

ENTERPRISE SOLUTIONS

ORACLE AND NETWORK APPLIANCE— THE PARTNERSHIP THAT DRIVES YOUR BUSINESS



GLOBAL ALLIANCES

Strong partnerships with industry leaders in software and services help deliver integrated solutions that help customers meet today's enterprise data management challenges.

Helping You Spend Less
and Store More

NetApp and Oracle Delivering IT Benefits That Address the Challenges You Face Today



Why try to manage complexity when you can have an easy-to-manage, straightforward solution for your information resources? Network Appliance™ combined with Oracle® technology can equip your company with comprehensive, flexible, and scalable solutions to your information storage and distribution challenges.

Consolidation

How you store data and how you make it available have become strategic advantages in a wide range of business operations. Oracle and Network Appliance let you consolidate data and storage from hundreds or thousands of servers using powerful tools that help you manage storage efficiently in a mixed networking environment, including SAN and NAS, while reducing cost and complexity.

Business Continuation

Now more than ever, your enterprise must focus on reliability, availability, disaster preparedness, and recovery. Minutes of downtime are costly. Hours of downtime can be catastrophic. Oracle10g™ RAC will increase your application availability and reliability by reducing planned downtime and protecting them from server failure, site failure, storage failure, and human error. Working in concert with Oracle technologies, Network Appliance™ storage solutions give you comprehensive disaster insurance. You can implement disaster recovery plans quickly and effectively, plus recover quickly from unplanned downtime without added administration costs. The solution

consists of NetApp hardware—FAS server or NearStore®—SnapVault™, DataFabric® Manager software, and tailored services.

Distributed Enterprise

As the enterprise grows, it becomes increasingly difficult to provide timely information to your remote locations and branch offices. Oracle and NetApp can provide solutions that can quickly replicate and relay information to one or many locations, providing data and performance information to the people who need it most.

Alliance Benefits

Our joint customers benefit the most from the tight alliance between NetApp and Oracle

- The common vision of reducing complexity and providing simplicity for greater reliability results in a better return on investment, and a lower total cost of ownership
- The joint testing, integration, and validation we undertake enable full interoperability to ensure complete, easily managed IT solutions
- The two world-class service and support organizations work together to ensure accurate needs assessment and fast and easy deployment
- The joint usage of each other's technology and common customer base demonstrates continued trust and a deep understanding of each other's technology

“Ultimately all partnerships are about the benefits that we bring to our clients. Oracle and NetApp are working together to build in our engineering operations a product that is easy to deploy and easy to maintain and grows with the client.”

MICHAEL ROCHA
Executive Vice President
Global Support Services
Oracle

Our Top Priorities: Lowering Cost and Reducing Complexity



Information fuels business. But the rapidly growing volume of data that your company generates demands that you start thinking strategically about information utilization and your storage infrastructure.

Your enterprise requires tightly integrated IT solutions that deliver the highest level of availability and scalability for your mission-critical business applications.

The core of your business should start with the best—enterprise software solutions from Oracle and enterprise storage solutions from Network Appliance. The combination allows you to rapidly access, consolidate, and share information across system, geographical, and organizational boundaries. Working in a strategic alliance, Oracle and Network Appliance share a common vision of creating solutions that reduce complexity, simplify data management, and deliver a lower total cost of ownership (TCO) for information solutions and storage infrastructure.

Partnership: A Shared Vision of Business Reality

For close to a decade, Oracle and Network Appliance have shared the same vision. Network Appliance was founded on the concept of reducing the complexity and costs of storage. NetApp pioneered the network appliance and developed a single storage OS that was flexible enough to run in a unified environment, including SAN and NAS, while at the same time creating solutions that do one thing very well—serve and store information. Likewise, Oracle was founded on the idea of reducing complexity—creating database solutions that turn mountains of data into valuable information.

As a result, both companies are focused on reducing complexity and increasing reliability to achieve a higher return on investment (ROI) and a lower TCO. This collaboration gives you a unified solution across critical business functional areas to deliver continuous innovation and a compelling value proposition for your enterprise.

“Standardizing our Oracle Database infrastructure on NetApp storage helps us manage massive amounts of customer data effectively and intelligently. Oracle and NetApp allow us to make maximum use of customer data so that we can best serve our ticketing clients and live entertainment consumers.”

SEAN MORIARTY
Executive VP
Ticketmaster

“We chose NetApp as a vendor to help us run our mission-critical environments because they were a solution that allowed us to achieve high availability, high performance, and lower overall management requirements. That gave Oracle the best-in-class TCO and allowed us to meet our business needs.”

BILL WEILS
Senior Director
Global IT Services Command Center
Oracle

It All Starts Here: Technology Synergy and Interoperability

Network Appliance and Oracle believe that technological innovation and interoperability are critical for reducing complexity for our customers as they deploy enterprise solutions based on Oracle. As a result, Network Appliance enrolled in the Oracle Storage Compatibility Program (OSCP) to validate its storage technologies with the Oracle Database technology. Subsequently, both companies have collaborated closely on a number of product integration efforts, including performance testing, product validation, and joint development. For example, the two companies have jointly executed performance benchmarks in the Oracle Storage Performance Lab to create best practices and a knowledge base for advancing networked storage concepts for Oracle environments.

The two companies are engaged in product validation for Oracle10g Database and Oracle10g Real Application Clusters (RAC) for major platforms such as Linux® and Solaris™. Oracle has selected NetApp as a storage solution in its development labs at Redwood Shores, where the next-generation database and application platforms are built. Network Appliance also participates in a number of Oracle Enterprise Technology Centers, enabling customers and prospects to experience Oracle and Network Appliance solutions in a working environment.

The concept is simple. The tighter the product integration, the easier it is for our joint customers to develop, deploy, and manage their infrastructure based on Oracle on Network Appliance storage.

Joint Services: An Unmatched Dedication to Customer Needs

NetApp Global Services has built one of the industry's first Centers of Excellence. The CoE is jointly staffed with Oracle and NetApp technical experts and provides best practices, solution guides, cross training, education, and deployment services for Oracle software, including Oracle10g Database, Oracle10g RAC, and the Oracle E-Business Suite, running on Network Appliance storage environments. One of the most popular service offerings is the Oracle on NetApp accelerator program, designed to help customers deploy a solution and get up and running in seven days.

Network Appliance and Oracle have also put a global cooperative technical support agreement (CTSA) in place to help ensure faster resolution of potential customer support issues.

“Oracle experts from the Oracle and NetApp Center of Excellence worked together to help us deliver the highest levels of customer service, while the combination of NetApp unified storage with Oracle Databases and applications satisfied our primary needs concerning rapid deployment and performance.”

KHALED IMBABY
Datacenter
Xceed

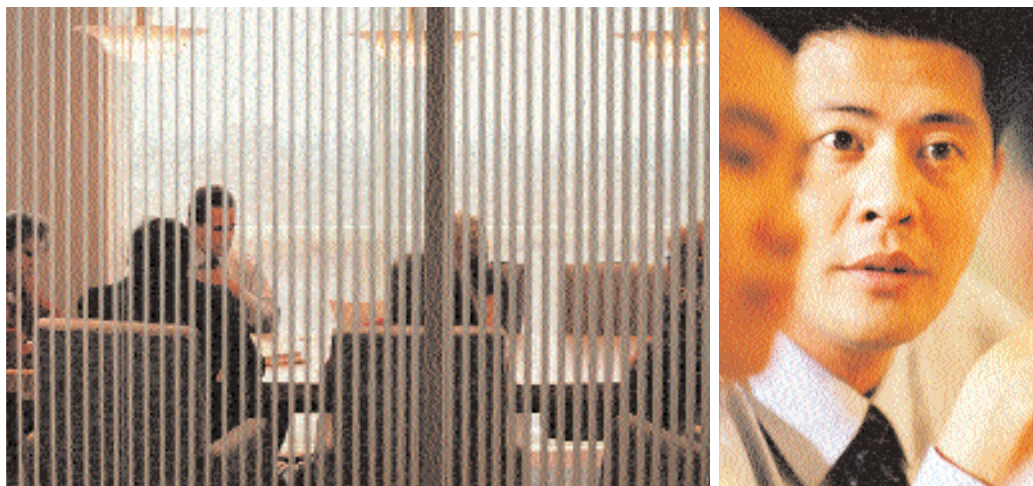
Mutual Customers of Each Other's Technology

Network Appliance and Oracle understand, trust, and rely on each other's products daily to run their respective businesses. In fact, Network Appliance has standardized on the Oracle Database and Oracle E-Business Suite On Demand to run its own mission-critical business applications. Likewise, Oracle uses hundreds of terabytes of NetApp storage every day throughout its business, including Oracle E-Business Suite On Demand, education, and software development.

NetApp and Oracle Working Together, Delivering Highly Available and Scalable Solutions throughout the Enterprise

Oracle10g RAC provides unlimited scalability and high availability for packaged and custom applications. Oracle10g RAC allows a cluster of database servers to act as one database, yet the database is simply and easily managed just like a single system.

NetApp filers, combined with the power of Oracle solutions, deliver a robust, highly available storage infrastructure for



consolidating data and simplifying data management for Oracle10g Database applications. NetApp filers are validated by Oracle, standards-compliant, and performance-proven in the most demanding applications at a wide range of Fortune 1000 companies, providing centralized access to data and fast and simple backup and rapid recovery. For situations where high availability is critical, Oracle10g RAC combined with NetApp clustered failover ensures data availability by transferring the data service of an unavailable database and filer to another server and filer in the cluster. NetApp clusters deliver the highest availability possible for your mission-critical environments—close to 99.998%*—or less than 11 minutes of unplanned downtime per year.

“Oracle and NetApp worked collaboratively to ensure our deployment was a success. The fact that I had resources, and the two companies had a communications channel between them, made things a lot easier and played a critical role in our deployment success. Oracle and NetApp worked together behind the scenes to make sure my issues got resolved.”

“The tight integration between Oracle10g RAC and NetApp filers gives us the highly available total package we need for key business applications.”

KERRY SCHWAB
Senior Director
Southwest Airlines

“Our goal is simple. We want to help customers drive more business and build competitive advantage for the future. Oracle and Network Appliance will continue to work to provide simplicity and much lower TCO solutions to our mutual customers as they deploy Oracle software solutions on NetApp storage architecture.”

PATRICK ROGERS
Vice President of Marketing
Network Appliance

Uncover a New World of Simplicity

Oracle10g RAC enables all applications to exploit clustered database availability, scalability, and performance with no application modifications. Enterprise applications can treat Oracle10g RAC as a single system and do not need to be modified or partitioned to achieve near-linear cluster database scalability.

Combining NetApp storage and backup solutions with Oracle technologies provides IT departments with a complete solution that is easy to use and delivers a cost-effective and time-saving approach for deploying, managing, and storing your mission-critical data.

Why Oracle and NetApp Let You Spend Less and Store More

Oracle combined with NetApp storage platforms delivers excellent enterprise-class performance at a low cost without compromising the availability, reliability, and security that your business demands from real-world applications. The joint solution allows you to pay as you grow—you can start with the cluster size you need now and add incrementally as your data needs grow. There is no need to pay up front for extra capacity that you don't currently need.

Additionally, reducing complexity clearly leads to a sustainable ROI. By cutting costs and the time spent on maintaining the infrastructure, applications based on Oracle and deployed on NetApp storage free more time, people, and money to focus on strategic, value-added development efforts. This lets enterprises run more efficiently, serve customers better, streamline supply-chain operations, develop new products, and compete more effectively.

A recent report by INPUT**, a leading market research firm, studied over 60 Oracle production sites in the U.S. and found that NetApp solutions provided the lowest TCO for storage in Oracle Database server software environments.

To see how Oracle running on Network Appliance can help your enterprise run more quickly, more easily, and more cost-efficiently, visit NetApp at www.netapp.com/partners/oracle or Oracle at www.oracle.com/networkappliance. Let us show you what “The evolution of storage™” means for your business.

* Network Appliance data based on quarterly statistics generated by AutoSupport customer reports on more than 20,000 users.

** Source: INPUT, Database Storage Solutions, Total Cost of Ownership Analysis for Database Storage Solutions, December 2001.



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