

ORACLE®

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Agenda

- Public Sector Business in Oracle
- Fusion Update

Public Sector Business in Oracle

Oracle's Commitment—

U.S. State and Local Government Market Penetration



33 of the 50 U.S. States use Oracle Applications.



19 Statewide implementations.



33 of the top 50 U.S. Cities use Oracle Applications.



27 of the top 100 largest U.S. school districts use Oracle Applications.



11 of the 15 of the largest Counties use Oracle Applications.

Oracle's Commitment—

Canada – Government, Education & Health Market Penetration



Federal Government Standard for HCM.
15 Federal Departments use Oracle for Financials.



8 of 10 Provinces, 2 of 3 Territories use Oracle Apps.



11 of the top 14 Canadian Cities use Oracle Applications.



50 Educational Institutions use Oracle Applications.

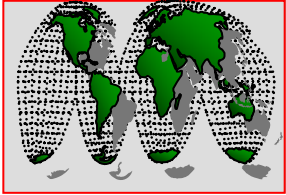


13 Healthcare Organizations use Oracle Applications.

Oracle's Commitment— U.S. Federal Government Market Penetration



13 of 15 U.S. Federal Cabinet-Level Agencies run Oracle Applications.



Over 100 U.S. Federal Government Organizations run Oracle Applications.



Oracle is offered by the major Federal Centers of Excellence (COEs) as a standard application offering



Oracle is the largest applications solutions provider in the Federal Government today.

Oracle Public Sector

- There are > 800 Oracle employees dedicated to the Public Sector marketplace
 - Many others, notably in development, support
- Oracle employees have memberships in GFOA, AGA, NASACT, NASPE and other public sector organizations
- Information Assurance Center in Reston Va.
- Customer Advisory Boards focused on Public Sector (Financials, HR, Case Management)

Oracle in the Public Sector

- Major periodicals seek Oracle comments on new/changing requirements and industry direction
 - Government Executive
 - Government Computer News
 - Federal Computer Week
- Oracle speaks with Public Sector Analysts
 - John Kost of Gartner
 - Alan Webber of Forrester
 - Shawn McCarthy of IDC

Oracle in the Public Sector

- Oracle employees are speakers at major conferences
 - Jeff Henley, Chairman of the Board, keynote speaker at NASACT, August 2005
 - Tim Hoechst, SVP, keynote luncheon speaker at NASC conference, March 2006
 - Wayne Bobby, VP-Industry Business Unit, is an annual presenter at the AGA and NASACT conferences
 - Wayne also recently spoke at Virginia's regional AGA conference as the keynote
 - JD Williams, Solution Specialist Manager, was co-chairperson of AGA last summer in addition to speaking
 - JD also spoke at regional AGA conferences in Kansas, Idaho, and Colorado

New Customers

(in the past 12 months)

- State of Rhode Island
- Fort Bend Schools
- Broward County Sheriff's Office
- Arlington County Public Schools
- Arlington County
- Lexington Fayette Urban County Government
- Denver Regional Transportation Authority
- Polk County Florida
- Collin County
- United States Air Force Financials
- United States Air Force Supply Chain
- United States House of Representatives
- National Gallery of Art

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Director of Product Strategy

Public Sector

Legal

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

Oracle's Fusion Application Vision

- Applications driven by business processes
 - From implicit to explicit processes
- Business Intelligence is not an afterthought
 - Good BI needs to be in the DNA of applications
- Applications that can be configured and integrated with ease
 - Applications must increasingly fit in a heterogeneous environment
- Applications that are cheaper to deploy and operate

SBA – Public Sector Dashboards

SIEBEL Intelligence Dashboard

My Dashboard | Automotive | Communications | Consumer Sector | ERM | Enterprise Visibility | Executive | Financial Services | Homeland Defense | Interactive Selling | Marketing | Partner | Pharma | Public Sector Analytics | Sales | Service | Usage Accelerator

Workloads and Backlogs | Welcome, Siebel Analytics Administrator! | Dashboards - Answers - Marketing - Delivers - Disconnected - Admin - Alerts - My Account - Log Out

Case Load | Case Details | Case Search | Stage Trends | Priority Trends | Type Trends | Team Trends | Overdue | Overdue Details | Overdue in Stages | Activity Queue | Incidents | Incident Details | Leads | Lead Details | Service Requests | SR Details

Year: Quarter: Month:

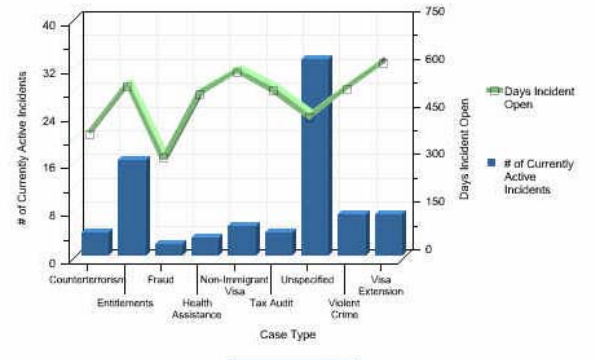
Organization: Division: Team: Case Type: Case Sub-Type:

Incident Type: Incident Sub-Type: Incident Status: Incident Sub Status: Incident Priority: Incident Source:

- ## Fusion Conceptuals
- Workforce Management
 - Revenue and Tax
 - CEO (Chief Elected Official)

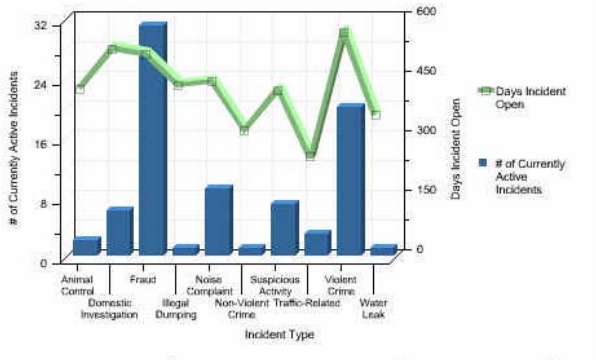
Open Incidents by Case Type

Closed Date is null



Open Incidents by Incident Type

Closed Date is null



Oracle's Approach

Talk, Listen, and Work
with Customers and Partners

Fusion Strategy Council

CIO Advisory Board

Customer Surveys

Customer Care Services

User Groups

CABs

Oracle Partner Network

Executive Sponsors

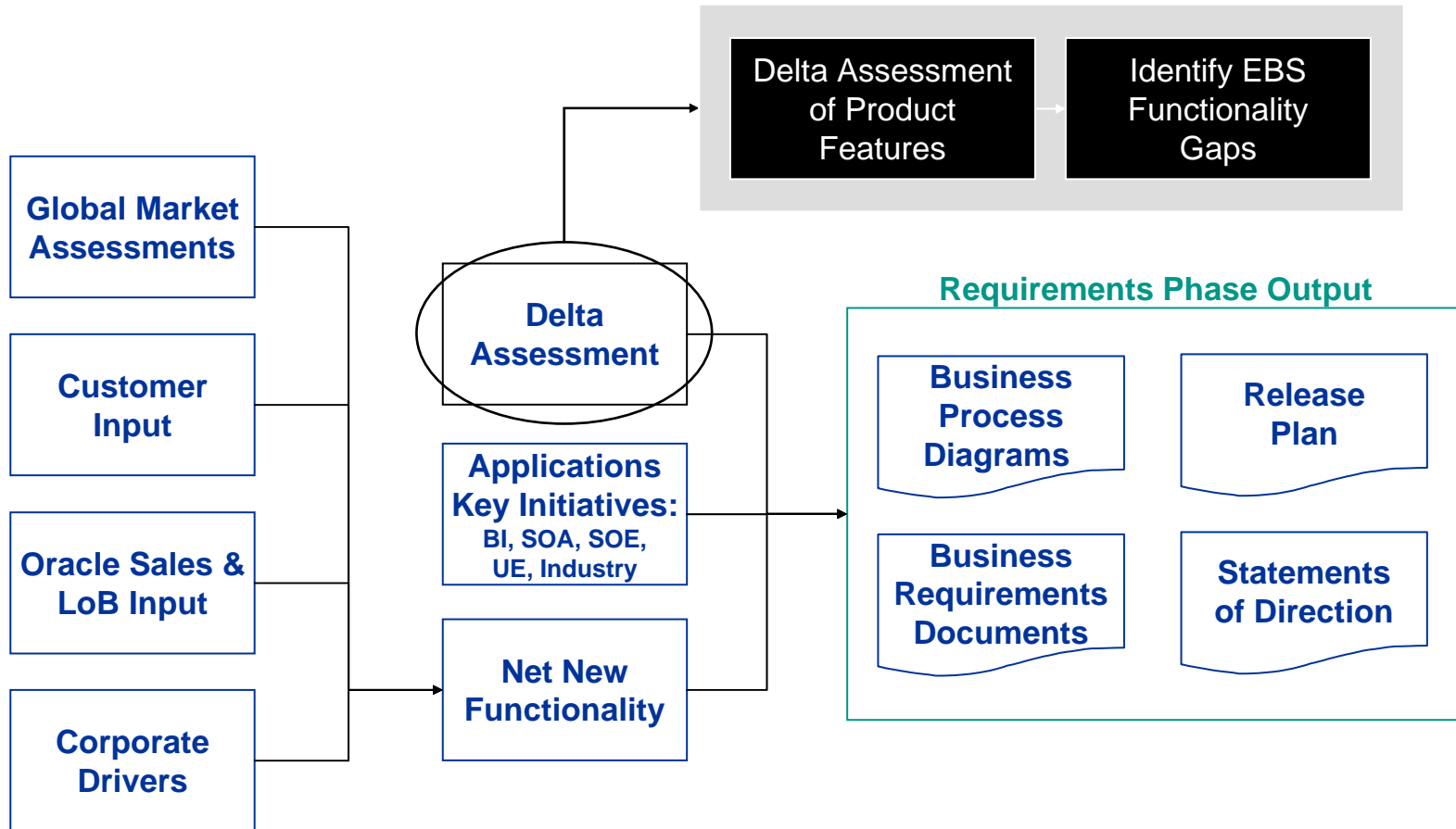
Actionable Information

Ability to rapidly adapt

Lower risk, cost, and complexity



The Fusion Process

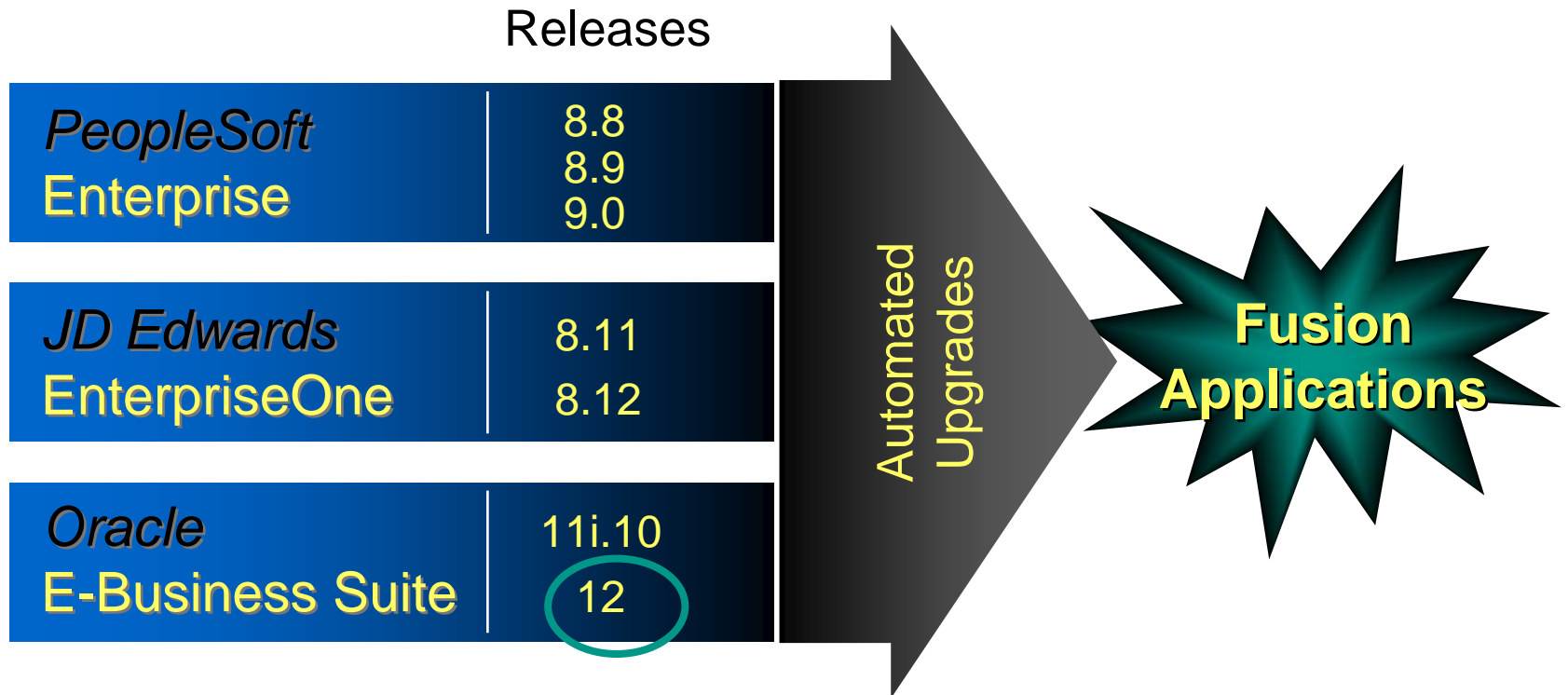


Fusion

What You Can Expect

- Vast majority of customers will be able to upgrade all their current products with Fusion applications in 2008
- Your move to Fusion is an upgrade
 - Customization inventory
 - Architectural approach defined
 - Upgrade development work begins this year
 - Upgrade CAB forming
- Lifetime support - customers will upgrade to Fusion based on their business needs, not because we force them off their current products

Oracle Will Provide Migration Scripts to Automate Much of the Move From E, E1, and EBS to Fusion Applications



Application Roadmap

- Continue releasing PS Enterprise R8.9
- Fusion Architecture
- Enhanced Support
- Fusion Middleware Certification
- Fusion BPM Integration
- Oracle EBS 12
- PeopleSoft Enterprise 9.0
- Siebel 8.0
- JD Edwards EnterpriseOne 8.12
- First use of Fusion technology
- Data Hubs & Transaction Bases
- Siebel 8.1
- Individual Fusion Applications
- Fusion Applications Suite

2005

2006

2007

2008

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