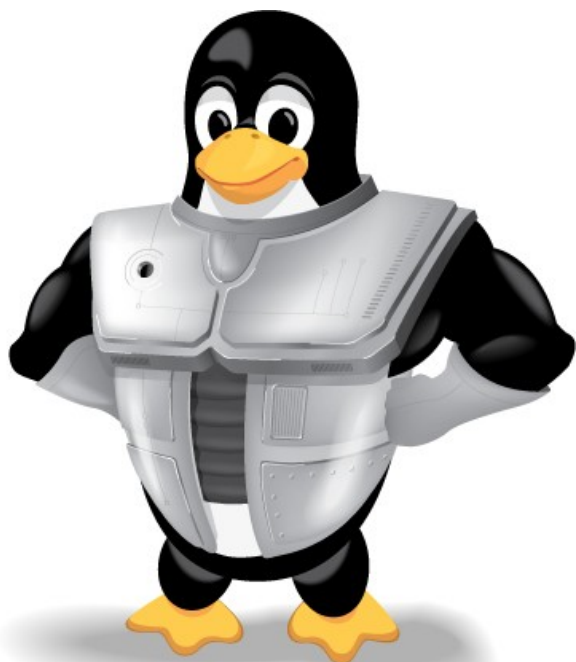


The following is intended to outline our general product direction. It is intended for information purposes only, and may not be incorporated into any contract. It is not a commitment to deliver any material, code, or functionality, and should not be relied upon in making purchasing decisions.

The development, release, and timing of any features or functionality described for Oracle's products remains at the sole discretion of Oracle.



ORACLE®

Enterprise Linux usage & ULN

21st May 2007 LUGOD meeting

Agenda

- How are Oracle and its customers and partners using Linux ?
 - ♦ (data points to help convince the pointy haired bosses to use linux.)
- What is the difference between Enterprise Linux and Unbreakable Linux ?
- Why do customers care ?
- Dealing with the FUD

Oracle's Investment in Linux

- 1998** Oracle first commercial database on Linux
 - Other ISV's then began porting their applications to Linux
- 1999** Investments in multiple Linux startups
 - Red Hat, Miracle Linux, VA Linux
- 2002** Contributes cluster file system to Linux
 - Key enabling technology for high-performance Linux grids
- Unbreakable Linux program**
 - Oracle commits to fix Priority 1 Linux Bugs
 - Oracle gives Free Linux patches to customers and vendors
- 2004** Oracle sponsors Linux security certification
 - Linux gets certified by government for use in secure systems

Oracle's Linux Contributions

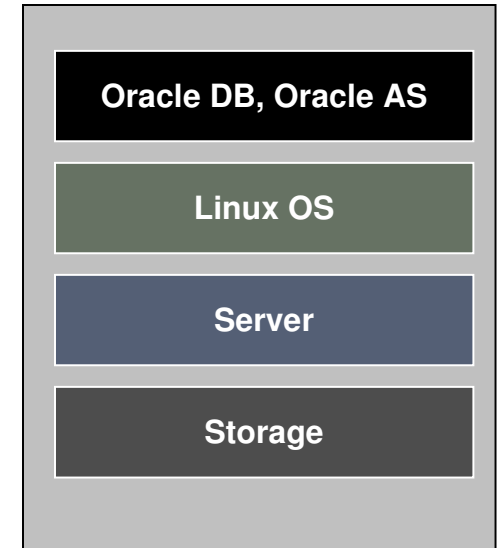
- Dedicated Linux development team
- Our code is accepted into mainline kernel
- Oracle Cluster File System 2
- Significant focus on real-world testing
- The Linux Foundation board member
- Licensee of Open Invention Network (OIN)

Committed to working with the Linux Community

Oracle Validated Configurations

Pre-tested, validated, and supported architectures, including

- Software, hardware, storage and networking components
- Best practices for deployment
- ‘Real world’ testing of complete stack



Oracle Validated Configurations offer faster Linux deployments while lowering infrastructure costs

Internal Use at Oracle

- Oracle Enterprise Linux is the base development platform
 - ◆ More than 9,000 developers use Linux
- Key internal systems run on Linux
 - ◆ More than 10,000 servers run Linux
 - ◆ Oracle.com
 - ◆ Oracle Files Online
 - ◆ Oracle demo systems
 - ◆ Oracle financial systems
 - ◆ Oracle development organization
 - ◆ Oracle On Demand

Linux: Oracle's Choice

**Dedicated
Linux Kernel
Team**

**Oracle On
Demand**

**Global
Support in
145 Countries**

**Unbreakable
Linux**

**Oracle Runs
Its Business
on Linux**

**9,000
Developers**

**All Oracle
Products Are
Available on
Linux**

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Customer Momentum

- Large-scale adoption of Oracle Unbreakable Linux Support in many major industries and all sizes:
 - ◆ Financial Services, Banking, Manufacturing, Healthcare, Communications, Retail, Technology. Education and other industries
 - ◆ Organizations of all sizes, from SMB customers to large multinational corporations
 - ◆ Customers located throughout all regions worldwide—North America, EMEA and APAC

Customer Examples

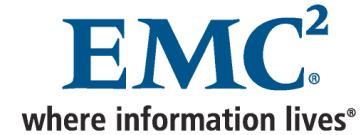
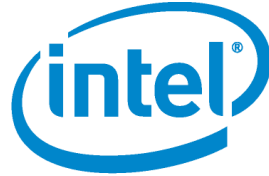
- Yahoo!
- Diebold
- Raley's
- IHOP
- GlobeCast (France Telecom)
- Timex
- Stanford University
- Mutual Materials
- Replacements Ltd.
- Hays Medical Center
- Fulcrum Analytics
- The Cobalt Group
- Stuart Maue
- Powell Industries
- New York State Insurance Department
- Deseret Power
- Stemilt Growers
- The Gem Group
- Vcommerce

Oracle On Demand Data Center Runs Oracle Enterprise Linux



- More than 450 customers
- 10,000 servers
- 3.5 Petabytes storage
- 64-bit Linux

Partner Endorsements



Enterprise Linux Vs Unbreakable Linux

- Open source software; not a new Linux distribution
- Terminology
 - ♦ Enterprise Linux = Software
 - ♦ Unbreakable Linux = Support Program
- Tracks Red Hat product releases
- Freely available source and binaries
- x86 and x86-64 (AMD and Intel) architectures

Making Linux Better

Oracle Unbreakable Linux Support

- Support for the Linux Operating System
- Available to any customer; not just Oracle users
- Dedicated development, test, and delivery teams
- Backed by world's largest software support team
- Ready 24x7 in 145 countries and 27 languages
- Enterprise-Quality Support At Lower Price

Support Levels

- Network Support
 - ◆ Access to Unbreakable Linux Network software and updates
- Basic Support
 - ◆ Software and updates
 - New!** ◆ Management Pack for Linux
 - ◆ Log service requests via Web or phone, 24x7
- Premier Support
 - ◆ Software and updates
 - New!** ◆ Management Pack for Linux
 - ◆ Log service requests via Web or phone, 24x7
 - ◆ Backport of fixes to currently supported software versions
 - ◆ Lifetime support



**Equal to Oracle's
Database Support**

Unbreakable Linux Network (ULN)

- linux.oracle.com
- Updates, bug fixes, and security fixes
- Access via up2date and Web browser
- Errata mailing list
- Search packages
- Download packages
 - ◆ Binary and source
- Manage channel subscriptions
- See how current your registered servers are



Why Do Customers Care ?

- Enterprise-quality support for Linux
 - ◆ Timely bug fixes
 - ◆ 24x7, global support
 - ◆ Access to large scale organization
 - ◆ Same quality of support as the Oracle Database
- Lower price
- Complete support for the complete software stack
 - ◆ Seamless interoperability with database and applications; skills to diagnose issues across the stack
- Single point of contact for support
 - ◆ No finger pointing

Linux Support Experience – Since 2002

- Dedicated Linux support team
- Since 2002 have been supporting Linux OS for customers running Oracle software
- Until the launch of new program in October 2006, Oracle provided Free Priority 1 (P1) bug fixes if customer has a support contract with Red Hat or SuSE

Switching to Unbreakable Linux Support

- Switch to Oracle Linux support in just minutes
 - ◆ Purchase support
 - ◆ Download Oracle's up2date – linux.oracle.com
 - ◆ Run 'up2date –register' to create an account using your CSI number for Linux support
 - ◆ System will be registered with the Unbreakable Linux Network. up2date will now download updates built by Oracle.

Why Is Oracle Providing Linux Support?

- Customers are demanding enterprise-quality support at lower price
 - ◆ Timely bug fixes
- Linux is strategic to Oracle's future
 - ◆ We sell a lot of our software running on Linux
 - ◆ Linux provides an open standards alternative
- Oracle understands enterprise support
 - ◆ More than 30 years supporting enterprise customers
 - ◆ Efficient, low cost provider of enterprise support

Dealing with the FUD

- Highest code quality
 - ◆ Same code base as Red Hat; fully compatible
 - ◆ Significant additional quality testing
 - ◆ <http://www.oracle.com/technologies/linux/el4cert-ds.pdf>
- Not forking Linux
 - ◆ Fully committed to maintaining compatibility with RHEL
 - ◆ Compete on superior support not on product differentiation
 - ◆ Contribute product enhancements to upstream developer communities
- Partner ecosystem is growing
 - ◆ Infrastructure vendors on board
 - ◆ Engaged with major ISVs
 - No re-certification necessary

Resources

- **Linux Engineering Team & FOSS resources**
oss.oracle.com
- **OTN Linux Technology Center**
oracle.com/technology/linux
- **Enterprise Linux download**
edelivery.oracle.com/linux
- **Purchase Enterprise Linux Support**
oraclestore.oracle.com/linux
- **Unbreakable Linux Network (ULN)**
linux.oracle.com

