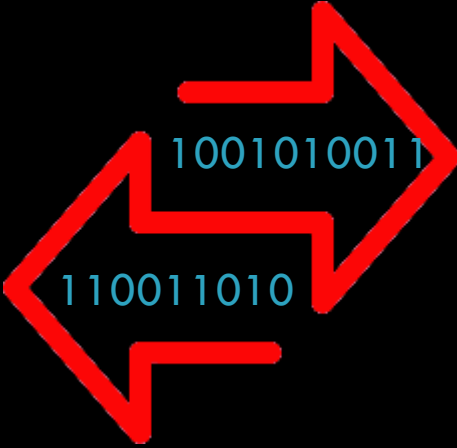
# Data Fusion Platform

## Big Data



Data Lake

+ ORACLE  
MACHINE LEARNING  
ALGORITHMS



## OPTIMIZED FOR ORACLE DATABASE



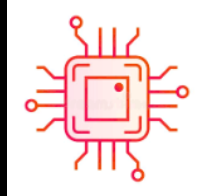
+ ORACLE  
MACHINE LEARNING  
ALGORITHMS



## Results



Data Services



Smart Things



People



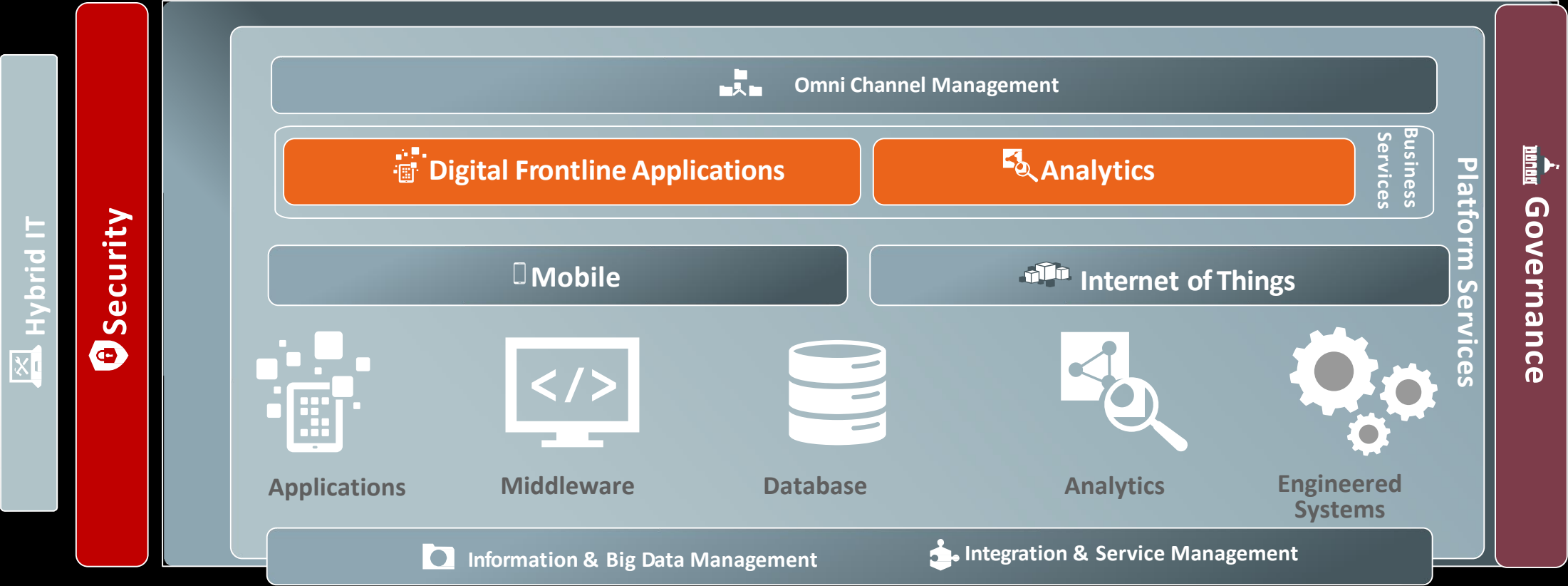
# Oracle Integrated Digital Platform

8

 Customer

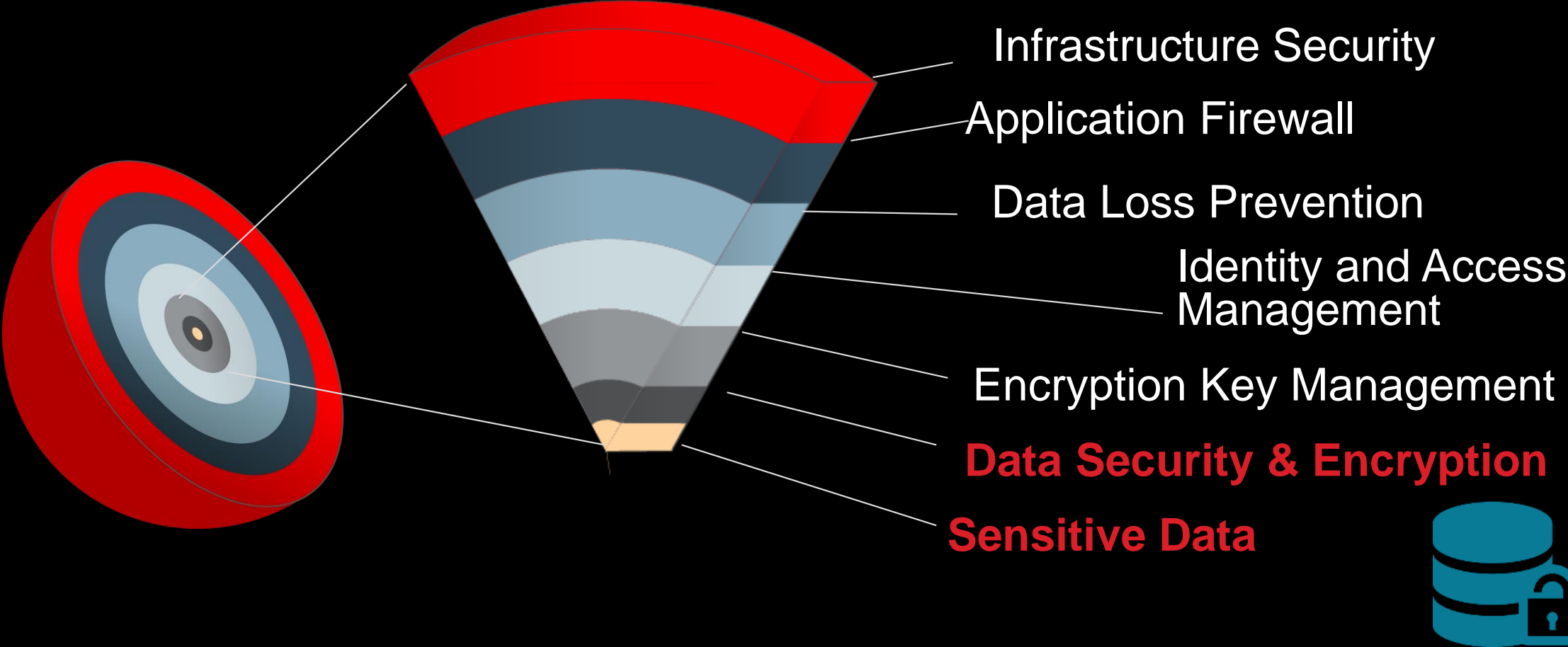
 Employee

 Partner





# Data is Today's Capital and at the **Core**



# Database Defense in-Depth

## Data-Driven Security Architecture



- ✓ Render Data unintelligible for unauthorized access (*Article 32 & 33*)
- ✓ Increase database user identity assurance (*Article 29*)
- ✓ Control access to data within database (*Article 25*)
- ✓ Audit database activity (*Article 30*)
- ✓ Monitor database traffic and prevent threats from reaching the database (*Article 33*)
- ✓ Ensure database production environment is secure and prevent drift (*Article 32*)
- ✓ Remove sensitive data from non-production environments (*Article 5 & 28*)



# FOURTH INDUSTRIAL REVOLUTION

We are living in  
an age of  
disruption and  
globalization!

**ORACLE**

# China announces goal of leadership in Artificial Intelligence by 2030

China sees AI as key to making China an "economic power," . The cabinet calls for developing skills and research and educational resources to achieve "major breakthroughs" by 2025 and make China a world leader by 2030.



中国智，世界能

聚焦人才、数据、资本三大重点

关于加快推进上海人工智能高质量发展的实施办法

# Moscow 2030 Digital Strategy

Stage One : Creating an infrastructural base and communication data site system

Stage Two : Artificial intelligence (AI) and Personalisation



*“One thing that we have focused on when developing the Moscow 2030 digital system is creating a citizen-centric strategy; Our strategy is homing in on artificial intelligence.”*

Andrey Belozеров  
Strategy and innovations advisor to the CIO of Moscow

# UAE's vision to become a world leader in AI by 2031

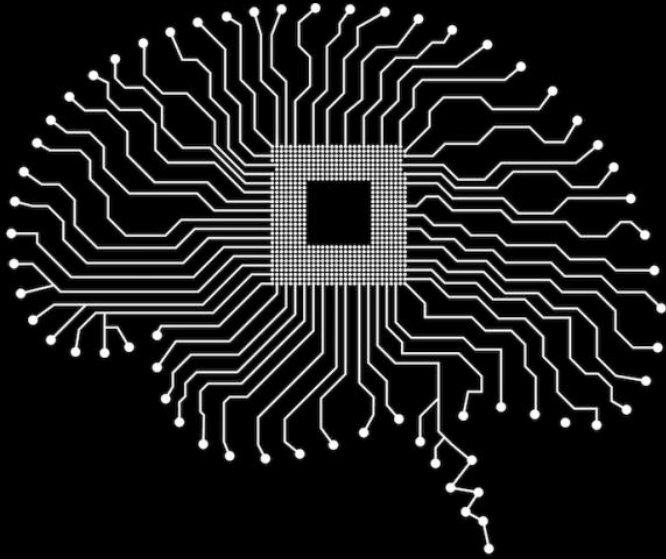


استراتيجية الإمارات  
للذكاء الاصطناعي  
UAE ARTIFICIAL INTELLIGENCE STRATEGY

*“UAE Vice President and Prime Minister and Ruler of Dubai His Highness Sheikh Mohammed bin Rashid Al Maktoum has launched the UAE’s first Artificial Intelligence (AI) strategy, the first of its kind in the region and the world and will see investment in the latest AI technologies and tools to enhance government performance and efficiency.”*



# Data is the Lifeblood of AI



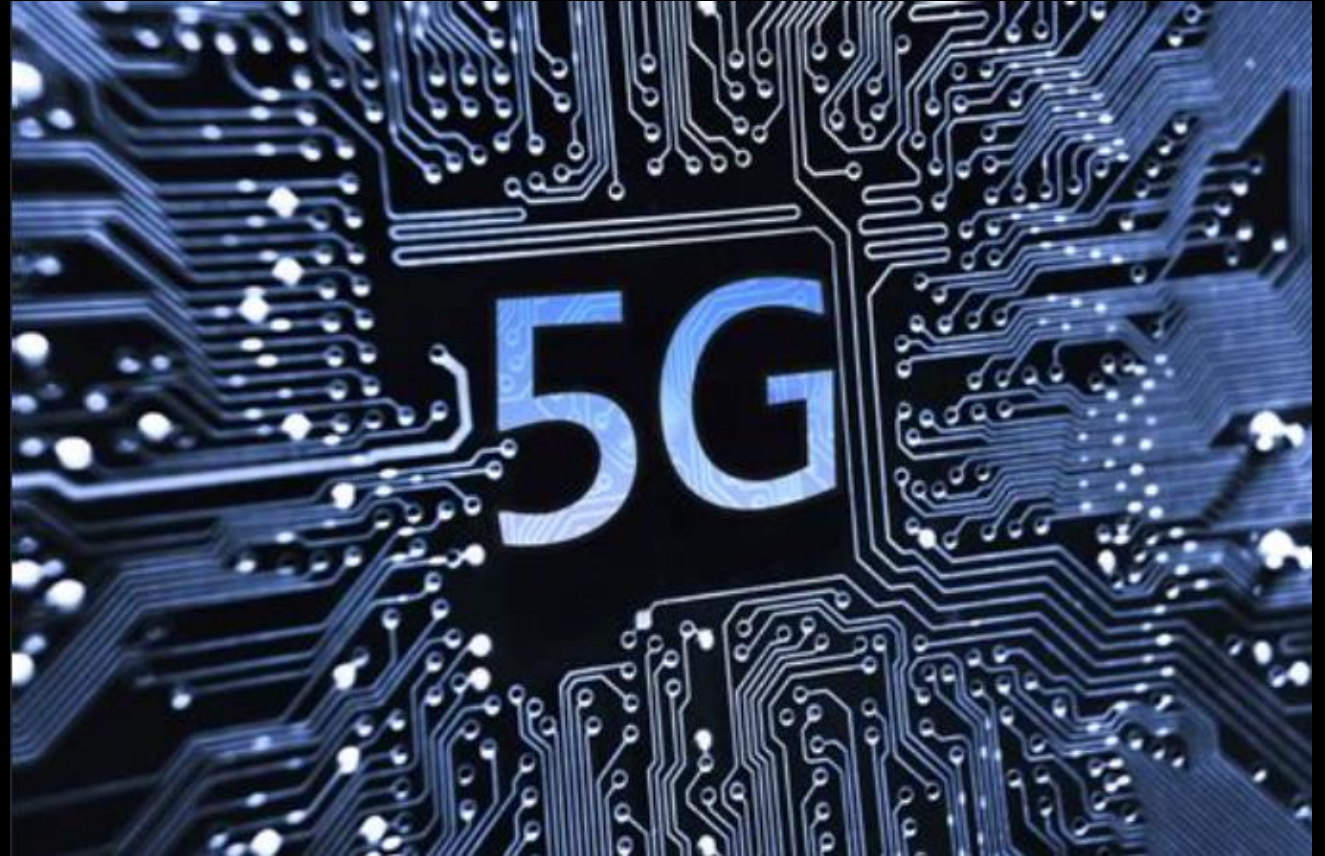
AI is making hardware important !

TECH INDUSTRY

## Facebook reportedly looking to design its own chips

The social network may join other tech giants reducing dependence on chipmakers, Bloomberg reports. Its processors could help with AI and Oculus VR headsets.

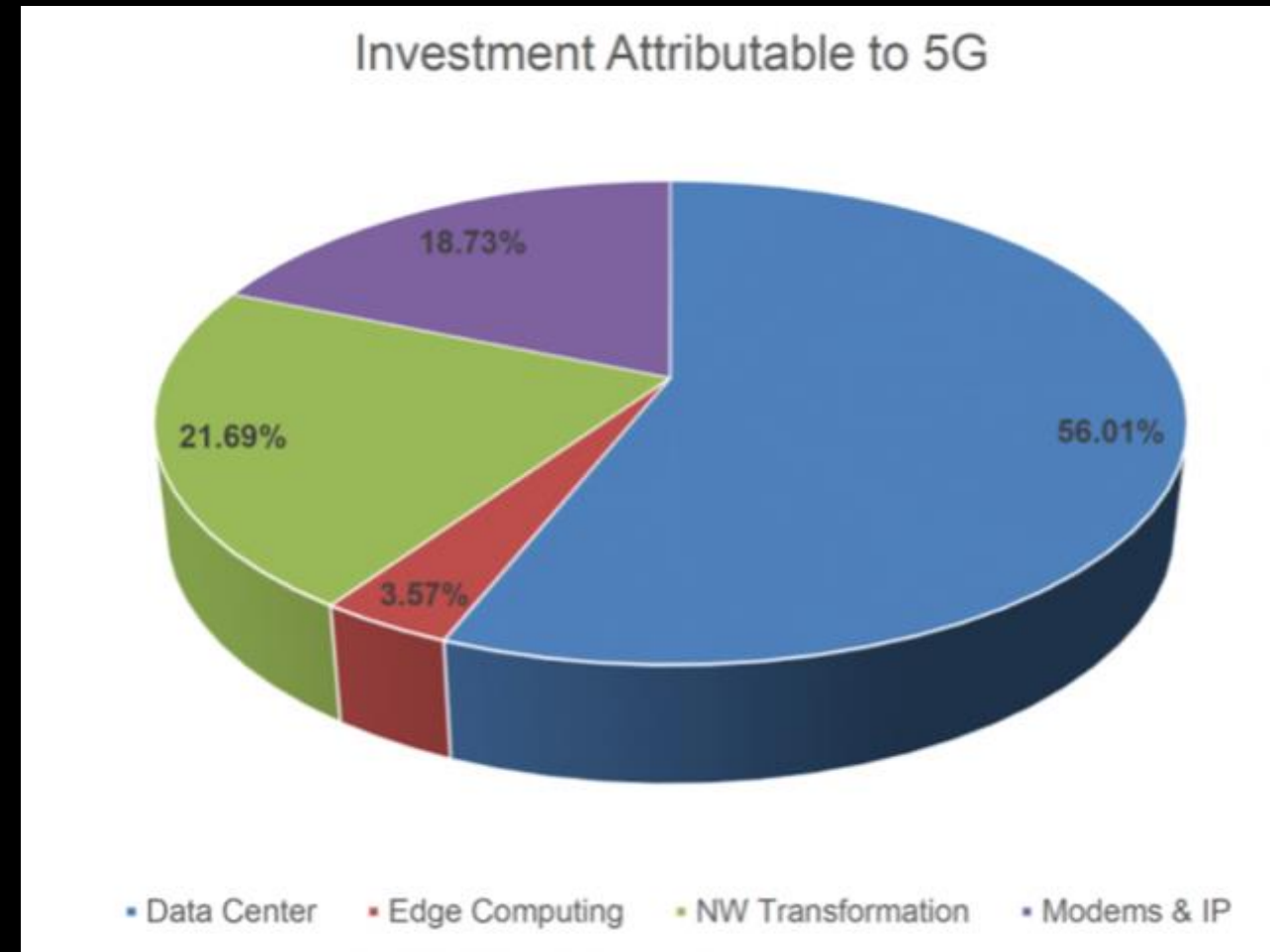
**The Race to...**





# 5G Set To Boost IT Infrastructure Spending Of \$326B By 2025

- Massive changes that need to occur in the core network and data center that will be necessary to deliver on the promise that 5G NR technologies offer
- 5G data processing, storage and networking needs in the datacenter and edge compute, carrier network transformation projects, and 5G modems and IP

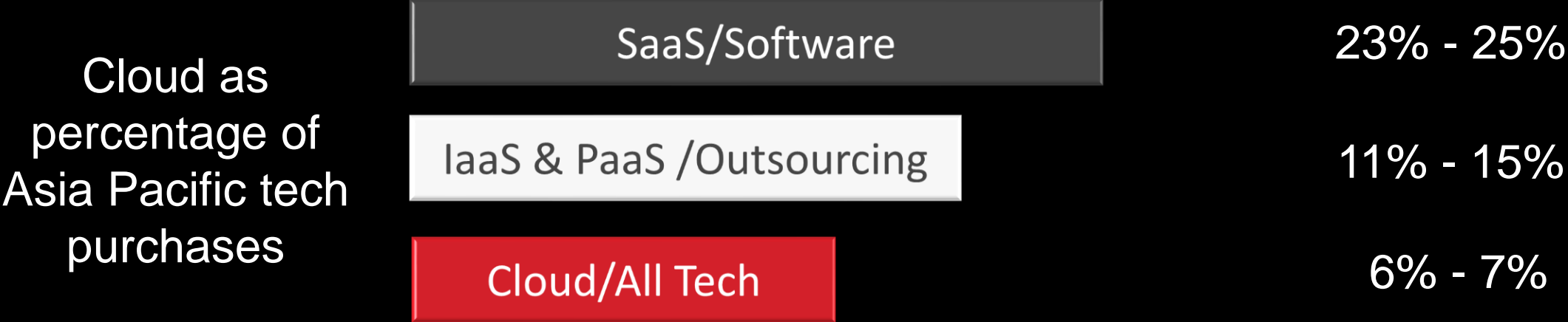


# 5G Data Center

- Data centers will have to evolve to meet the higher demands of 5G devices and networks
  - **Faster servers with AI capabilities** to address expanded cloud utilization in 5G and new content services as well as network slicing.
  - **Memory and the highest-speed storage** will enable massive pools or “memory” enabling giant analytics and AI processing
  - New, faster storage to keep up with low latency and higher bandwidth expectations to serve content and services will be necessary as well
  - New networking will be needed in the data center to meet the demands for new network functions, flexibility and speed
  - **The 5G must be intelligent, software-defined and secure.** Because of the introduction of new mission-critical services and 20 billion new end points, security will be even more important and necessary with 5G

# What about Cloud?

# Cloud is growing but it will reach just 7% of all technology spending in APAC by 2020



Driven by **Hardware and Software** spend !

# Shifting Focus To Hybrid/Multi-Cloud

AWS **Virtual Private Cloud VPC**

Huawei **FusionCloud**  
Private Cloud Solution

Microsoft **Azure Stack**  
Private Cloud

Baidu **ABC Stack** (AI/Big Data/Cloud)  
Hybrid Cloud Platform

## Hybrid Cloud Driving Cloud Growth!

IBM **Cloud Private for Data**  
Kubernetes

AliCloud **Aspara Stack Enterprise V3.0**  
Full-Stack Private Cloud Solution

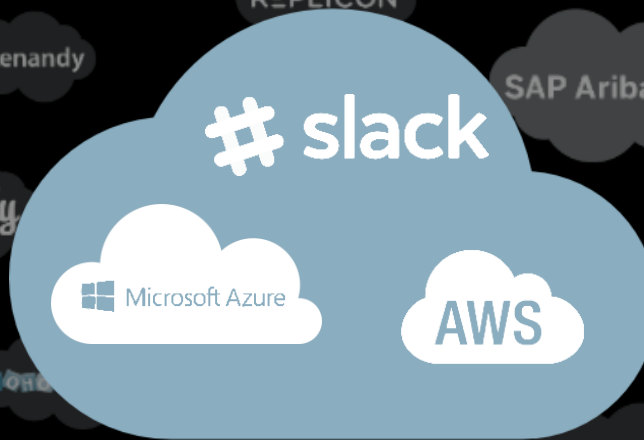
Google **kubernetes (KBE)**  
Private Cloud Software Solution

Tencent **T Stack**

**ORACLE®**

# The Multi-Cloud reality

- Functionality – Best of breed
- Cost
- Availability
- Workloads optimized cloud
- Geography



# Partners' Role in the Cloud Deployment?

# Where Do Critical Oracle Databases Run?



applications

ORACLE Database



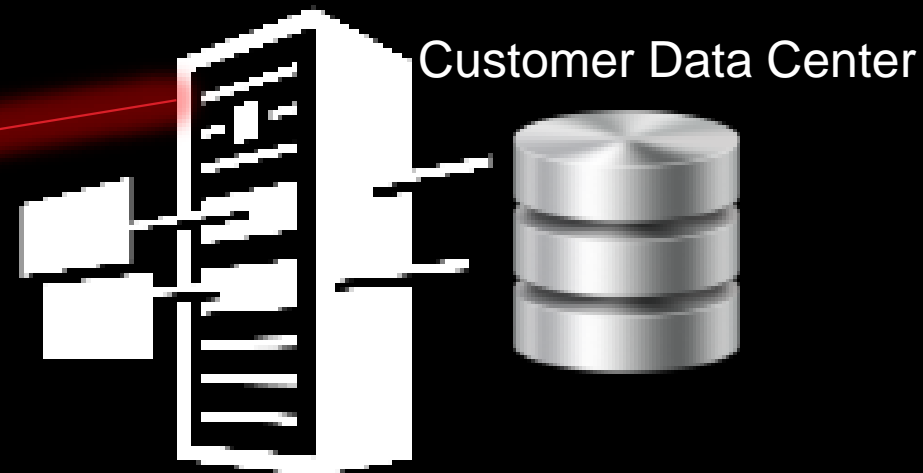
- Poor performance
- Limited availability
- More complexity
- More cost



# Where Do Critical Oracle Databases Run?



applications



ORACLE®

- long distance network connects
- result in high latency,
- performance issues and
- SQL time outs



ORACLE®

# Adjacent Multi-Cloud Oracle Databases

Data Center Co-location

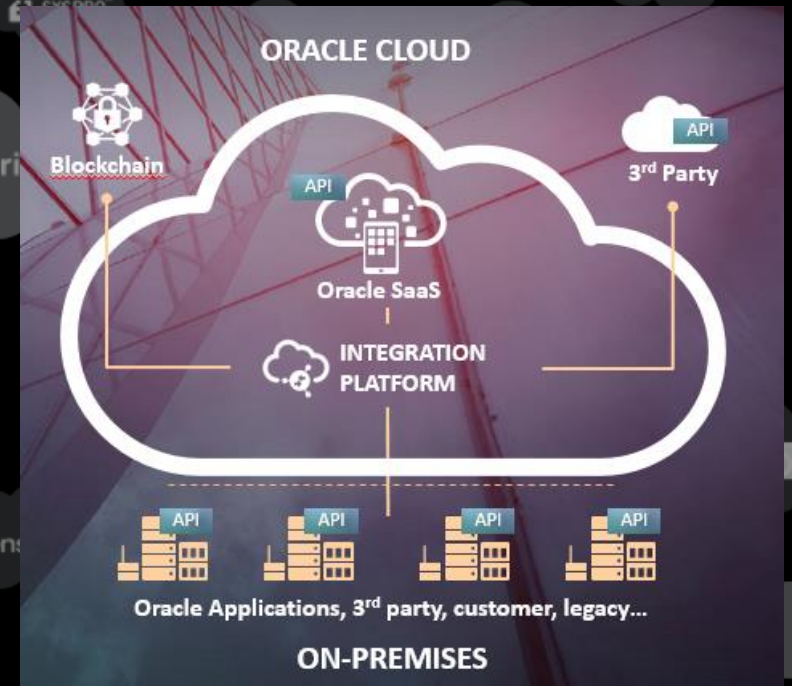
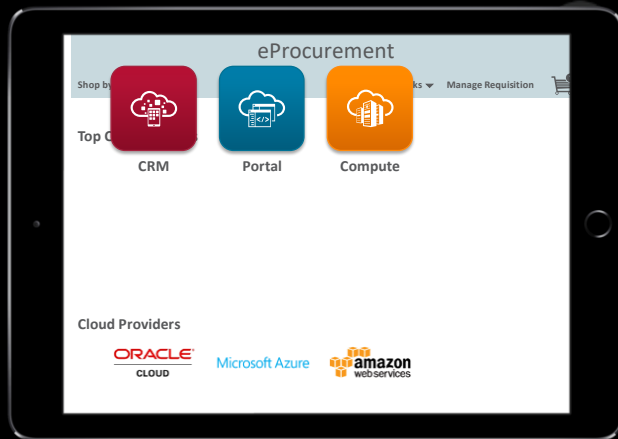


- Dedicated, low latency connection to popular clouds (<2ms)
- All Oracle Database features
- All Exadata advantages
- Customer retains control of data and database
- Flexible consumption options

**ORACLE®**

# Multi-Cloud Optimization

- Streamline On-Boarding Of Clouds
- Security and Manageability
- Simplify Choreography Across Cloud Providers
- Enable Any-Data Any-Source Analytics

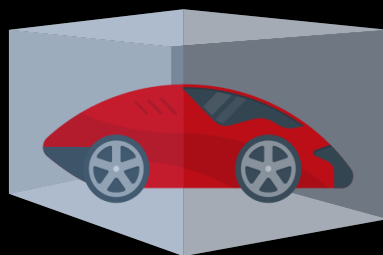


# The Next Big Thing....

## *Autonomous Database*



**Self-Driving**



**Self-Securing**



**Self-Repairing**

Powered only by  
**Oracle Infrastructure (OCI)**

**ORACLE®**

# Tech Trends

AI - Growing use cases



Edge Computing



Electric automobiles



Data Security



Hybrid/Multi Cloud



Internet of Everything



Renewable Energy



# Systems Priorities FY20



## FUTURE OF TECHNOLOGY

The New Narrative of Systems Sellers

- AI/ML
- The Future of Data
- Hybrid/Multi Cloud
- Edge/IOT
- 5G
- Future of Work



## FUTURE OF INDUSTRIES

Laying the Foundation for Large/Mega Projects

- Engage with Oracle GBU
- Manufacturing 4.0
- Fintech
- Smart Cities & Smart Nations



## EXPAND PARTNER ECOSYSTEM

The Creation of Market Power

- Manage Service Providers
- ISV/SI
- Transformational Technologies
- DMP Growth



## VOLUME AT SCALE

Ignite to Accelerate

- Oracle Digital
- SME



ORACLE®