

ORACLE®

Consolidating Data and Applications on Linux for System z

“The Mainframe Is Dead.... Again”



Introduced 40 years ago, IBM's System/360 greatly impacted business and government data processing.

Or maybe not.....

ORACLE



INSIGHT

Oracle and IBM Agree to Co-Market Oracle's Linux Solutions on IBM System z Mainframes

Jean S. Bozman, Stephen L. Josselyn, Albert Pang

IDC OPINION

Oracle and IBM have both competed and cooperated in the IT marketplace, giving rise to a long period of "coopetition." Customer choices have increasingly caused both firms to provide software stacks that support deployment of enterprise applications across a variety of IBM server platforms.

ORACLE



INSIGHT continued:

The October 24 announcement of Oracle-IBM cooperation on the IBM System z mainframe server's Integrated Facility for Linux (IFL) affirms the trend, as follows:

- It is a pragmatic decision that brings the Oracle E-Business Suite Database-Tier product to System z's Integrated Facility for Linux in support of Oracle's line of enterprise business applications, such as PeopleSoft and Siebel.
- The move to support Oracle workloads on Linux increases Oracle's presence on System z and the mainframe architecture, where Oracle has run on IBM's MVS and OS/390 operating systems on mainframes for many years - and where Oracle 9i has run on Linux on the mainframe since 2002 - but where Oracle's enterprise applications did not play a large role.
- This support for Linux-enabled Oracle workloads on the IFL strengthens the focus and commitment of both IBM and Oracle on enterprise Linux/IBM System z deployments.

ORACLE

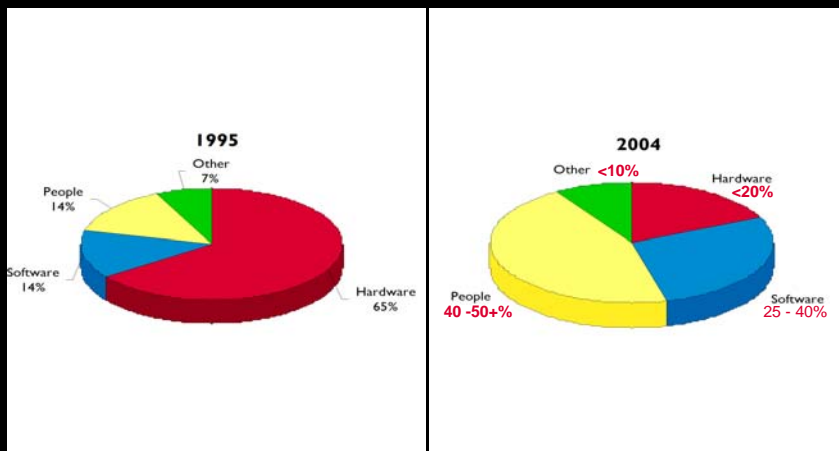
“Companies can potentially save 20% or more through consolidation.”

– Giga Information Group, Inc.

ORACLE

Source: Noel Yuhanna, Database Consolidation Defined: Two Approaches to Saving Money

The changing expense profile



**People expense has tripled as a %
Software expense has doubled as a %
Hardware is less than 1/3 of its original %**

ORACLE

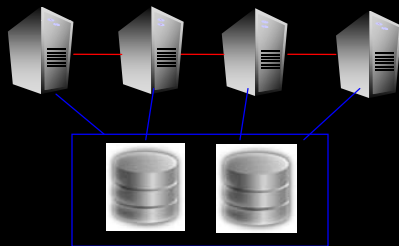
The Industry View

2003-2007 Time frame

Distributed computing (scale out) will not replace monolithic (scale up) computing or vice versa.

Gartner projects no pronounced shift in the balance of scale-out vs. scale-up architectures.

GARTNER GROUP July 2003



The 'right answer' for the majority of customers is probably a combination of scale up and scale out... even within the same application deployment.

ORACLE

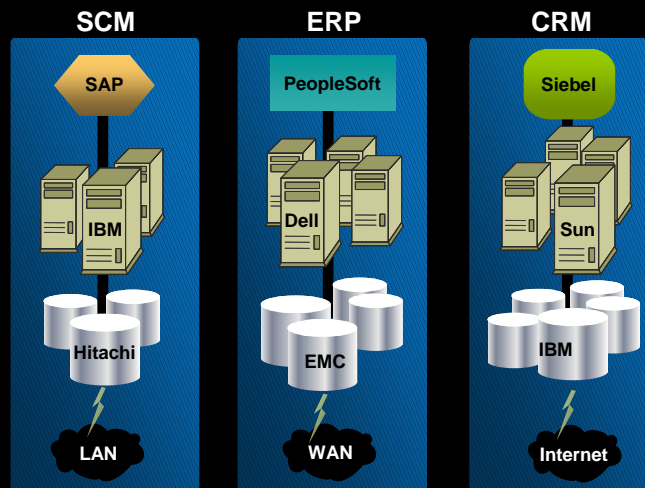
One Problem: IT in Vertical Fragments

Software:
Monolithic

Servers:
Single purpose

Storage:
Isolated

Network:
Fragmented



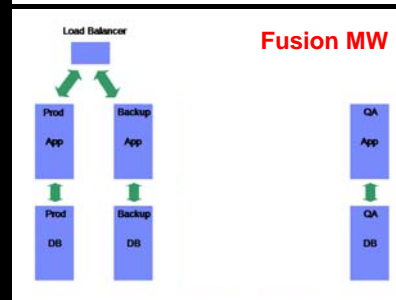
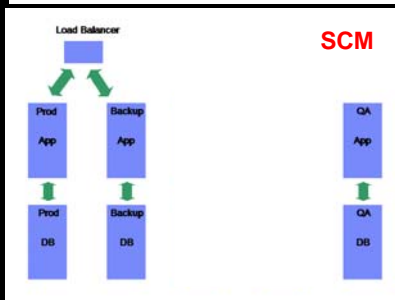
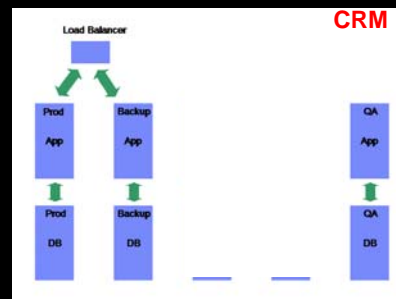
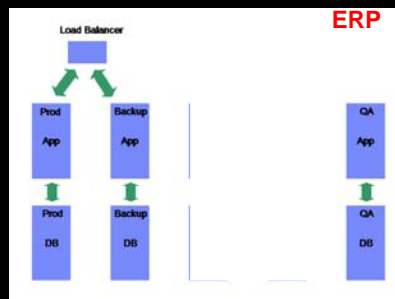
ORACLE

Distributed Environment: Business Challenges

- Rising IT costs
- Slow and incomplete decision making capability
- Fragmented data / redundant data / dirty data
- Non-standardized business processes
- Difficulty in planning and implement new/better business processes.
- Difficulty finding and accessing data
- Wasted employee productivity
- Difficulty in planning and forecasting costs

ORACLE

The Business as Usual Implementation Strategy



ORACLE

Distributed Environment: IT Challenges

- Limited ability to do planning (costs/capacity/maintenance/patches/upgrades)
- Leveraging excess system capacity
- Downtime (scheduled or unscheduled)
- Access and data security
- Increasing support, maintenance and administration costs
- Difficulty in supporting Corporate or LOB mandates

ORACLE

Customer Patterns

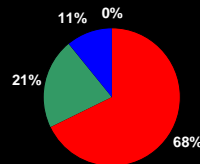
Consolidation of simple web-, application-, file-, print-serving

Migration of distributed infrastructure for z/OS backend processing and data serving

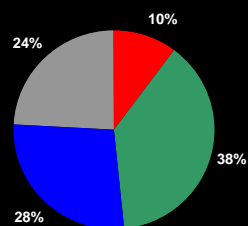
Infrastructure Simplification

Migration of mission-critical end-to-end applications

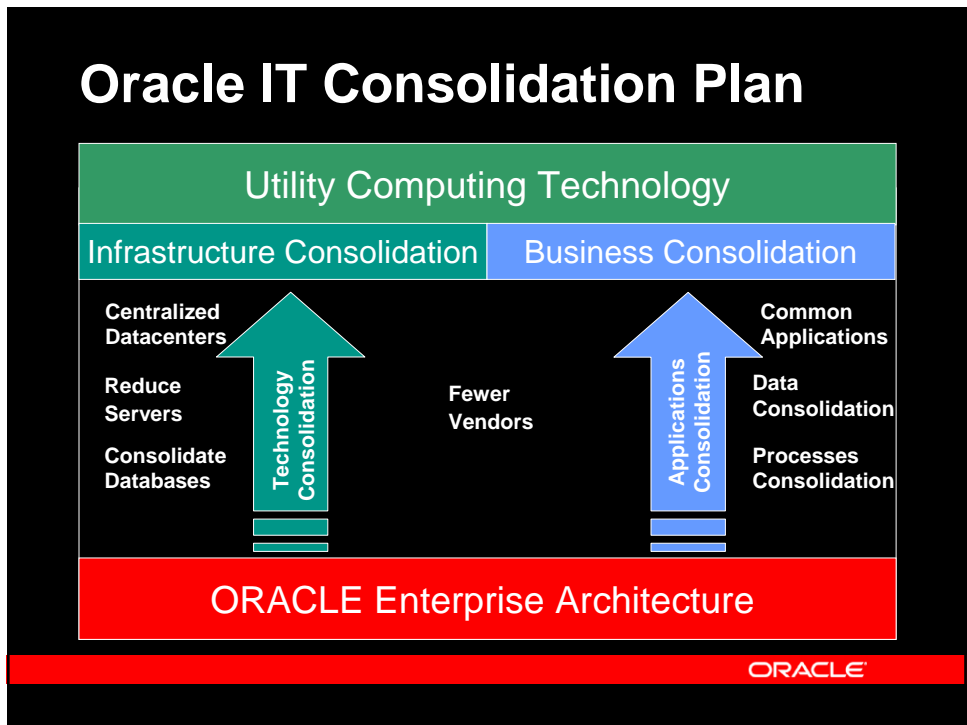
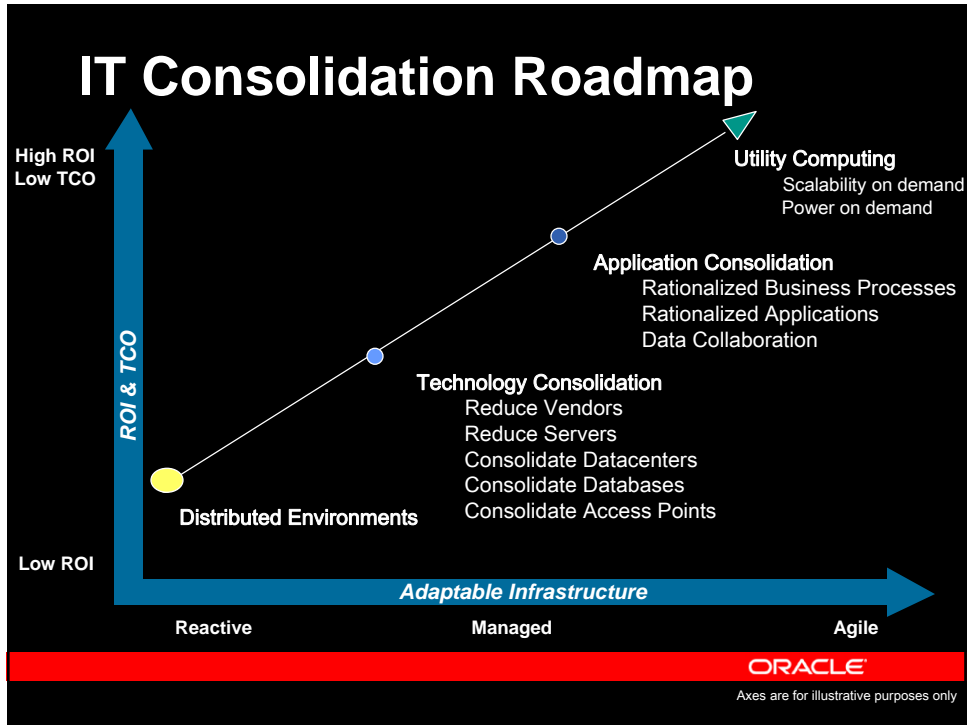
YE 2003



YE 2005

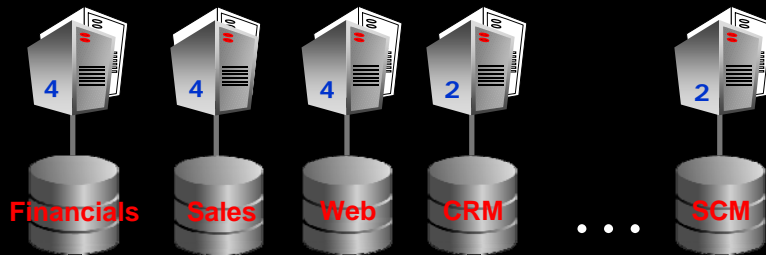


ORACLE



Server Consolidation: RAC

Dedicated Servers, Idle CPUs, No Scalability

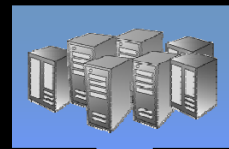


ORACLE

The advantages of System z virtualization

Replace physical servers with virtual ones

- Resources are shared for better utilization
- Server resources are allocated dynamically, based on demand
- Additional capacity is available to handle unpredictable fluctuations as well as planned increases



zVM "Scale out" and "Scale up" support

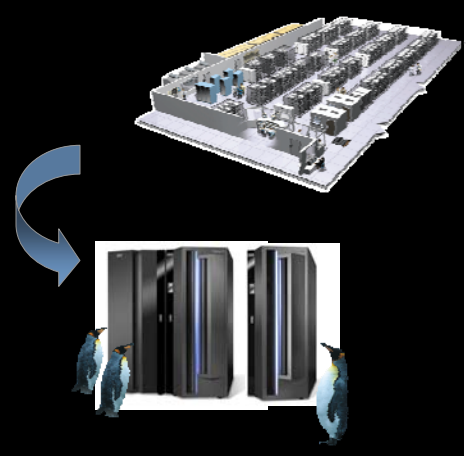
- Improved utilization of large real memory configurations
- Improved bandwidth for QDIO operations in a CPU-constrained environment (support for z9 EC, z9 BC, z9-109, z990, z890 servers only)
- Improved throughput and response time



ORACLE

Infrastructure Simplification Starts with a Data Center in a Box

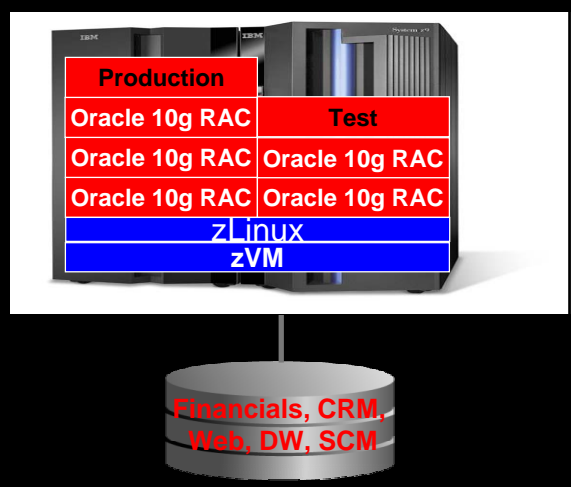
- Central point of management
- Increased resource utilization
- Potentially lower cost of operations
 - **Less servers**
 - **Fewer resources to manage**
 - **Less energy, cooling and space**
- Fewer intrusion Points
 - **Tighter security**
- Fewer points of Failure
 - **Greater availability**



Server Consolidation: RAC

Increase Hardware Utilization, Decrease Management Costs, Reduce Downtime

- Share Server HW between Applications
- Servers sized for Aggregate peak
- Unlimited Scaling .. Total Availability



Simplify Your Infrastructure



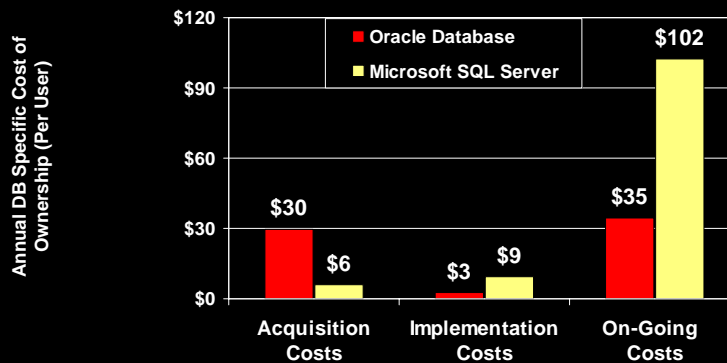
- ✓ Fewer, more strategic vendors
- ✓ Lower training and support costs
- ✓ Fewer integration points
- ✓ Fewer components to manage and certify

Multi-vendor technology architectures are expensive to buy and expensive to manage

ORACLE

Microsoft Focus Simplicity = Economic Efficiency

Even though the Competition has a lower cost of entry, higher operations costs make them more expensive



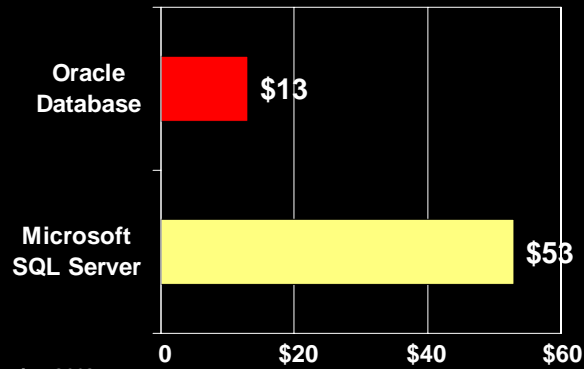
Source: INPUT, November 2002

ORACLE

Microsoft Focus Security = Economic Efficiency

Microsoft SQL Server Customers Spend 4x More to Secure their Packaged Apps Environment

Annual Database Security Cost (Per User)



Source: INPUT, November 2002

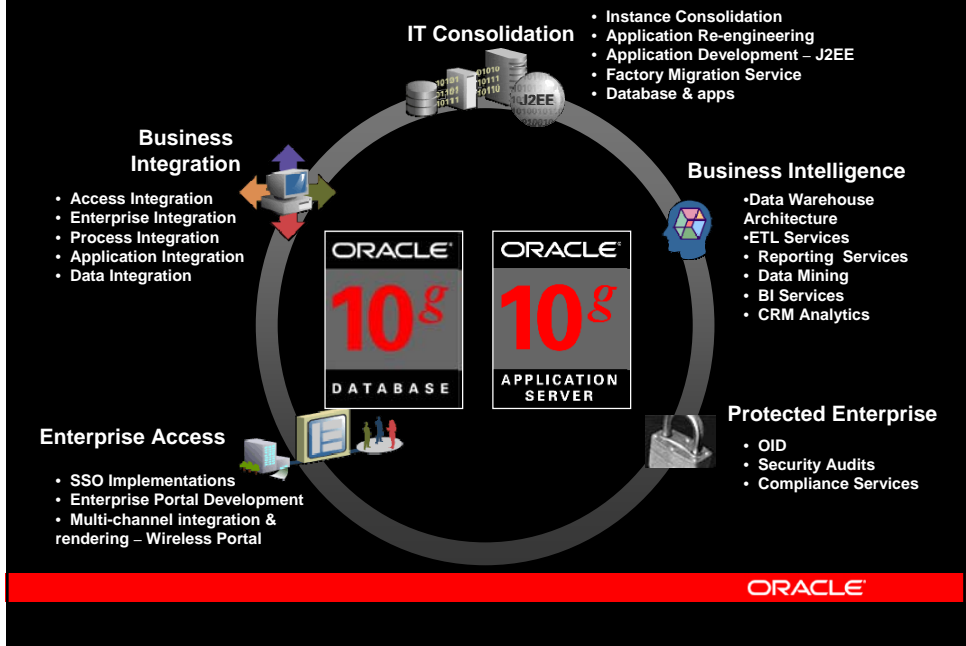
ORACLE



Oracle Consulting IT Consolidation

ORACLE

Core-Tech Services



IT Consolidation Services

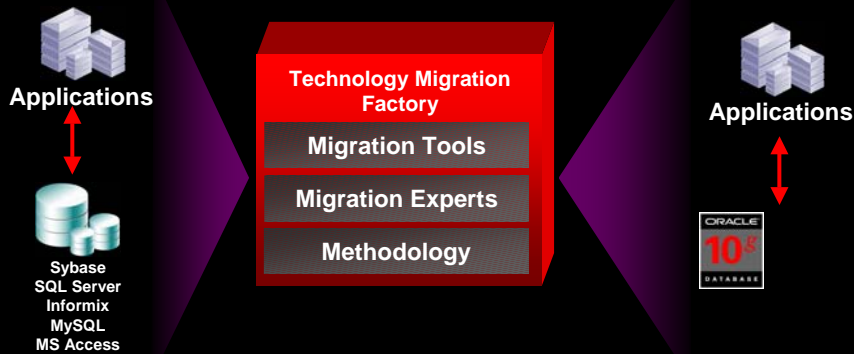
Migration Services

- Database Migration
- Application Migration
- Platform Migration

ORACLE

Migration Services

- The Technology Migration Factory migrates the database and associated applications.



ORACLE

Migration Services

- **Database Migration** – DB service efficiently migrates databases like Microsoft SQL Server, Sybase Adaptive Server, Informix to Oracle.
 - Using Oracle resources, processes, infrastructure & custom-developed utility
 - Resulting in:
 - A single 9i instance, efficient scalability, 'unbreakable' Security
 - Reduced complexity for systems management & failover
 - 65% of database objects converted automatically.

ORACLE

Migration Services

- **Application Migration** - Oracle's Application Migration service migrates applications written in a number of languages including Java, C++, Visual Basic, Power Builder, Perl, Microsoft Access, and other common languages, using non Oracle databases to work with Oracle database.
- **Platform Migration** – Migrating from one Operating System to another (e.g., Solaris to Linux / Solaris to Unix). Install Oracle on target platform
 - Perform upgrade of Technology Stack on the target platform, if required.
 - Migrate data

ORACLE

DB Migration: Onshore vs. Offshore

Activity	Onsite	Offshore
Bid & Estimation Phase	Leads	Participates
Client questionnaires / Initial Assessment Tool	Leads	
Schema migration		Leads
Stored procedures migration		Leads
Compilation / Initial Testing		Leads
Application Migration		Leads
System / Acceptance Testing	Done together	

ORACLE

Rich Partner Ecosystem



ORACLE

Oracle's IBM Experts GSS Mainframe & Modernization

Matt Puccini
Programs/IBM Experts
matthew.puccini@oracle
+1 212.987.0413

Joe Noonan
Sales
joseph.noonan@oracle
+1 704.423.1339

Kim Trantham
Project Advisor /
Global Partners
kim.trantham@oracle
+1 770.805.9949

Steve Saneman
steve_saneman@oracle
+1 410.692.6174
Ron Gray
ron.gray@oracle.com
+1 972 365 6570

Americas

Chuck Daymude
chuck.daymude@oracle.com
+1 704.799.2110

Marc Connolly
Global Strategic Accounts
marc.connolly@oracle
+1 703.364.2883

Bernhard Duchting
bernhard_duchting@oracle
+49 30 435795 327

EMEA

Wendy Collins
wendy.collins@oracle
+44 118 924 6522

Sebastian Hassinger
Global Insight
sebastian_hassinger@oracle
+1 845.893.1377

Ivan Kladnig
ivan.kladnig@oracle
+61 2 9491 1657

APAC

Peter Zalums
peter.zalums@oracle
+61 404 012 055

ORACLE



Do one brave thing today... Oracle on z Linux!