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### Highlights

- IBM is a Diamond Partner in the Oracle Partner Network
  - IBM SmartCloud services are provided from our globally located data centres, including a data centre in Sydney.
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## IBM SmartCloud for Oracle Applications

The widening functional scope of Oracle application and technology products, combined with increased interconnectedness in business processes has led to complex and inflexible IT environments that can hinder a company's ability to quickly adapt to changing demands. The solution to this challenge is cloud computing, which provides a dynamic infrastructure that makes applications and computing power available on demand. Cloud computing is highly optimised to help your company achieve more with less, using virtualisation, standardisation and automation. It can also help your company become more agile and responsive, while significantly reducing IT costs and complexity through improved workload optimisation and service delivery.

As a provider of hosting services for Oracle applications, locally from our Australian data centres, IBM delivers and manages implementations of Oracle applications via a hosted delivery model and cloud platforms. IBM is able to provide enterprises around the world with hosted and cloud-based support of the entire Oracle solution portfolio, giving organisations the flexibility they need to focus on business instead of IT management. IBM and Oracle solutions capitalise on the comprehensive IBM portfolio of cloud computing offerings to provide integrated management across architectures and delivery models.



### IBM SmartCloud delivers these Oracle products:

- Oracle Relational Database Management System
- Oracle E-Business Suite
- Siebel CRM
- Oracle's PeopleSoft Enterprise
- Oracle's JD Edwards Enterprise One
- Oracle Hyperion
- Oracle Fusion Middleware
- Oracle Fusion Applications
- Oracle iFlex
- Oracle Retek
- Oracle ATG Web Commerce application
- Oracle Demantra Demand Management

### What do you need before the cloud?

For your organisation to take full advantage of everything cloud computing has to offer, it must have the correct infrastructure in place. IBM Cloud-Ready Infrastructure for Oracle applications provides a comprehensive architecture for Oracle clients to take advantage of cloud computing.

### How do you get this infrastructure?

IBM infrastructure experts guide you using an honest, consultative approach. First, you will be shown all the opportunities afforded by cloud computing. An analysis of your current infrastructure will be created, followed by recommendations about how to simplify your Oracle infrastructure and operations. We will also evaluate the potential of reducing associated costs, including database and storage management. The resulting information will lay a cornerstone for using IBM infrastructure and Oracle applications in cloud computing.

This “cornerstone” infrastructure for cloud computing enables you to focus on the benefits of cloud computing such as:

- On-demand self-service
- Broad network access
- Resource pooling
- Location independence
- Rapid elasticity
- Measured service

These capabilities enable you to combat some of the biggest issues IT professionals face today, such as high operational labour efforts and costs, and complex Oracle software landscapes that have unused capacity. These complexities can delay a system refresh, significantly hold up implementation projects or compromise testing quality. Cloud computing can help address these issues—but only if your infrastructure is prepared.

### Enterprise class cloud foundation

The Oracle for Applications system is underpinned by IBM's robust cloud infrastructure, IBM SmartCloud Enterprise+. Owned and managed by IBM, IBM SmartCloud Enterprise+ is a flexible, self-configurable cloud infrastructure that contains multiple levels of isolation and 99.9 percent availability, so you can deploy critical workloads with the utmost confidence. IBM SmartCloud Enterprise+ offers new features, and provides a core set of multitenant services to manage virtual server, storage, network and security infrastructure components, including managed operational production services. With IBM SmartCloud Enterprise+ and IBM Oracle for Applications, you can quickly deploy production-level workloads on a proven cloud infrastructure, increase responsiveness, and deliver services at reduced cost.

### How do you get there?

Every business and organisation today has a current plan of record for how they want IT to support their business. Take a look at the benefits of cloud computing to see if it provides the answers you need. It might be the end point of your plan. If so, an IBM consultant that specialises in Oracle applications will perform a two-day workshop, working closely with you to evaluate your infrastructure and determine whether it can be easily prepared for a private cloud on your premise. The preparation might include several stops along the way, including:

- **Harmonisation:** How many Oracle applications of what kind are you running? Do you have multiple systems managing the same processes due to mergers and acquisitions? Can you reduce the number of systems in your IT environment?
- **Consolidation:** Do you need to reduce the number of data centres you currently have in place? Do you use multiple platforms to run your business applications? Do you have standard operating procedures in place?
- **Virtualisation:** Does your server utilisation need to increase or do you plan to establish resource sharing among Oracle systems? Are you looking for ways to improve server utilisation and reduce your energy use for power and cooling? Are you using your storage systems efficiently? Can you manage your growing volume of data based on policies?

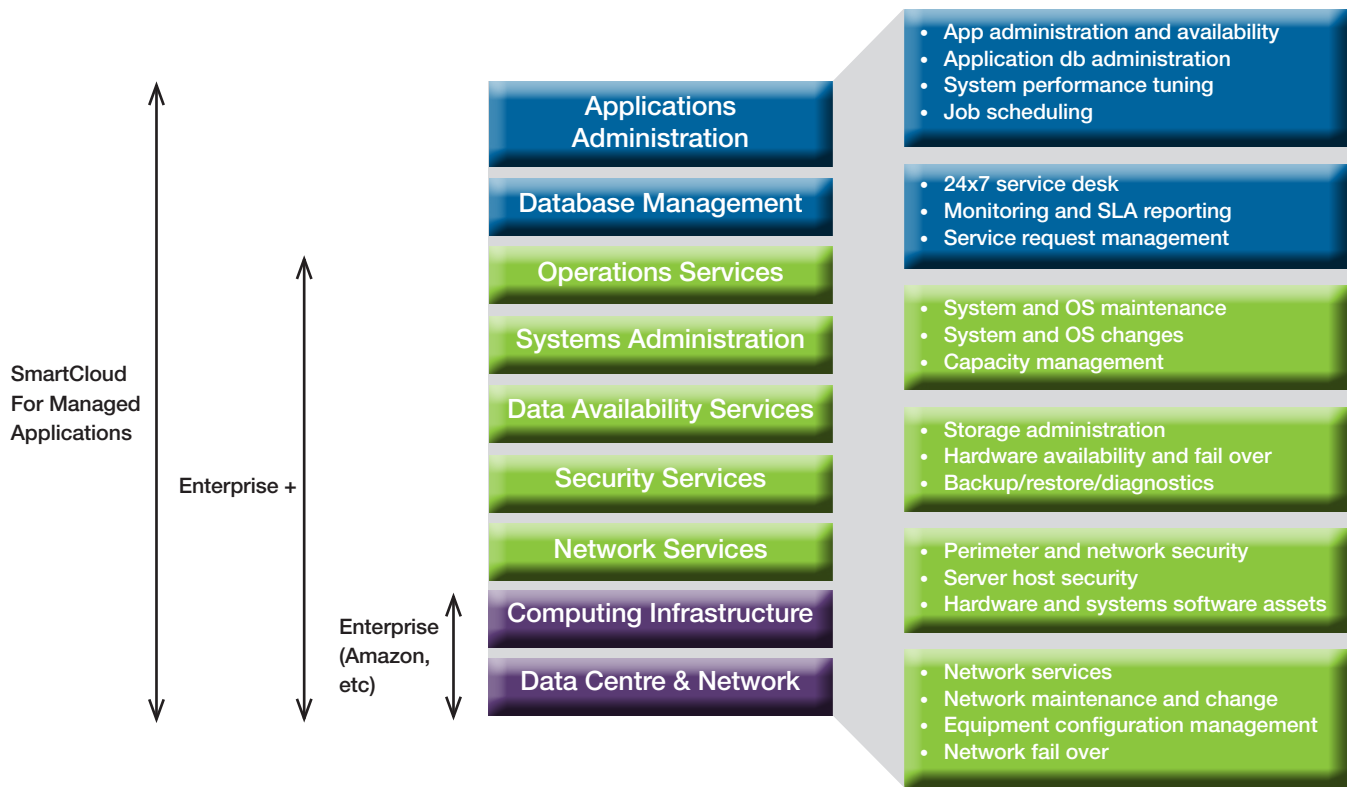


Figure 1: IBM SmartCloud for Oracle Applications

- **Systems management:** Do you need to reduce operational efforts of standard tasks and improve staff efficiency? How many FTEs are necessary today to run your data centre operations? What are the daily tasks and processes?
- **Effective operations:** Is your current IT landscape agile enough to adapt to changing business requirements quickly? Are you facing a highly dynamic Oracle project environment? Are your users happy with the current response times or availability of your Oracle applications? Do you have standardised processes for continuous business operations to avoid downtime during unplanned events or planned maintenance?
- **Automation:** How long does it take to provision new systems? Would you like to reduce that timeframe from weeks to hours?

IBM experts want to understand your goals and apply the above components to your infrastructure to ensure that you are ready to take full advantage of cloud computing. If this approach interests you, we invite you to contact your IBM representative to start the conversation on cloud computing and how to get your infrastructure cloud-ready.

### The IBM and Oracle alliance

Since 1986, Oracle and IBM have been providing customers with compelling joint solutions, combining Oracle's technology and application software with IBM's complementary hardware, software and services solutions. More than 140,000 joint clients benefit from the strength and stability of the Oracle and IBM alliance, which offers technology, applications, services, and hardware solutions that mitigate risk, boost efficiency, and lower total cost of ownership.

IBM is a Diamond Partner in the Oracle Partner Network, delivering the proven combination of industry insight, extensive real-world Oracle applications experience, deep technical skills and high performance servers and storage to create a complete business solution with a defined return on investment. From application selection, purchase and implementation to upgrade and maintenance, we help organisations reduce the total cost of ownership and the complexity of managing their current and future applications environment while building a solid base for business growth.



## For more information

For more information about IBM cloud computing solutions for Oracle customers, please contact an IBM sales representative at 1800 062 045, or visit us at:

Australia – [ibm.com/au/cloud-computing](http://ibm.com/au/cloud-computing)

New Zealand – [ibm.com/nz/cloud-computing](http://ibm.com/nz/cloud-computing)

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Produced in Australia  
July 2013

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