IBM Oracle International Competency Center: our Mission

March 16, 2016

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IBM Oracle ICC

Agenda

- IBM and Oracle Alliance overview
- IBM Oracle International Competency Center
- Technical pre-sales support tools
  - Sizing
  - Benchmarks
  - Sales & Technical collateral
  - Field resources
- Questions

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IBM Oracle Alliance a Shared Commitment to Client Value

Sustained Collaboration for Customers

- Oracle 1986, PeopleSoft 1988, JD Edwards 1976, Siebel 1998

Mutual Executive Commitment

- Dedicated, Executive-led Alliance teams
- Regular Senior executive reviews and functional Executive interlocks

Around 100k Total Joint Customers Worldwide

- Hardware and Software support via Applications Unlimited

Award Winning Oracle Services Practice

- Over 6,500 Successful Joint Services Projects
- > 14,000 Oracle skilled resources worldwide
- IBM Solution Workbench For Oracle

Vibrant Technology Collaboration

- Continued joint development delivering Oracle SW optimized for IBM HW
- Substantial investment in skills and resources
- Dedicated International Competency Center

Cooperative Customer Support Process

- Dedicated On-Site Resources
- Significant Program Investments

ORACLE Diamond Partner

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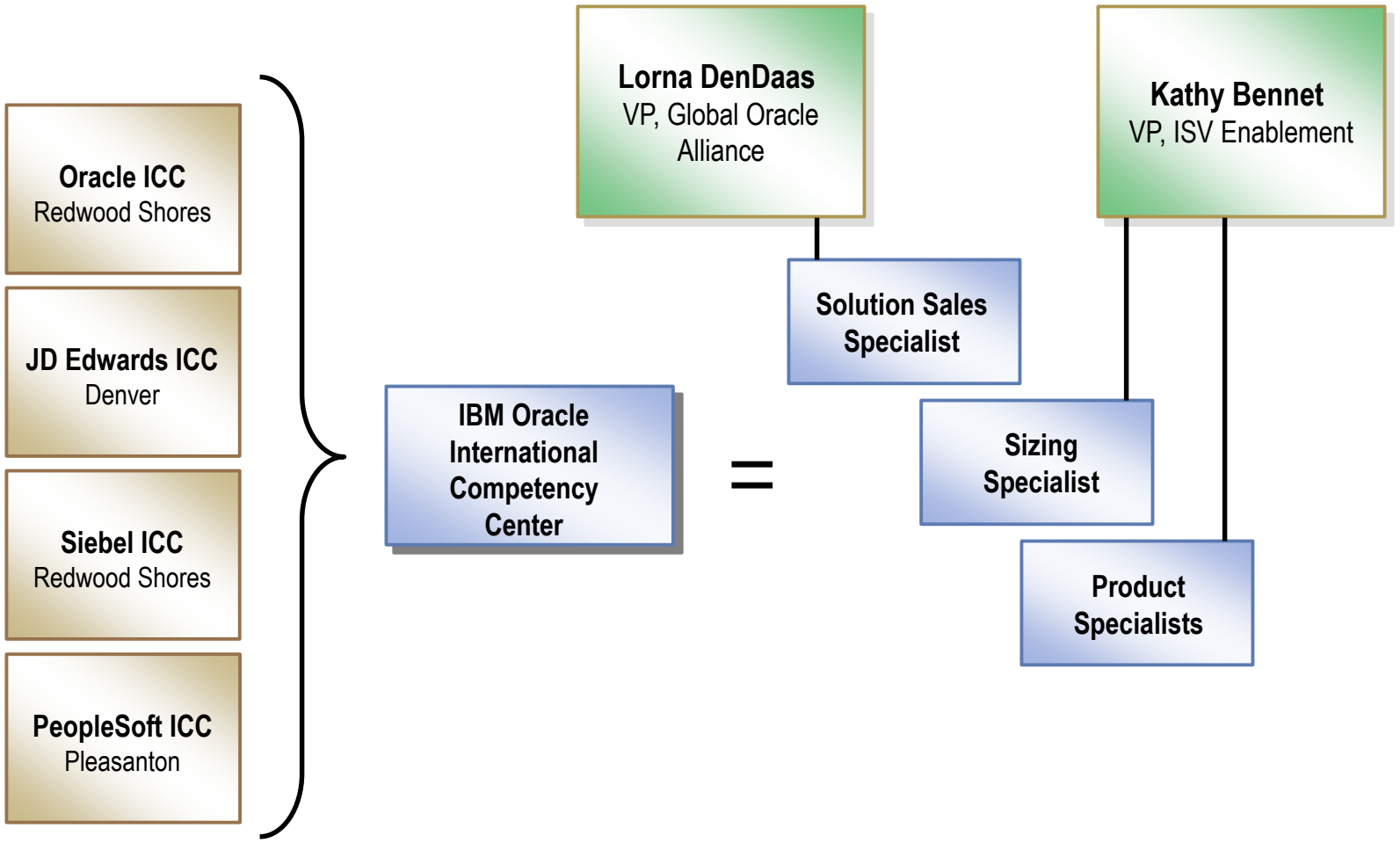
IBM Oracle International Competency Center Organization



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IBM Oracle International Competency Center

Mission:

Provide technical pre-sales solution support for Oracle applications and technology with IBM platforms including: PeopleSoft, JD Edwards, Siebel, EBS, Oracle BI, Database, and others.

- **On-Site Resources**
  - IBM Hardware and Software Brand Experts
  - Technology Managers
  - Solutions Sales
  - Project Managers
- **Labs**
  - Located at Oracle and IBM
  - Benchmarking/Sizing tests
  - Redbooks and whitepapers
- **Sizing Tools**
  - Creation and ownership of worldwide sizing tools and processes
  - Support the Techline resources
- **Technical Sales Support**
  - IBM Technical Sales
  - Business Partners
  - On-site briefings
- **Third level support, when necessary**

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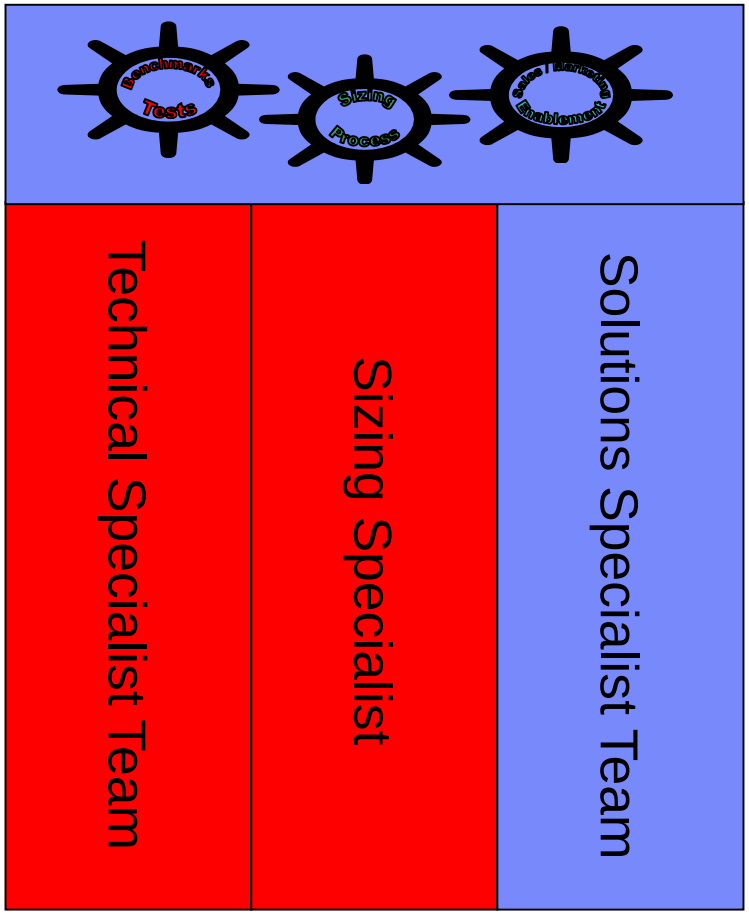
Oracle ICC Technical Specialists



- **Brand Technical Specialists**
  - **Execute sizing tests**
  - **Execute technical projects**
  - **Create technical documents**

- **Sizing Specialists**
  - **Create and maintain sizing tools**
  - **Sizing tool education**
  - **3rd level sizing support**

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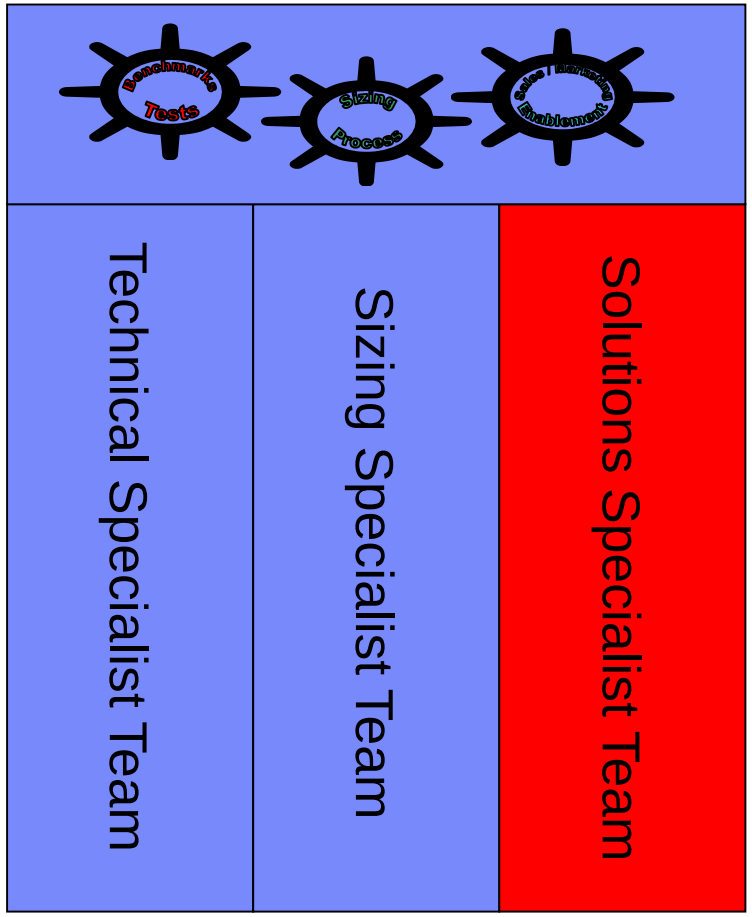
Oracle ICC Solution Specialists



- **Solutions Specialists**
  - **BP/ IBM field support**
  - **Technical collateral creation**
  - **Education**
  - **IBM Oracle Q&A userid**
- **Best Practices**
  - **Collateral – Pat Moore**
  - **Education – Moshe Reder**

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Oracle Competency Center

Oracle Solution	ICC Solution Specialist
Oracle Technology, Oracle BI Solutions Specialist	Moshe Reder
JD Edwards, Oracle E-Business Suite, PeopleSoft, Siebel, Oracle Retail, Edge Applications Solutions Specialist	Pat Moore

email: ibmoracle@us.ibm.com

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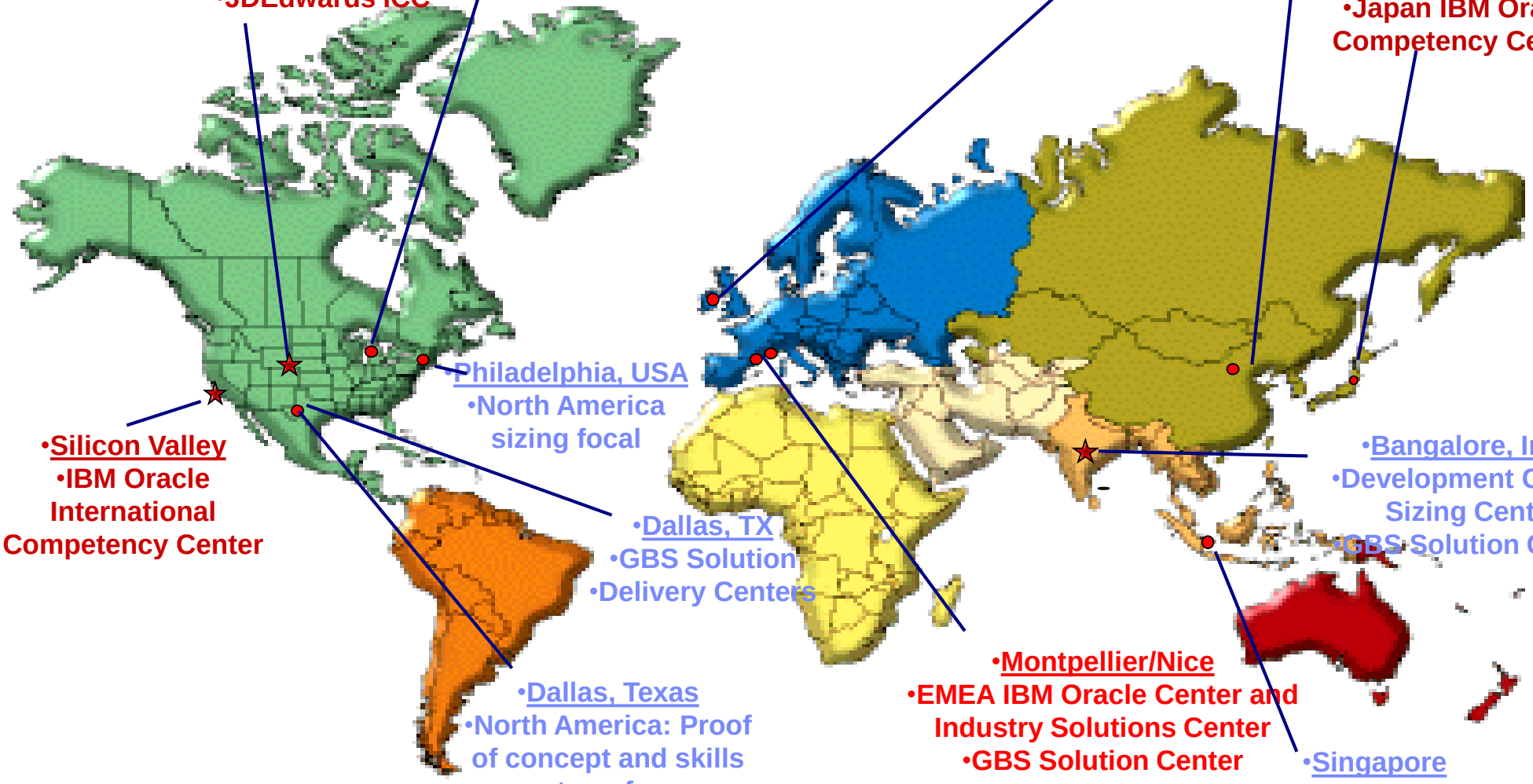
IBM and Oracle Alliance: Global in Scope



•Chicago, IL
•GBS Solution Delivery Centers

•Denver Colorado
•JDEdwards ICC

•Dublin, Ireland
•GBS Solution Delivery Centers

•Beijing, China
•GBS Solution Delivery Centers

•Tokyo, Japan
•Japan IBM Oracle Competency Center

Philadelphia, USA
•North America sizing focal

•Silicon Valley
•IBM Oracle International Competency Center

•Dallas, TX
•GBS Solution
•Delivery Centers

•Bangalore, India
•Development Center
Sizing Center
•GBS Solution Center

•Dallas, Texas
•North America: Proof of concept and skills transfer

•Montpellier/Nice
•EMEA IBM Oracle Center and Industry Solutions Center
•GBS Solution Center

•Singapore
•GBS Solution
•Delivery Centers

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ICC Technical pre-sales support

Worldwide sizing process

Benchmarks

Technical collateral

- Solution data sheets
- Product Availability Matrix
- Installation guides
- Tuning guides
- IBM technology differentiators
- Much more

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IBM Platform Sizing

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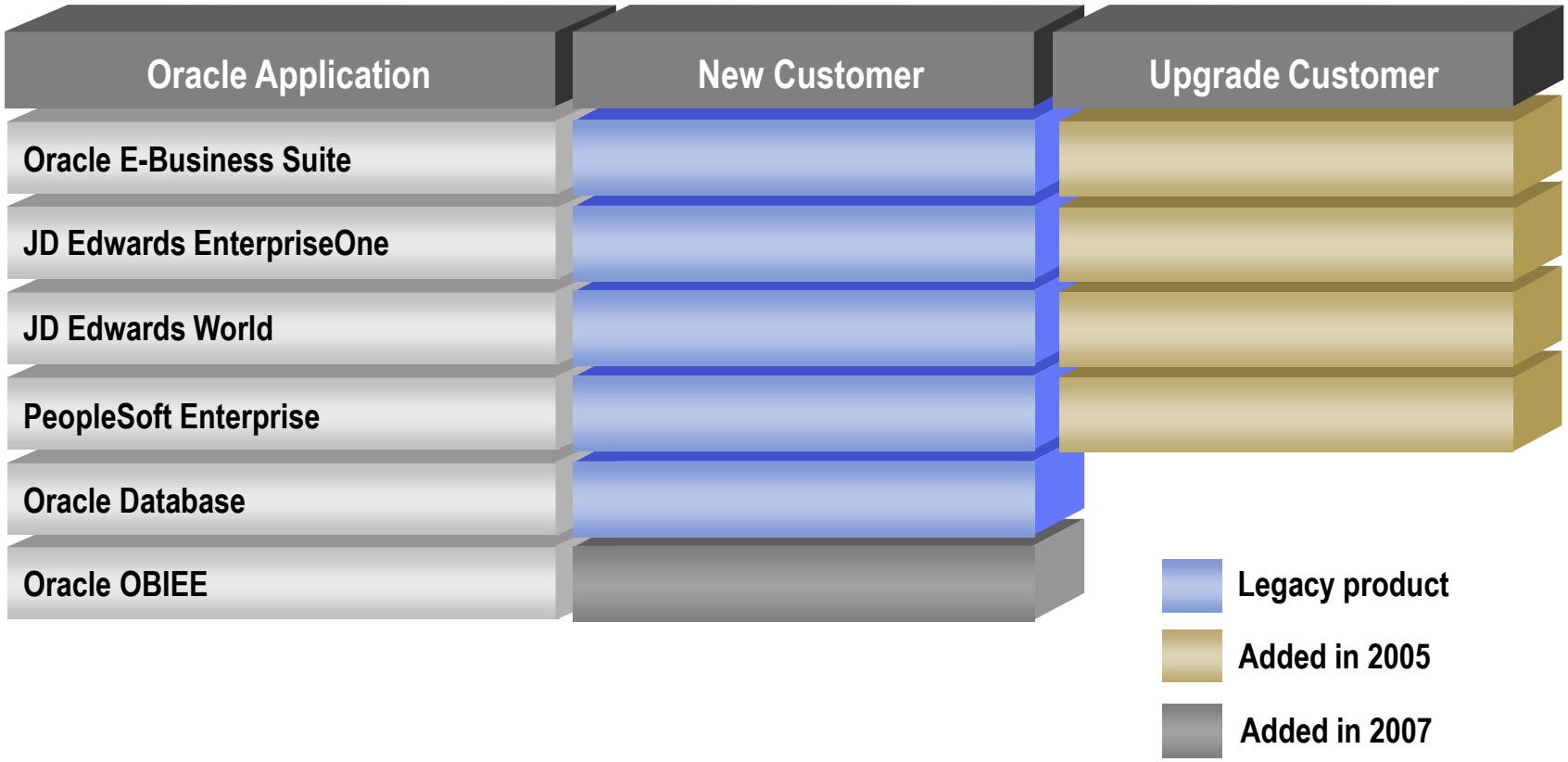
IBM Sizing Capabilities for Oracle Solutions



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Hardware Upgrade Sizing Process

IBM Exclusive

- **Available now**
  - ► JD Edwards EnterpriseOne & World
  - ► PeopleSoft Enterprise
  - ► Oracle E-Business Suite
- **Accommodates the following scenarios:**
  - ► New applications
  - ► Additional users of existing modules
  - ► Version-to-version upgrades
  - ► Moving to web interface
- **Available for all supported IBM server platforms**
- **Special upgrade sizing questionnaires:**
  - ► www.ibm.com/erp/sizing
- **Incorporates customer performance data**
- **Revised with additional questions to refine workload**
- **Marketing brochure available outlining offer and benefits**
- **No charge**

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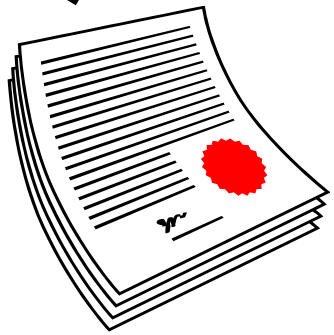
How to size Oracle Applications with IBM hardware

Step 1 - Download the Sizing Questionnaire from the Web:

www.ibm.com/partnerworld/wps/servlet/ContentHandler/techline/FAQ00000750

Refine if necessary

Step 3 - E-mail completed Questionnaire to the Techline ISV Solution Sizing Center



Step 2 – IBM Specialists assist in completing

- Sizing estimation process can estimate:
  - CPU resources required
  - Memory resources required
  - Storage resources required
  - Does not size network requirements

Step 4 – Sizing estimate is returned from Techline ISV Solution Sizing Center

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Why IBM Sizings

On site. IBM performance and sizing resources reside at Oracle and work closely with Oracle performance teams to ensure our sizing process is as comprehensive and accurate as possible.

Complete. IBM has discreet sizing processes for both new and installed customers (upgrades).

Comprehensive. IBM offers sizings for all major Oracle solutions and complimentary products such as Oracle Business Intelligence.

Current. IBM has sizing data for the most recent Oracle applications versions.

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IBM Benchmarks Results with Oracle Software

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PeopleSoft Payroll 9.1 Benchmark Results

Extra Large Volume Model

IBM zEnterprise z196 - DB2 z/OS

- Employees processed: 500,480
- Number of CPUs used: 9
- Number of jobs used: 8
- Memory available: 32GB
- Run time: 41.3 min
- 80,787 employees processed per hour per CPU

The report can be found at:

http://www.oracle.com/us/solutions/benchmark/apps-benchmark/ps9-na-pay-91-fp2-db2-ibm-z196-ec-1946204.pdf

Non IBM UNIX Platform - Oracle DB

- Employees processed: 500,480
- Number of CPUs used: 24
- Number of jobs used: 32
- Memory available: 1TB
- Run time: 46.98
- 26,632 employees processed per hour per CPU

The report can be found at:

http://www.oracle.com/us/solutions/benchmark/apps-benchmark/peoplesoft-167486.html

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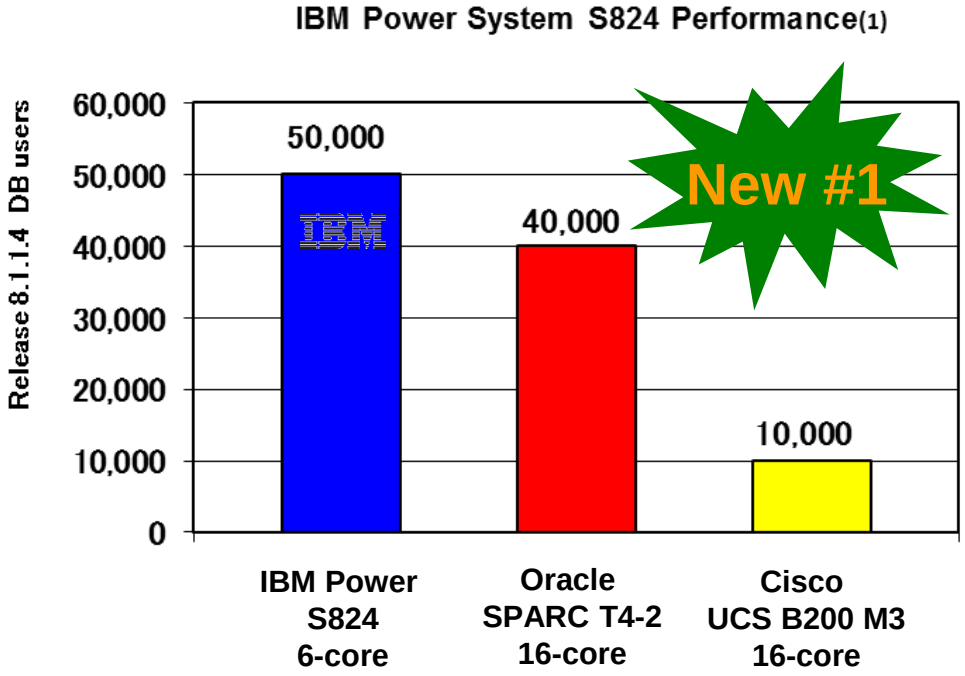
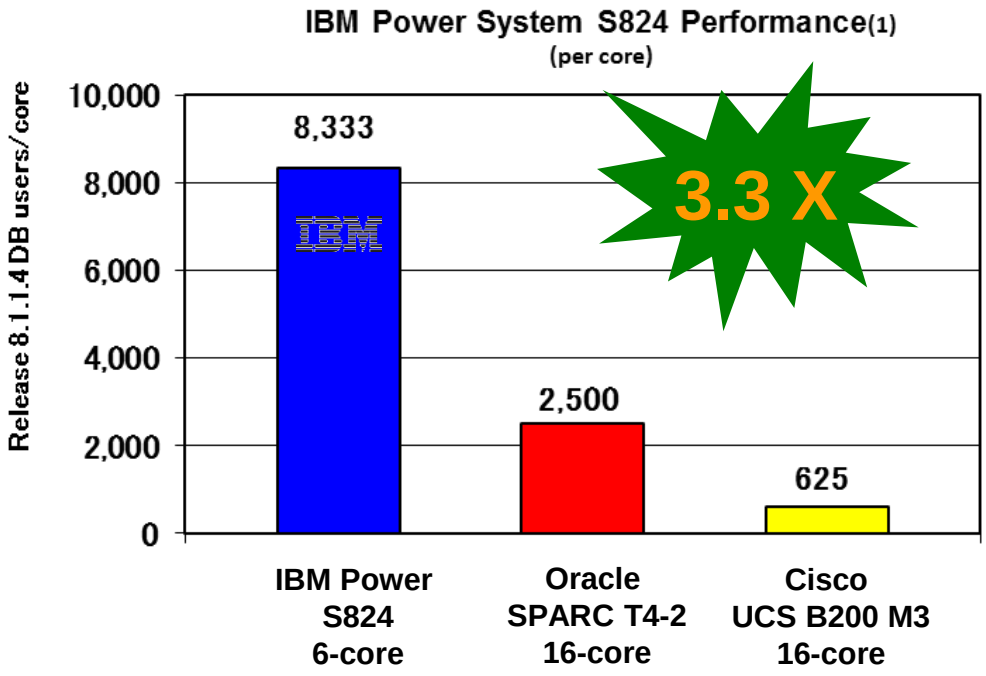
IBM Power System S824 delivers New High-water Siebel CRM Release 8.1.1.4 performance

Over 3 times the DB performance per-core than previous results

Highest overall users supported on fewer cores!





(1) All results use Siebel 8.1.1.4 PSPP Kit and are current as of 3/24/2014. For more information go to http://www.oracle.com/us/solutions/benchmark/white-papers/siebel-167484.html

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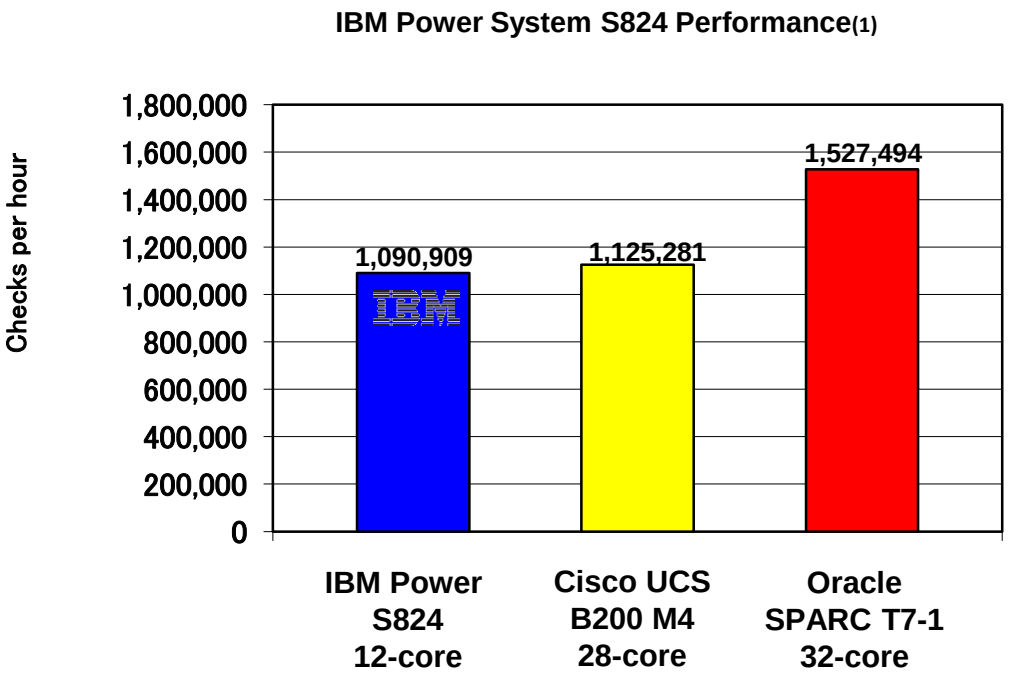
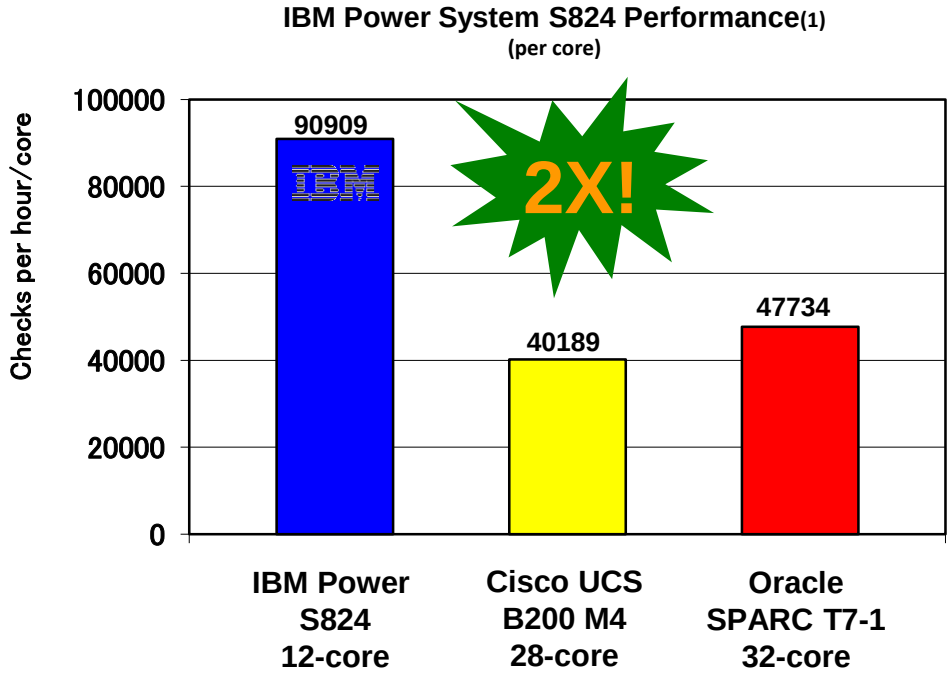
IBM Power System S824 delivers Best of Breed E-Business Suite 12.1.3 Extra Large Payroll Batch performance

Over 2 times more performance per-core than Cisco result





(1) All results use Oracle eBS 12.1.3 Payroll Batch Extra Large Kit and are current as of 3/01/2016.
For more information go to http://www.oracle.com/us/solutions/benchmark/apps-benchmark/results-166922.html

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Oracle Application Benchmarks on IBM Systems

- **All IBM/Oracle benchmark reports are available at:**
  - **IBM Technology Hub: (click on ”Benchmarks” box at top)**
    www.ibmandoracle.com
  - **Oracle.com: (links to benchmarks at bottom of page)**
    http://www.oracle.com/us/solutions/benchmark/apps-benchmark/index.html

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Sales & Technical Collateral

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Available Technical Sales aides

- Solution Data Sheets
- Product Availability Matrix
- White papers
- ICC brochure, overview, and value prop

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ICC Collateral - Solution Data Sheets

IBM Systems
Data Sheet

IBM i Solution Edition for JD Edwards

Reduce the cost, complexity and risk of deploying JD Edwards ERP solutions

Highlights

- Save money on a complete JD Edwards ERP solution that includes fully integrated hardware, infrastructure software and a services voucher
- Benefit from superior service and support with highly coordinated, joint service teams
- Leverage a platform that utilizes the full power of IBM i, with industry-leading scalability, performance and energy efficiency
- Choose an infrastructure platform that delivers a competitive cost of acquisition through specialty pricing and lowest total cost of ownership through reduced maintenance and ongoing support costs

IBM Power Systems for Oracle E-Business Sui

Powerful, dynamic systems with POWER8 processors kee latest technology trends

Designed and built for your business critical Oracle E-Business Suite deployments

Data-centric design and optimization brings faster insight to the point of impact

Improved IT economics efficiently deliver business services with a scalable, open cloud

Joint IBM and Oracle testing, planning, and support deliver a robust enterprise-class computing platform for Oracle E-Business Suite

Built with innovation that puts data to w

It's no secret that dynamic technology change organizations do business. The growing torren outside your organization, from mobile emplo prospects, presents an unprecedented oppor apply these insights at the best point of impac

Making the transition to advanced capabilities that supports your key IT initiatives, and busi deployments. Our investments to bring optim analytics, cloud, and mobile access are desig journey to address today's market opportuniti

The newest generation of IBM® Power Syste is the first family of systems built with innovati data and analytics, mobile, and cloud into co before possible.

IBM FlashSystem all-flash storage and O

Increasing Oracle Database performance, efficienc

Nearly a decade long, proven track record of accelerating Oracle Database performance

Microsecond-scale storage latency delivered by IBM FlashSystem arrays benefit the Oracle Database in many ways, improving redo log performance, complex sorts, and other processes

Rich set of data management capabilities and storage services provided by IBM FlashSystem V9000 complement Oracle ASM and Oracle RAC features

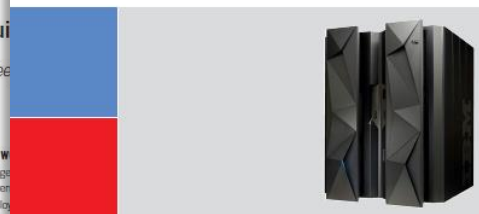
Lower cost of Oracle Database data storage through increased data agility, dynamic data management, and optimized efficiency

Building business value throug

Today, IT infrastructure is fully entw means that crucial business questi What is it worth to stay ahead of the experience worth to the bottom line faster, more informed business dec possible fraud protection and data critical questions in terms of IT infra storage plays in the right answers, very clear.

IBM FlashSystem storage

The IBM FlashSystem family of all-flash storage arrays brings a long and successful history of accelerating Oracle Databases. The extreme performance, IBM MicroLatency®, macro-efficiency, and enterprise-grade reliability offered by IBM FlashSystem arrays make an excellent fit with the current and future storage needs of Oracle Database applications. In addition to platforms that focus exclusively on providing the lowest possible latency with excellent cost-efficiency, IBM FlashSystem storage provides a wide range of enterprise-grade management



IBM z Systems running Oracle Database 12*c* on Linux

Put z Systems to work for you

Scale and grow Oracle Database 12*c* applications and data with confidence

Benefit from mission-critical reliability for Oracle Database 12*c*

Simplify IT operations with advanced virtualization, multi-architecture workload support and operations management capabilities

Minimize network security vulnerabilities, and reduce latency

Today, enterprises require a trusted IT infrastructure that is dynamic, scalable and flexible enough to support both mission-critical work and the development and deployment of new workloads. This infrastructure must help decision makers to use data, a company's most valuable asset, with insight rather than hindsight, and assist in using IT to gain a competitive edge.

The IBM® z13™ is the first of a new generation of z Systems™, designed for digital business and the mobile economy. z13 can help deliver advanced performance, security, resiliency, availability and virtualization for a high quality of service. Designed for larger enterprises, the z13 offers massive scalability for secure data serving, high-volume transaction processing and large-scale consolidation.

The z13 features 22 nm processor technology and supports simultaneous multi-threading for Linux® and Java™ workloads. It helps deliver outstanding transaction processing and data serving performance. The z13 offers excellent economies of scale, supporting up to 141 configurable cores and more efficient use of critical data. Coupled with up to 10 TB of memory, the z13 is ideally suited for consolidating large-scale distributed environments and the introduction of new in-memory workloads.

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Available Solution Data Sheets

- **Power Systems Data Sheets (not a comprehensive list)**
  - IBM Power Systems for Oracle Database 12c
  - IBM Power Systems for Oracle PeopleSoft Applications
  - IBM Power Systems for Oracle E-Business Suite
  - IBM Power Systems with AIX for Oracle's JD Edwards EnterpriseOne
  - IBM Power Systems for Oracle's Siebel Customer Relationship Management (CRM)
  - IBM Power Systems for Oracle Communications Billing and Revenue Management
  - IBM i Solution Edition for JD Edwards
  - Justifying an upgrade of your Oracle E-Business Suite applications environment
  - Justifying an upgrade to Oracle's JD Edwards EnterpriseOne or JD Edwards World application environments
  - Optimized Solution for Oracle Retail on IBM Power Systems
  - IBM Siebel Optimized Solution Brief

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Available Solution Data Sheets

- **z Systems Data Sheets (not a comprehensive list)**
  - **IBM z Systems running Oracle Database 12c on Linux**
  - **IBM z Systems running Linux with Oracle Database and Middleware Solutions**
  - **IBM z Systems running Oracle Database and Linux for Oracle's Siebel Customer Relationship Management**
  - **IBM z Systems running DB2 and z/OS for Oracle's Siebel Customer Relationship Management**
  - **IBM z Systems running Oracle Database on Linux with Oracle PeopleSoft applications**
  - **IBM z Systems running DB2 for z/OS with Oracle PeopleSoft applications**
  - **IBM z Systems running Oracle Database on Linux with Oracle E-Business Suite**

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ICC Collateral – Product Availability Matrix (example)

IBM Supported Platforms Summary for Oracle Database March 01, 2016

This summary is updated periodically. Please refer to *My Oracle Support* website (https://support.oracle.com/CSP/ui/flash.html), and check the "Product Certifications" folder for the latest supported platforms, or for platforms that are in the process of being certified and projected to be completed within the next 90 days. A userid and password is required to sign on to My Oracle Support, which is available for Oracle customers and Business Partners. This document is offered as a short reference guide.

	Version	Linux on Power [1,3]	AIX on Power	System z [2]
Database Enterprise Edition	9.2		AIX 5.3	OS/390 V2R10 z/OS – V1R4, V1R5, V1R6, V1R7,V1R8 SLES – 8, 9 Red Hat EL 3
	10*g*R2	SLES – 9,10 Red Hat AS/ES – 4, 5	AIX 5.3, 6.1	z/OS – V1R4, V1R5, V1R6, V1R7,V1R8,V1R9,V1R10 Terminal release for z/OS SLES – 9, 10, 11 Red Hat EL – 4, 5
	11*g*R1	Not Planned	AIX 5.3, 6.1	Not Planned
	11*g*R2	Instant Client Only, Big Endian. RH 6 & 7, SLES 10 & 11	AIX 5.3, 6.1, 7.1, 7.2	SLES - 10, 11 Red Hat EL 4, 5, 6
	12cR1	Instant Client Little Endian RH 7.1, SLES 12 Instant Client Big Endian RH 6 & 7, SLES 11	AIX 6.1, 7.1, 7.2	SLES 11, Red Hat EL 5, 6

- **Oracle E-Business Suite**
- **PeopleSoft Enterprise**
- **J.D. Edwards EnterpriseOne**
- **Siebel CRM**
- **Oracle BRM**
- **Oracle Demantra**
- **Oracle Transportation**
- **Oracle Retail**
- **Oracle BIEE**
- **Hyperion**
- **Oracle Web Commerce**
- **Oracle Database**

Click here and select "benchmarks and supported platforms"

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Examples of ICC White papers

- **Oracle Technology**
  - Oracle DB & RAC 12cR1 on IBM AIX : Tips and Considerations
  - Oracle Database 11g and 12c on IBM Power E870 and E880
  - Oracle 12.1.x and 11.2.0.4 Database Performance Considerations with AIX on POWER8
  - IBM XIV with Real-time Compression feature in Oracle environment
  - IBM System Storage DS8870 with IBM Easy Tier for Oracle ASM

- **Oracle Applications**
  - Oracle's Siebel CRM Innovation Pack 2015 installation and upgrade to 15.5.0.0 on IBM Power Systems and AIX 7.1
  - IBM Software Defined Environments - Example application using IBM Bluemix on-premises hybrid cloud to develop a Java application hosted on Oracle Database 12c on IBM AIX 7.1
  - Porting Chef Cookbooks to AIX - Running Chef Client 12.4.1 cookbooks and recipes on AIX 7.1
  - Installing Oracle's JD Edwards EnterpriseOne on IBM Power Systems servers with AIX
  - Hints and Tips for Upgrading Oracle E-Business Suite 12.1.1 to 12.1.3 on AIX 7.1

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IBM Technology Hub for Oracle Solutions

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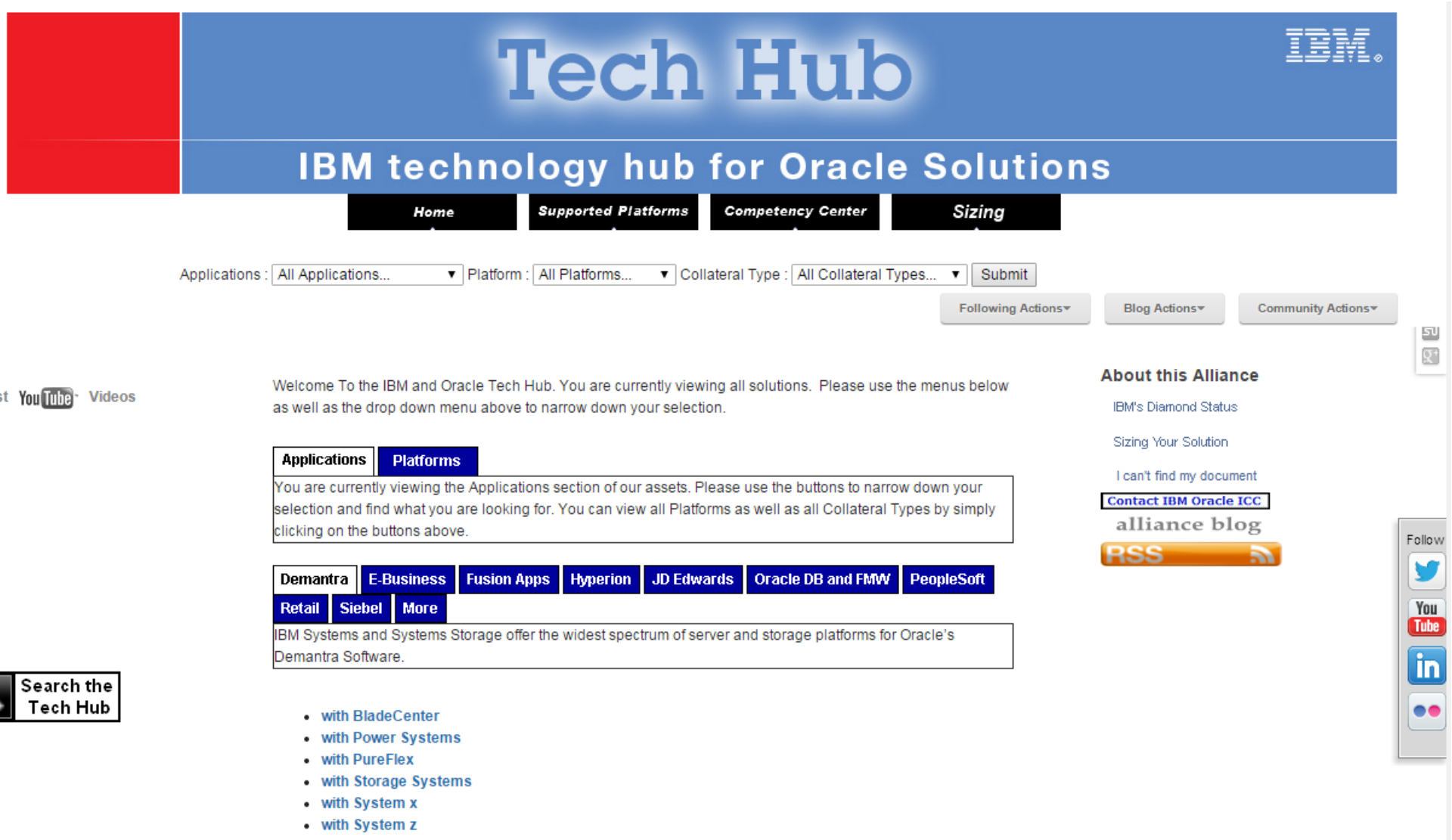

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Field Resources and Offerings

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Oracle Solutions Technical Sales Assistance Managers (support for Oracle applications)

Name	Geography	Responsibility	Contact Information
Scott Bell	North America	POWER, z Systems, Storage All Oracle Solutions	gsbell@us.ibm.com
Gary Walsh	Europe	All Oracle Solutions	walshg@uk.ibm.com
Flavio Scabim (Power)	Brazil	All Oracle Solutions	mscabim@br.ibm.com
Luc Colleville	IOC (EMEA)	All Oracle Solutions	luc.colleville@fr.ibm.com
Kenshi Toritani	Japan	All Oracle Solutions	kenshi@jp.ibm.com

For assistance outside the Americas, please contact the International Competency Center at: ibmoracle@us.ibm.com

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Questions?

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