# Untangling the Cloud

## Understanding Your Options and Executing to Your Cloud Roadmap

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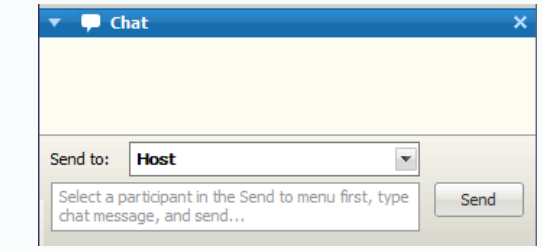
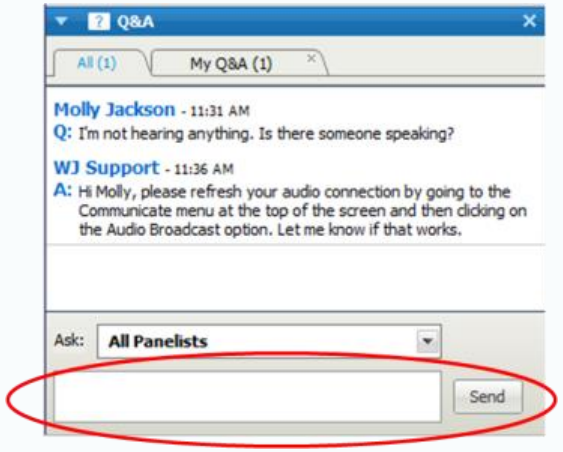
# Webinar Mechanics

- Submit text questions.
- Q&A addressed at the end of the session. Answers will be posted within two weeks on our new LinkedIn Group, EBS Answers: http://www.linkedin.com/groups/EBS-Answers-4683349/about
- Everyone will receive an email with a link to view a recorded version of today's session.
- Polling questions will be presented during the session. If you want CPE credit for this webinar, you must answer all of the polling questions

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# About eprentise

- Origin
  - Founded by industry veteran Helene Abrams who was Oracle's first Applications consultant
- Who we are
  - Product company supporting Oracle E-Business Suite customers' needs for financial and operational change
  - Oracle Gold Partner since 2007
  - Patent for Consolidation Methodology, 2012
- Our current target markets
  - Large global corporate organizations
  - Cross-industry
- Our current product lines
  - Four business transformation software product lines:
    - Consolidation merges and harmonizes one or more disparate, differently-configured, database instances into a single, fully-functional application
    - Divestiture filters data when a company is carving out or selling off part of their business, to create a stand-alone fully functional environment for the divested entity with a limited data set
    - FlexField changes the financial chart of accounts to support standardization and increase reporting reliability retaining all transactional history
    - Reorganization changes or moves any configurations or set-ups and all related transactions. Reorganization is a broad category and includes software solutions for merging or separating organization units, ledgers, inventory organizations, or legal entities, calendar changes, currency changes, etc. Reorganization Software is used to comply with new regulatory or statutory changes, new organization structures, entry into new markets, and to support mergers, acquisitions, or divestitures.
- New product lines
  - Automated Financial Audit
  - C Collection Analytics
  - GDPR
- **Does not violate Oracle Support Agreement**

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# Learning Objectives

**After completion of this presentation you will be able to:**

**Objective 1:** Explain different Cloud options, and the best use cases for each – including when the Cloud is the best approach vs. when the Cloud is not the right fit for an organization.

**Objective 2:** Define why upgrades and a hybrid Cloud approach may be the next best step on your Cloud journey.

**Objective 3:** Explore how to design a Cloud roadmap to accomplish your organization's goals and transform your business.

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# Alyssa Johnson

- Vice-President, Applications – Keste
- OAUG Board of Directors
- Expertise in overall program management, strategic planning and global design of robust business solutions to ensure client satisfaction
- Oracle EBS 12 and ERP Cloud Certified Specialist
- Co-Author, "The Release 12 Primer"
- Over 150 presentations regionally, nationally, internationally

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Keste is an award-winning, global software solutions and advisory firm focused on B2B and e-commerce solutions. We work as trusted advisors, helping our clients choose and implement the right technology to transform the way they do business.

ORACLE Platinum Partner Cloud Standard
Cloud Excellence Implementer
North America
CX Configure, Price, and Quote

In business since **2004**

Headquartered in **Dallas, TX**
Solution Center in **Hyderabad, India**

**Full Stack Partner**
Apps, Technology, Hardware

7 Oracle Specialized Time Partner of the Year

ORACLE 2016 Winner Oracle Excellence Award
SPECIALIZED PARTNER OF THE YEAR: CX SALES CLOUD — NORTH AMERICA

ORACLE 2014 Winner Oracle Excellence Award
SPECIALIZED PARTNER OF THE YEAR: MIDDLEWARE — GLOBAL

ORACLE Platinum Partner
28 SPECIALIZATIONS

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# Engagement Models

## Advisory

Consultative approach to deliver business solutions and process advisory. In the world of Cloud we need to find opportunities to help drive and own customer relationship, roadmap and strategy. Be the trusted advisor and thought leader.

## Modernization

Help customers execute and deliver a modernization strategy for their legacy platforms. There are typically older version of apps needing upgrade or migration to a modern stack with Cloud, Mobile and Analytical capabilities.

## Innovation

Co-Innovate with customers on building newer platforms on the Cloud, bring modern DevOps best-practices and help achieve a new growth driven vision with modern apps and technology tools.

## Managed Services

Deliver consistent, predictable managed services for legacy and modern Cloud platforms. Leverage our global delivery model and resource footprint. Provide 24x7 support and engage in long term relationship.

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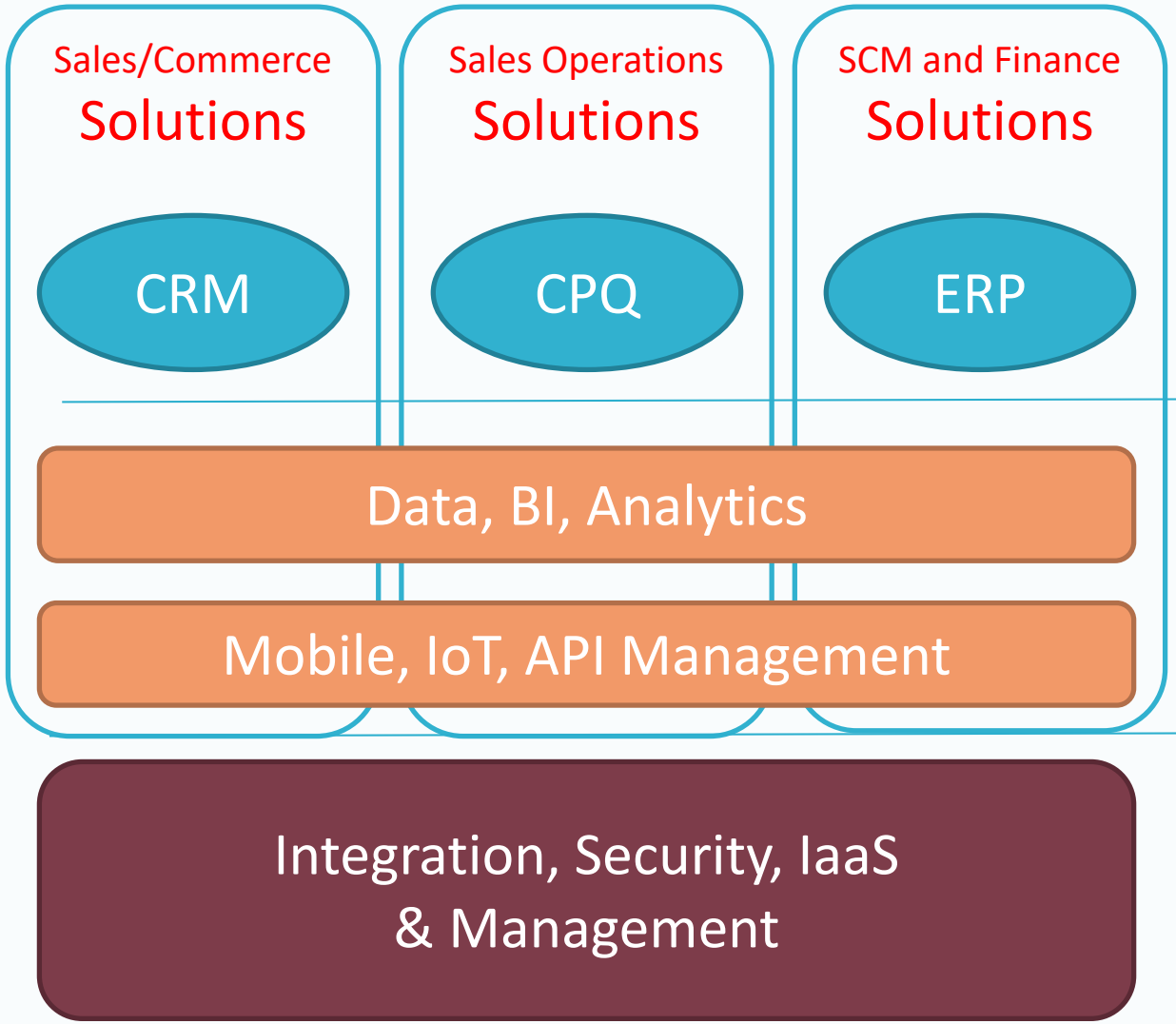
# Organized for Success




Business driven approach to Sales and Service Transformation

Purposeful PaaS delivering business driven core value with process and data

Integrated foundational PaaS/IaaS Management

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# Agenda

- The Cloud Imperative
- Cloud Components
- Use Cases
- Building a Roadmap
- Resources
- Questions

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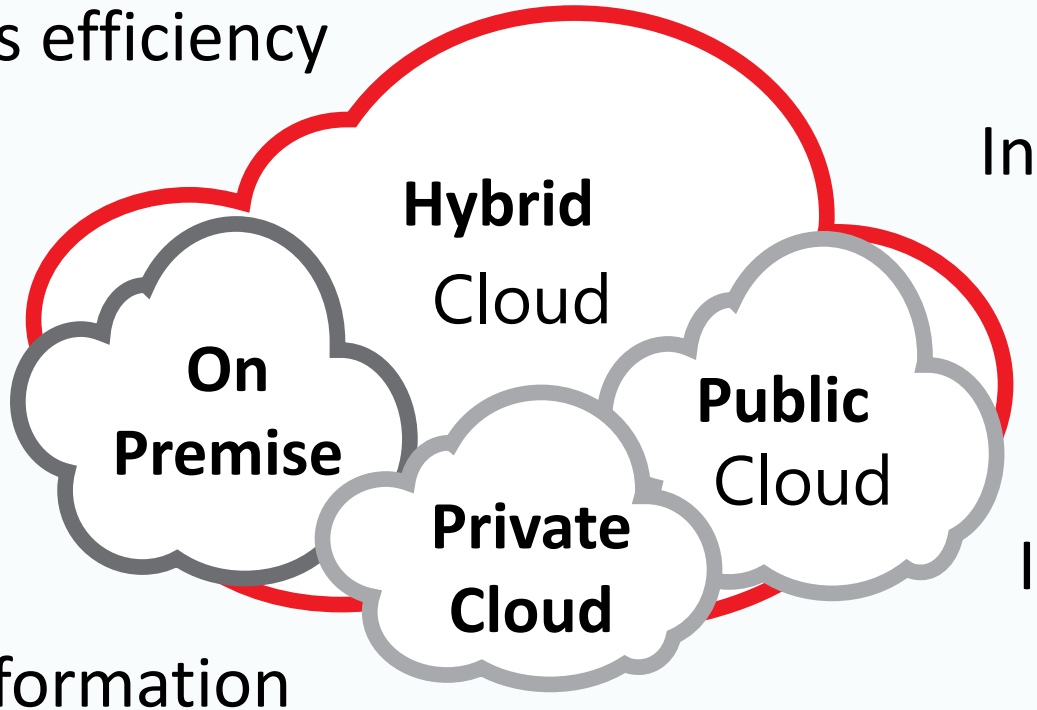
# The Cloud Imperative – Hybrid is the New Norm

Drive business-process efficiency

Innovate Faster

Leverage Social, Mobile, Analytical




Improve customer engagement

Accelerate digital transformation

Respond faster to growing business demands

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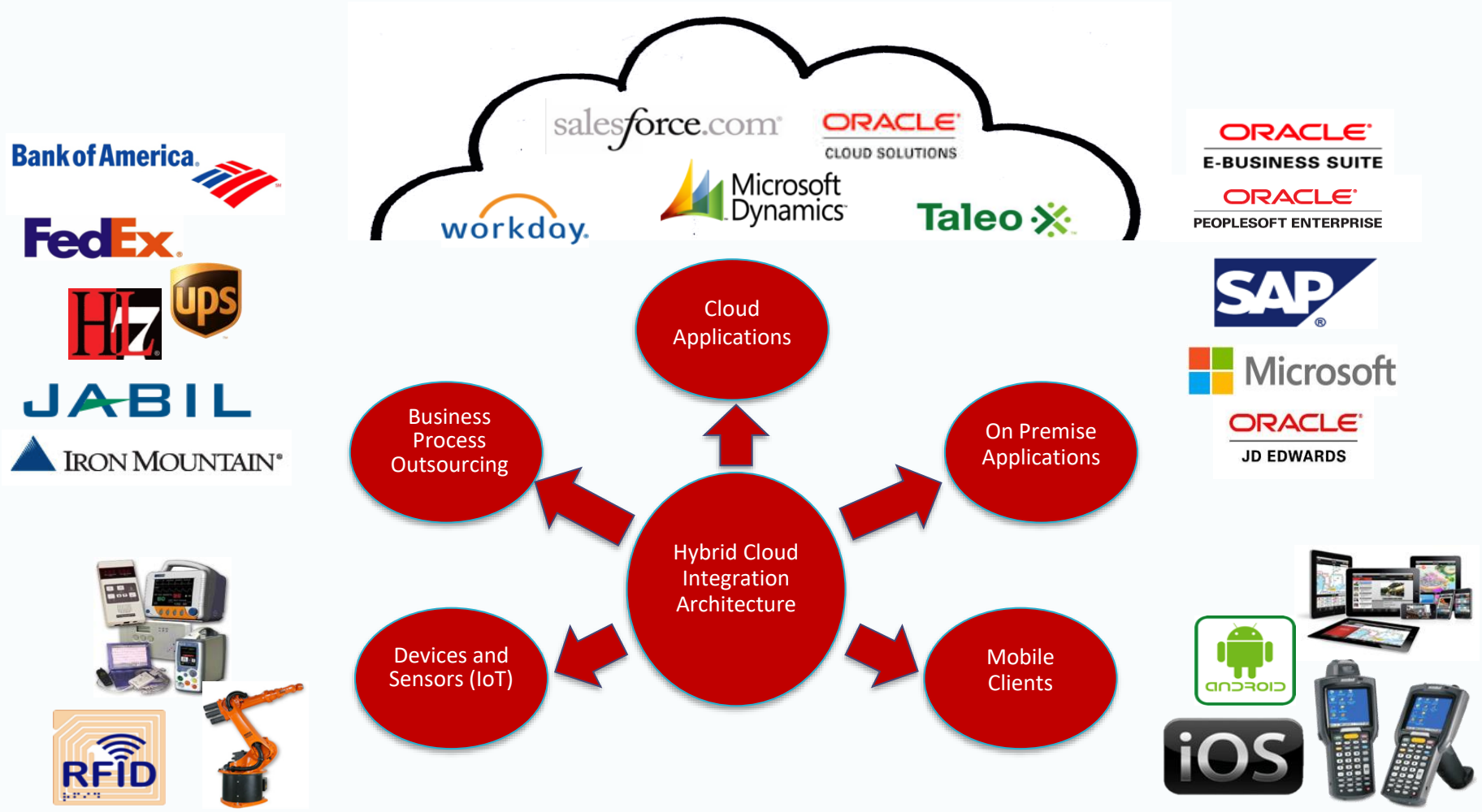
# Why does your Business need a Hybrid Cloud Architecture

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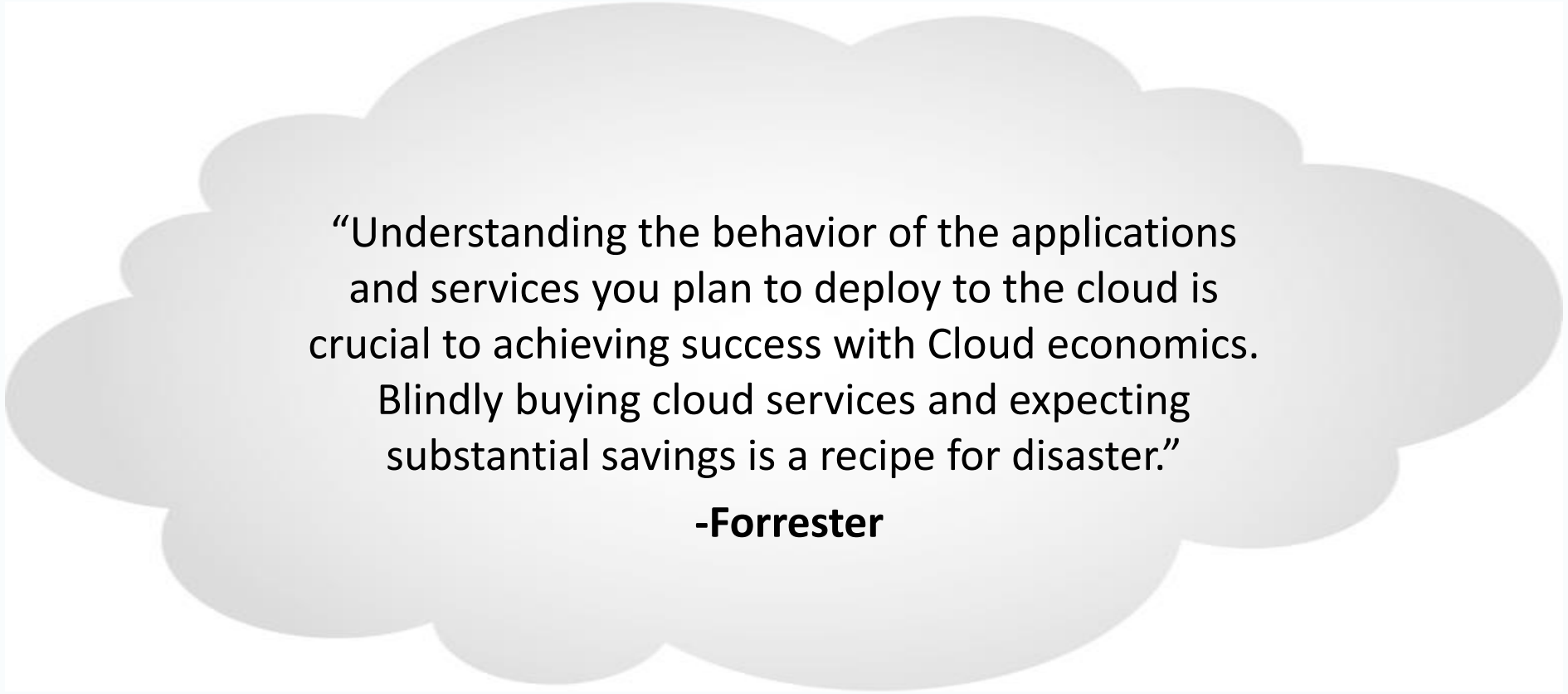
# The Cloud Imperative

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# Poll Question

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# Cloud Components


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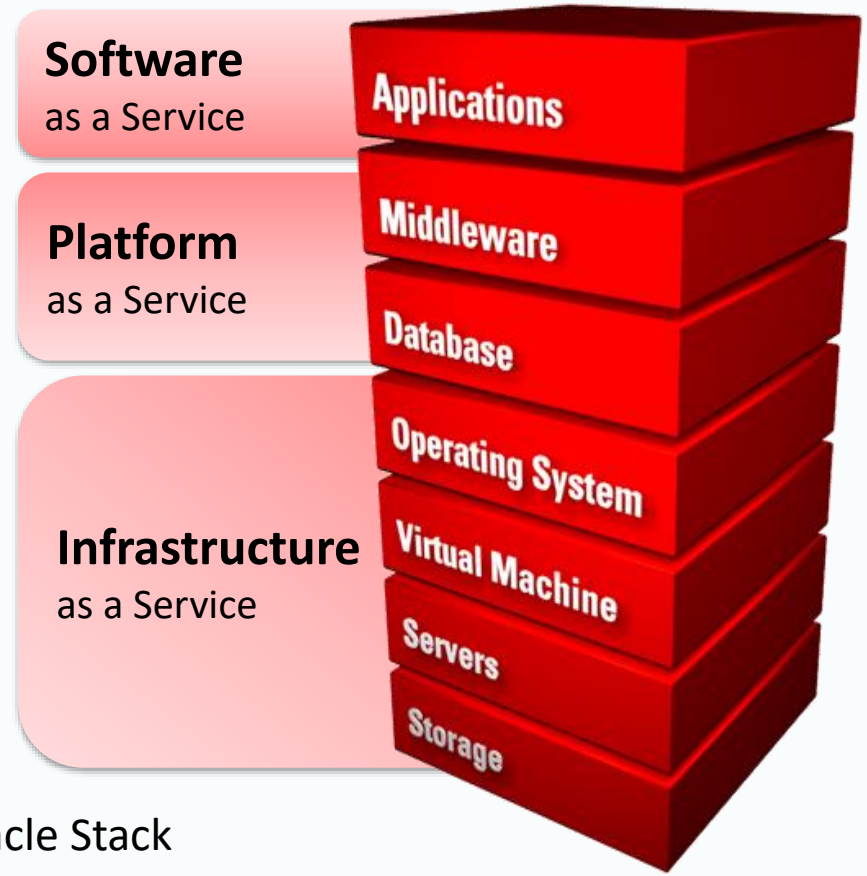
# The Oracle Cloud Stack




Cloud Oracle Stack

On-premise Oracle Stack

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# Software as a Service (SaaS)

- Software-as-a-service (SaaS) represent the largest component of the cloud marketplace.
- Most SaaS applications can be run directly from a web browser without the need for any downloads or installations.
- Users subscribe to instead of license software.
- Eliminates the need to install and maintain applications, runtime, data, middleware, operating systems, virtualization, servers, storage, or networking on-premise.

Integrated with social, mobile, and analytic capabilities
to deliver the experiences customers expect

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# Oracle SaaS/DaaS Offerings

https://cloud.oracle.com/home

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# Platform as a Service (PaaS)

- Platform-as-a-service (PaaS) provides cloud middleware components which can be used for applications, and other development
- Framework for developers to build or customize applications.
- Enables quick, simple, and cost-effective development, testing, and deployment of applications.
- Applications using PaaS inherit cloud characteristics such as scalability, high availability, and SaaS enablement

Automate Business Policy, Migrate Applications to a Hybrid Model, and Reduce the Amount of Coding Necessary

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# Oracle PaaS Offerings

**Platform ( PaaS )** Customer Community ▶ Cloud Marketplace ▶ API Catalog ▶

**Data Management**
- Database
- Database Backup
- Autonomous Transaction Processing
- Autonomous Data Warehouse
- Autonomous NoSQL Database
- Big Data
- Big Data Cloud
- Data Hub
- Event Hub
- MySQL

**Application Development**
- Java
- Mobile and Chatbots
- Digital Assistant
- Autonomous Blockchain
- Autonomous Visual Builder Cloud
- Autonomous Data Science
- Application Container
- Container Pipelines
- Developer
- Visual Builder Cloud
- API Catalog
- Messaging

**Integration**
- Integration Cloud
- Data Integration
- Data Integration Platform Cloud
- Internet of Things
- API Platform
- Self-Service Integration
- Process Automation
- SOA

**Management**
- Application Performance Monitoring
- Infrastructure Monitoring
- Log Analytics
- Orchestration
- IT Analytics

**Content and Experience**
- Autonomous Content and Experience
- Content and Experience
- WebCenter Portal Cloud
- DIVA Cloud

**Business Analytics**
- Autonomous Analytics Cloud
- Analytics Cloud
- Business Intelligence
- Data Visualization
- Essbase

**Security**
- CASB
- Identity
- Configuration and Compliance
- Security Monitoring and Analytics

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# Infrastructure as a Service (IaaS)

- Infrastructure-as-a-service (IaaS) is a self-service model for accessing, monitoring, and managing remote data center infrastructures.
- Instead of having to buy hardware, users can purchase IaaS based on consumption, similar to payment for electricity or other utilities.
- Users are still responsible for managing applications, middleware and operating systems while the providers manage virtualization, servers, hard drives, storage, and networking.
- Oracle Cloud Infrastructure as a Service (IaaS) offers a set of core infrastructure capabilities including elastic computing, on-line storage and networking to provide customers the ability to run any workload in the cloud.

Use Case: Extend current data center infrastructure for temporary workloads (e.g. during peak selling seasons)

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# Oracle IaaS Offerings

**Infrastructure ( IaaS )** — Customer Community ▶

**Oracle Cloud Infrastructure**
- Compute
- Networking
- Storage
- Security
- Governance
- Database
- Load Balancing
- Edge Services
- Containers
- Container Pipelines
- Architecture

**FastConnect**

**Cloud at Customer**

**Classic Services**

**Solutions**
- Oracle Applications
- Database Applications
- High Performance Computing
- Big Data
- DevOps
- Data Protection
- Ravello

**Jump Start Demo Labs**

**Customer Success Stories**

**Pricing**

**Resources**
- New Releases
- Training
- Technical Resources
- Documentation
- Compliance
- Data Regions
- Service Level Agreement
- Service Health Dashboard
- Blog

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# Poll Question

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# Cloud Use Cases

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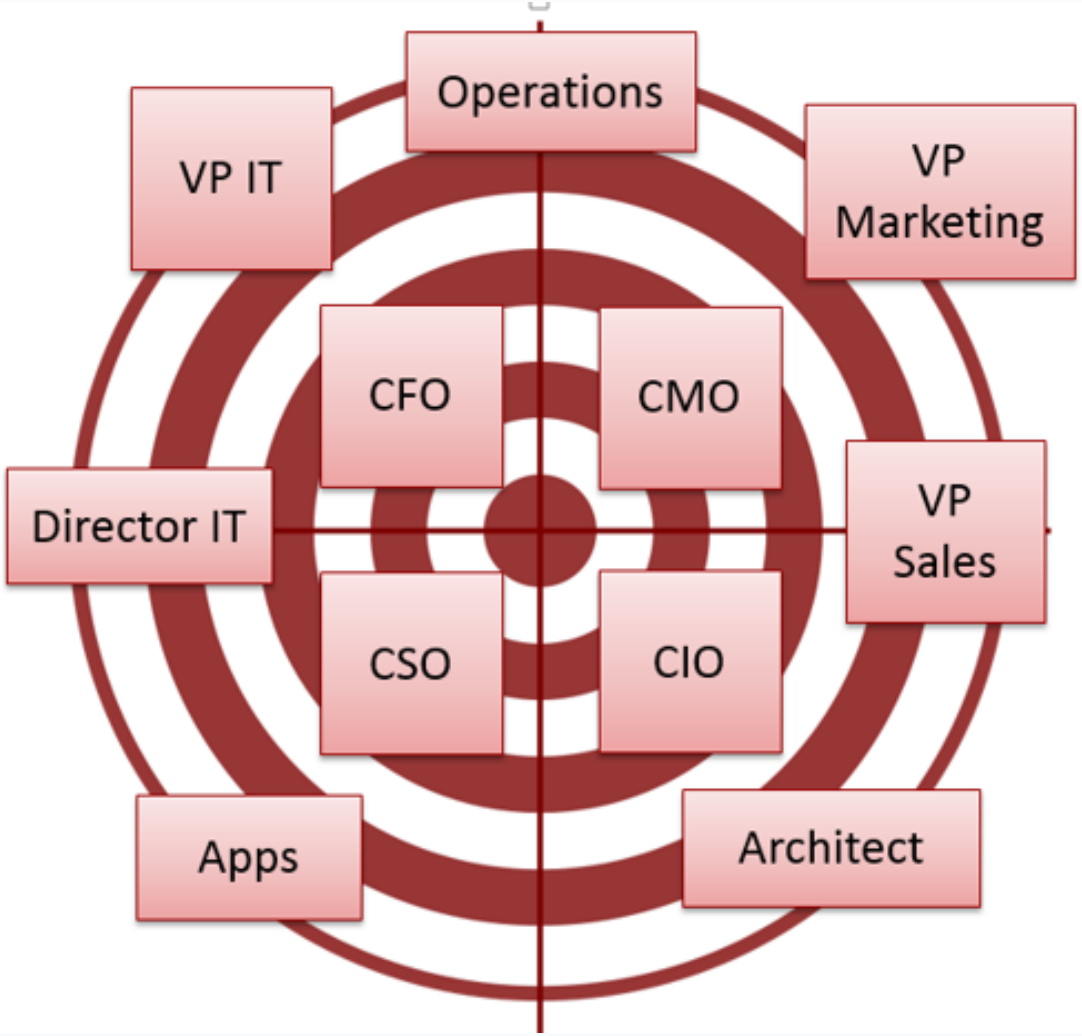
# Who Can Benefit from the Cloud

- ✓ Every Area Of Your Business Requires Some Type of Cloud Strategy/Offering

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# CFO/CIO

| Challenge |
| --- |
| High Total Cost of Ownership including licensing, support, and resources |
| Must reduce unnecessary IT complexity to achieve cost advantage |
| Needs greater levels of standardization in policies, processes, and technology |
| Unscheduled downtime impacts operations resulting in loss of revenue or cost in hiring exceptional expertise |

**Use Case:** Pick any critical system and quickly determine what it might cost to put a DR solution in place: software, hardware, resources, testing, patching, and monitoring.  Cloud can deliver in a fraction of the cost!

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# Marketing & Sales

| Challenges |
| --- |
| Control corporate branding to prevent fragmented customer view resulting in disconnected customer experience |
| Slow time to market resulting in lost opportunities and lost revenue with traditional on-premise solutions |
| Lack of competitive edge due to poor visibility and business control |

**Use Case:** Pick any critical business initiative that you need to beat your competition and determine how long it will take IT to implement or when they will have time to budget and schedule the delivery. By the time the system is ready, will the market dynamics have changed? Cloud can deliver in a fraction of the time with more capabilities!

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# IT Operations (VP, Director, Architect)

| Challenges |
| --- |
| Disparate, loosely integrated systems require high maintenance and specialized skill sets |
| Total cost of ownership is on the rise while company mandates reduction |
| Secure solutions across the hybrid landscape are critical |
| High availability is a must |
| Business demands modern solutions with rapid time to market |

**Use Case:** Pick any new business initiative that needs to be completed quickly and determine budget, schedule and resources to build out the development environment only. Cloud can deliver in a fraction of the time with more capabilities likely all the way through to production in the same time as setting up the Development system!

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# Building a Roadmap


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# Building a Roadmap

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Discover

# Map out Your Systems and Processes

- Take inventory
- Look for outdated systems
- Where are is your organization required to change
- Look for pain points or inefficient processes
- Opportunities for improvement

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# Evaluate Your Options

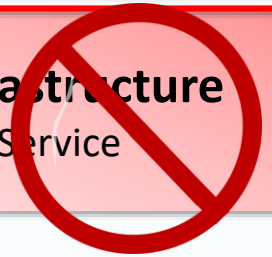
**Software**
as a Service

- Can Legacy System(s) be replaced
- Edge Applications

**Platform**
as a Service

- Hybrid is the new Normal
- Custom Applications
- Middleware Technology

**Infrastructure**
as a Service



- If everything implemented as SaaS

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# Evaluate Your Options

**Software**
as a Service

**Platform**
as a Service

- New Middleware Deployments

**Infrastructure**
as a Service

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# Evaluate Your Options

**Software**
as a Service

**Platform**
as a Service

- Hybrid is the new Normal
- Custom Applications

**Infrastructure**
as a Service

- Shifting On-Premise Workloads

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# Where Do Your Legacy Apps Fit?

**Software**
as a Service

**Platform**
as a Service

**Infrastructure**
as a Service

**Legacy Applications**

Upgrade

**Legacy Applications**

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Deliver

# Laying out the Roadmap

- Project Approval and Funding
- Implementation of Pilot/Proof of Concept
- Update Financial Model with proven benefits and savings
- Business Case Development and Approval
- Execution of long term business process improvement plan

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# Poll Question

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# Resources

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# https://cloud.oracle.com/en_US/home

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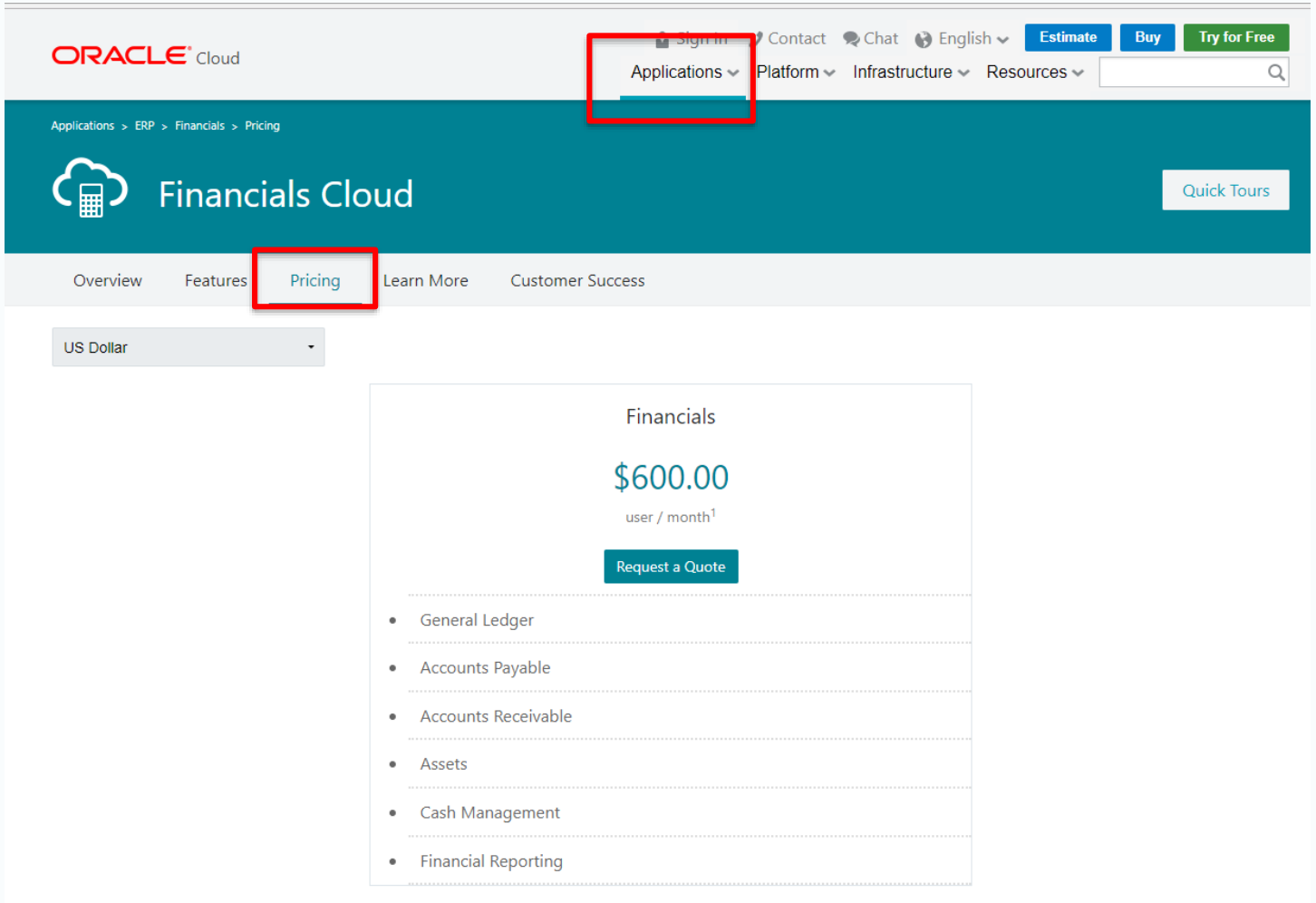
# SaaS Pricing

https://cloud.oracle.com/en_US/financials-cloud/pricing





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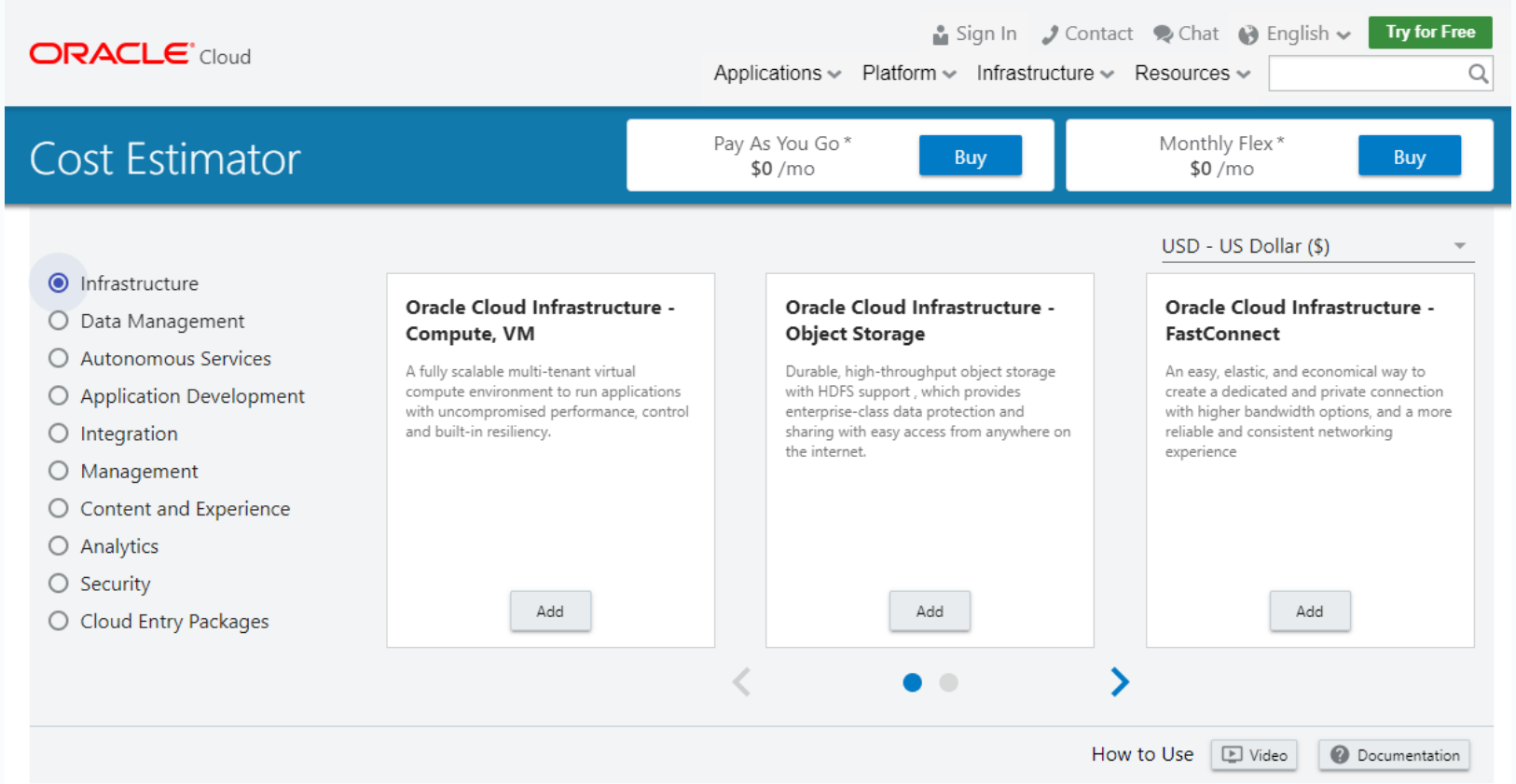
# PaaS and IaaS

## https://cloud.oracle.com/en_US/cost-estimator




- "License-included PaaS" :
  - Compute and compute support
  - Automation
  - License entitlement and license support
- BYOL to PaaS includes:
  - Compute and compute support
  - Automation

**Universal Credits: https://cloud.oracle.com/en_US/ucpricing**

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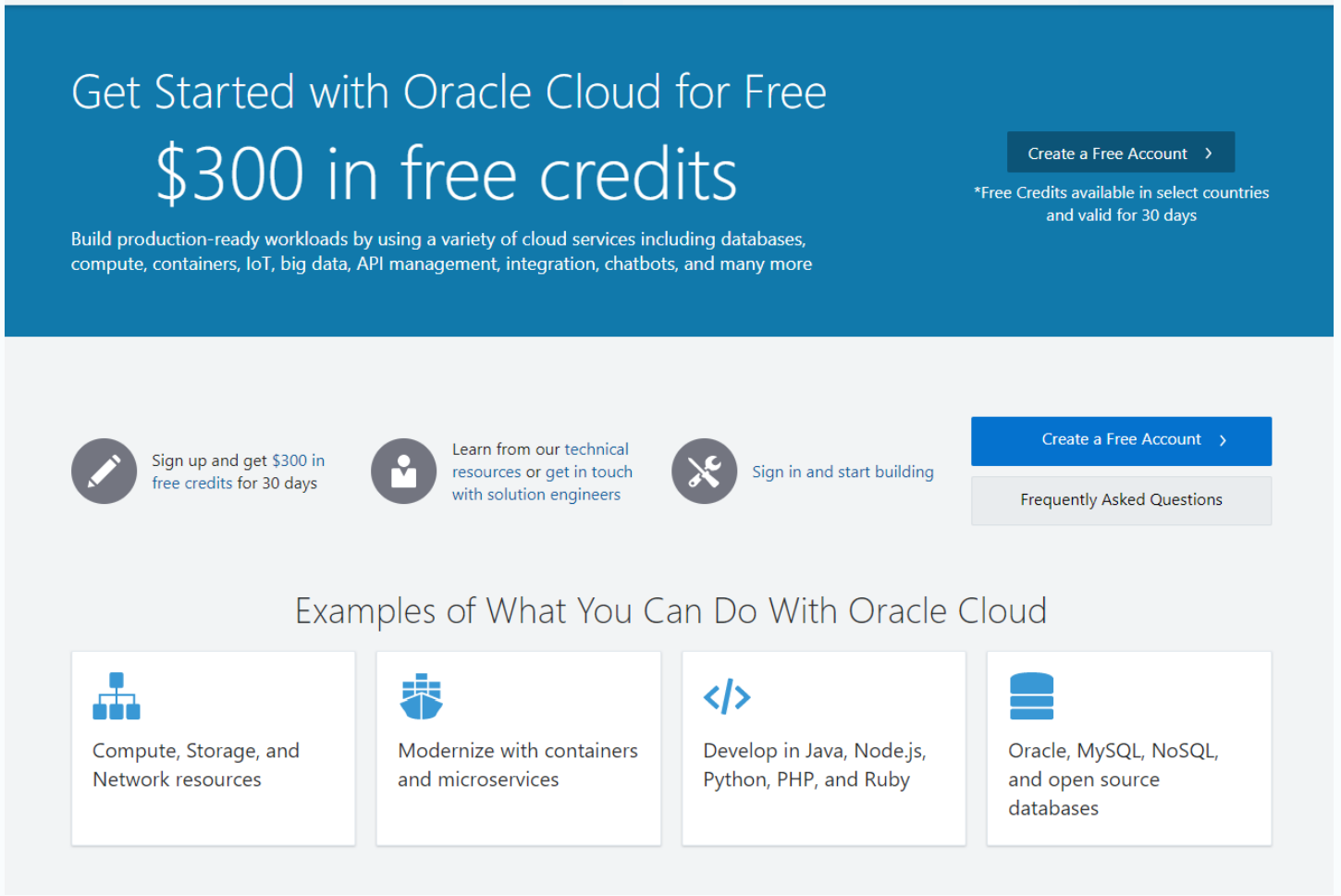
# Try for Free





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# Resources

- Oracle Cloud Home – https://cloud.oracle.com/home
- Free Trials – https://cloud.oracle.com/tryit
- Demos and Videos – https://cloud.oracle.com/videos
- The Oracle Cloud Marketplace – https://cloud.oracle.com/marketplace


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