ORACLE®



Biće informacija o ...

- 1 Oracle podrška danas
- Kontaktiranje, povezivanje
- Budimo i dalje proaktivni
- Da li poznajemo MOS?
- 5 Podrška za HW in ES



Oracle Product Stack



















Business and IT Objectives Shared Success Criteria

- Maintain information security and run highly available global business systems
- Control costs and maximize productivity
- Innovate to keep pace with competitors, grow revenue, and improve customer experience



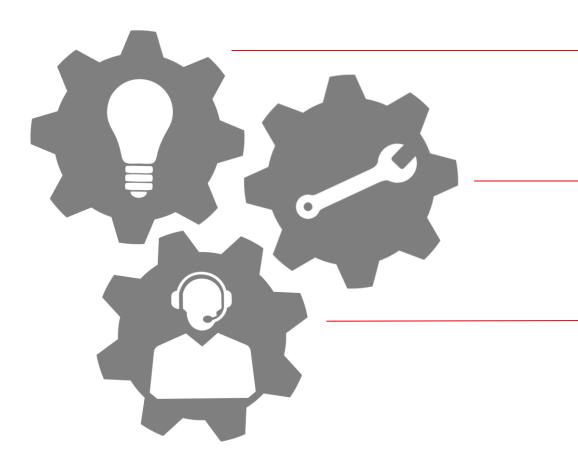
The Oracle Support Advantage

Delivering Higher Value and a Superior Ownership Experience

- Hardware and software designed with support in mind
- Integrated support with a single point of accountability
- Powerful proactive support tools
- The industry's most award-winning customer service
- Unparalleled innovation for long-term success



Oracle Premier Support Integrated Service for Complete Support



Software updates supported by 38,000 engineers and almost \$5B in R&D investment

- Vital patches and security updates
- Enhancements and new releases.

Tools for proactive support and service automation to dramatically reduce issues and issue resolution times

- My Oracle Support and online communities
- Product diagnostics and health checks

Support Services delivered by 18,000 Oracle experts with a direct escalation path to Product Development

- 24/7 technical support
- 24/7 on-site hardware service (if applicable)



Oracle Premier Support

Complete Support for Strategic Value







Mitigate Risk

- Maintain a strong security posture
- Prevent system and application downtime

Reduce Cost

- Efficient use of internal
 IT resources
- Productivity gains driven by technology

Gain Advantage

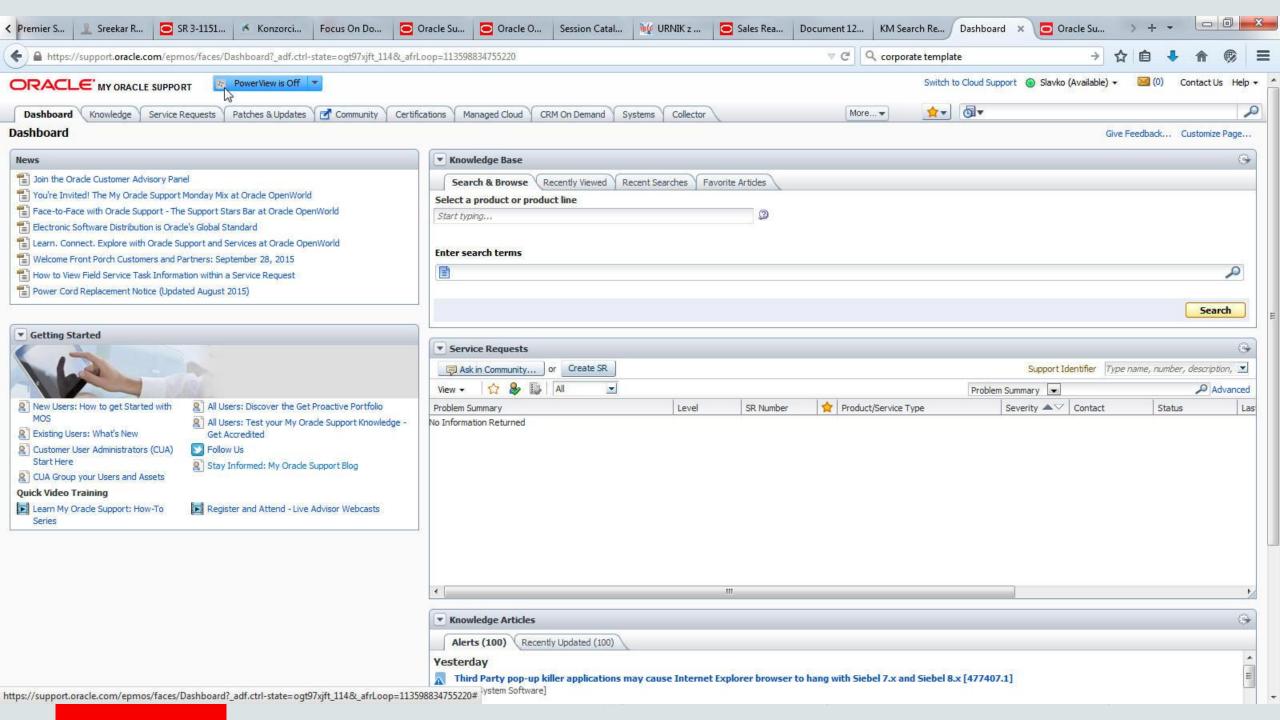
- Innovation to build differentiation
- Rapid adoption of new capabilities



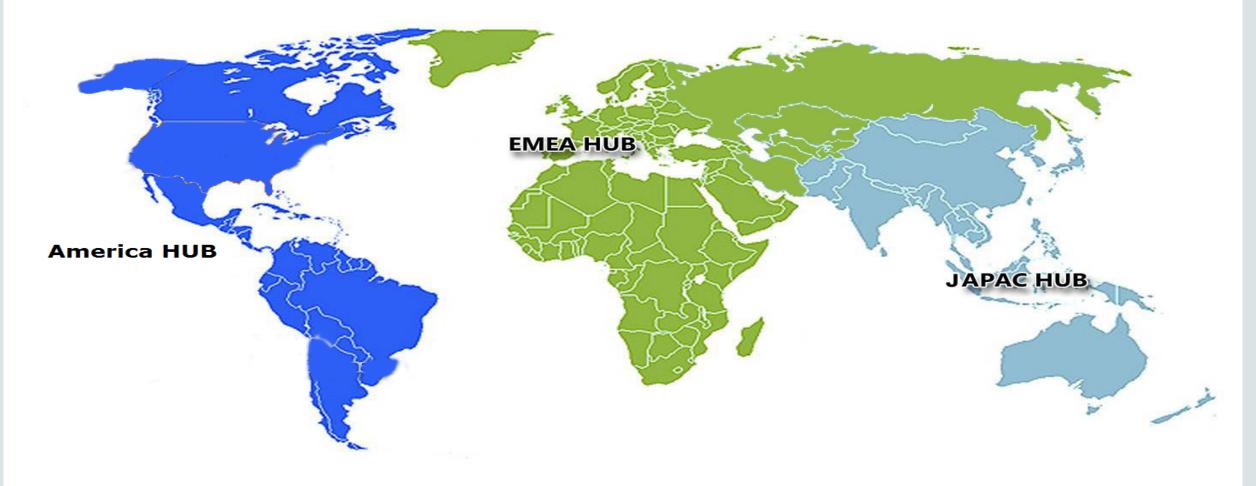
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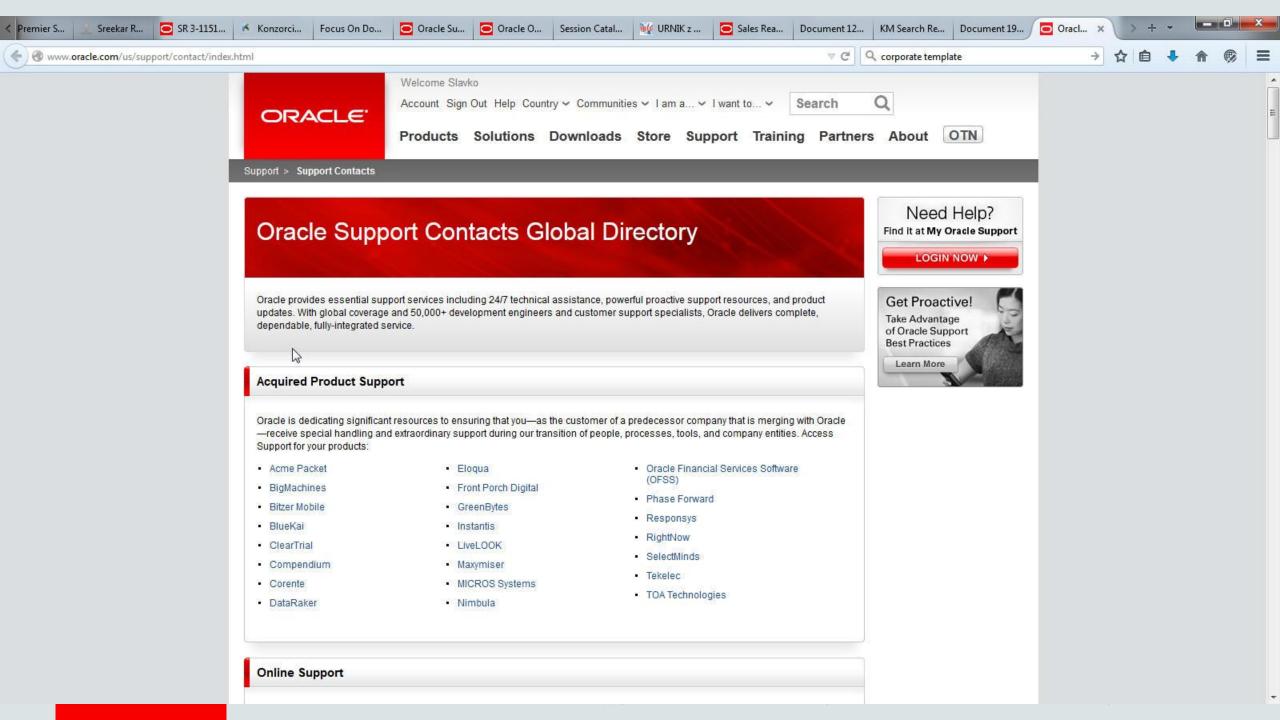




Global Customer HUB - Regions







HUB Services Overview



Phone call management



Translations



Non-product (Non-Technical) related support



HUB Services - Phone call management

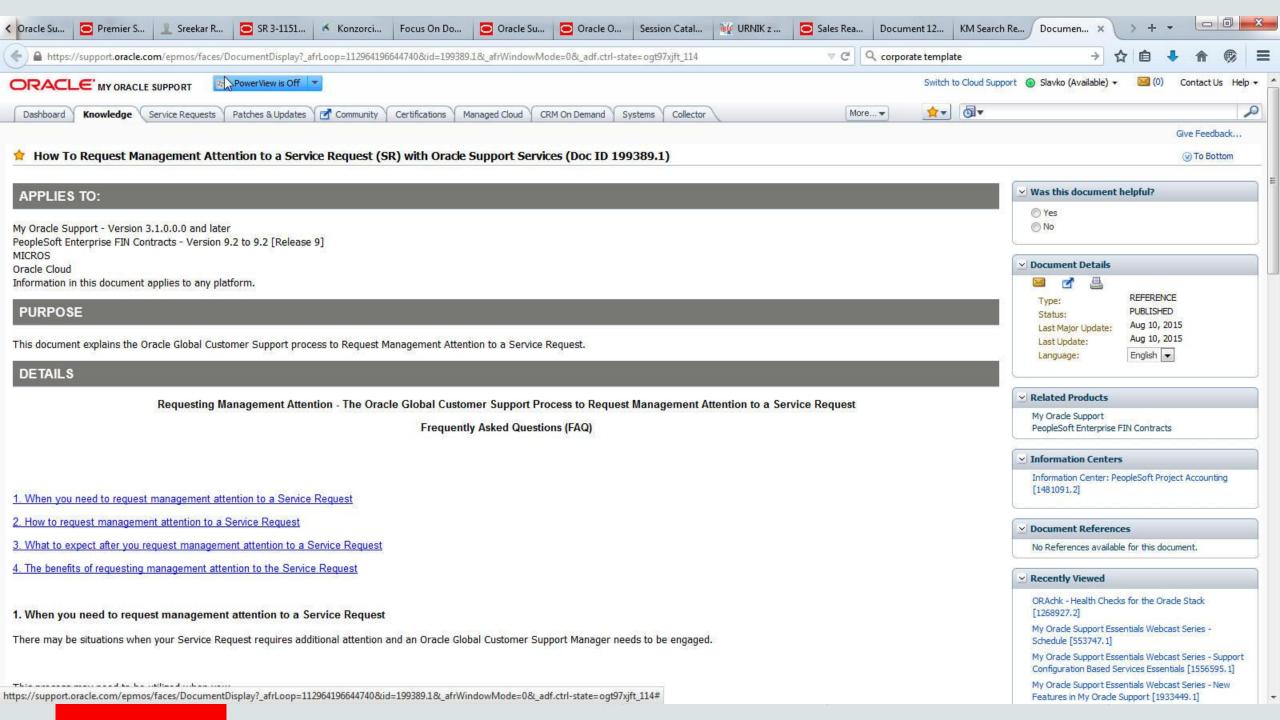
- Technical service requests(SRs)
 - Creating new service requests for customers via the phone
 - Handling call backs on existing SRs, eg. Escalation requests, changing SR severity, etc.
- Non-Technical service requests
 - Creation, Management and Resolution of all Non-Technical issues
 - MOS Portal assistance (registration, account and access, KM, SR Profile, MOS usability, Mobile MOS questions/issues, etc)
 - License related issues
 - General support questions
 - Namely just about anything a customer could ask that is not technical and specific to an Oracle product.

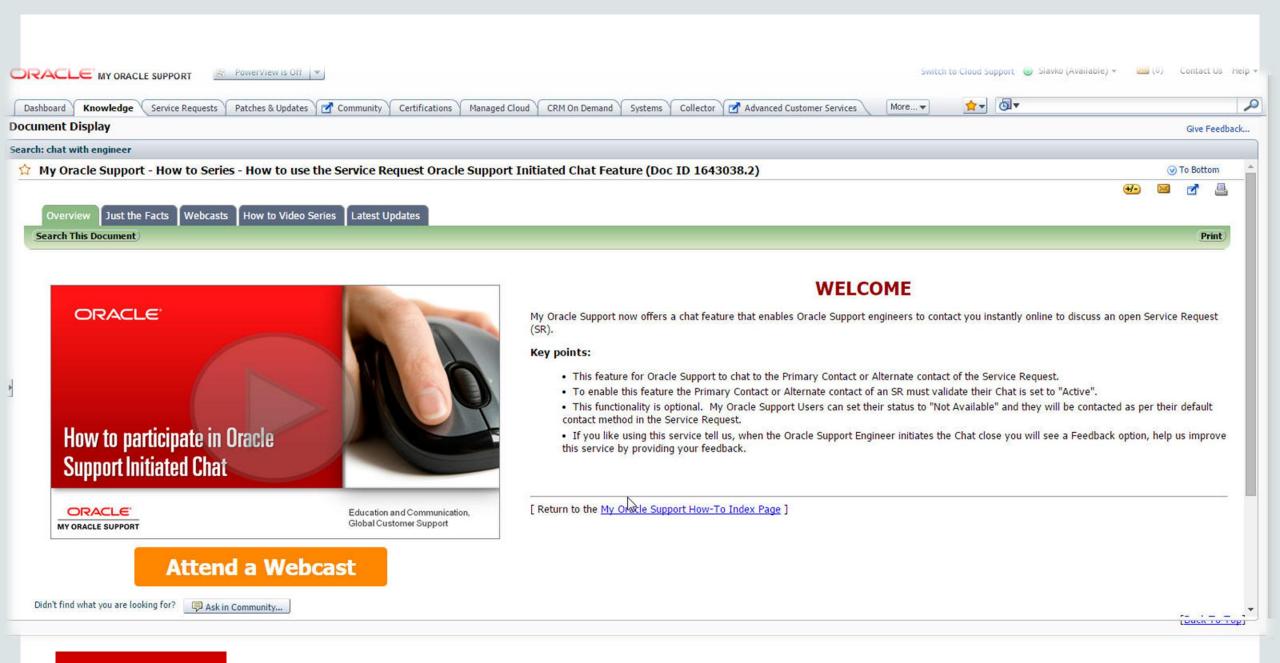


Matching Severity Level To Business Impact

Severity Level	Business Impact Technical Impact	1 st Response	Update Frequency	Resolution Time
Severity Level 1	Mission Critical Business Impact	< 1 Hour (Telephone Preferred)	Continual Updates 24x7	Co-Owned
Severity Level 2	Serious Business Impact	Communication Preference	Multiple Updates 24-48 Hrs.	Co-Owned
Severity Level 3	Minor Business Impact	Communication Preference	Updates 2-3 Business Days	Co-Owned
Severity Level 4	No Business Impact	Communication Preference	Updates 3-5 Business Days	Co-Owned







HUB Services – Non-Technical Services

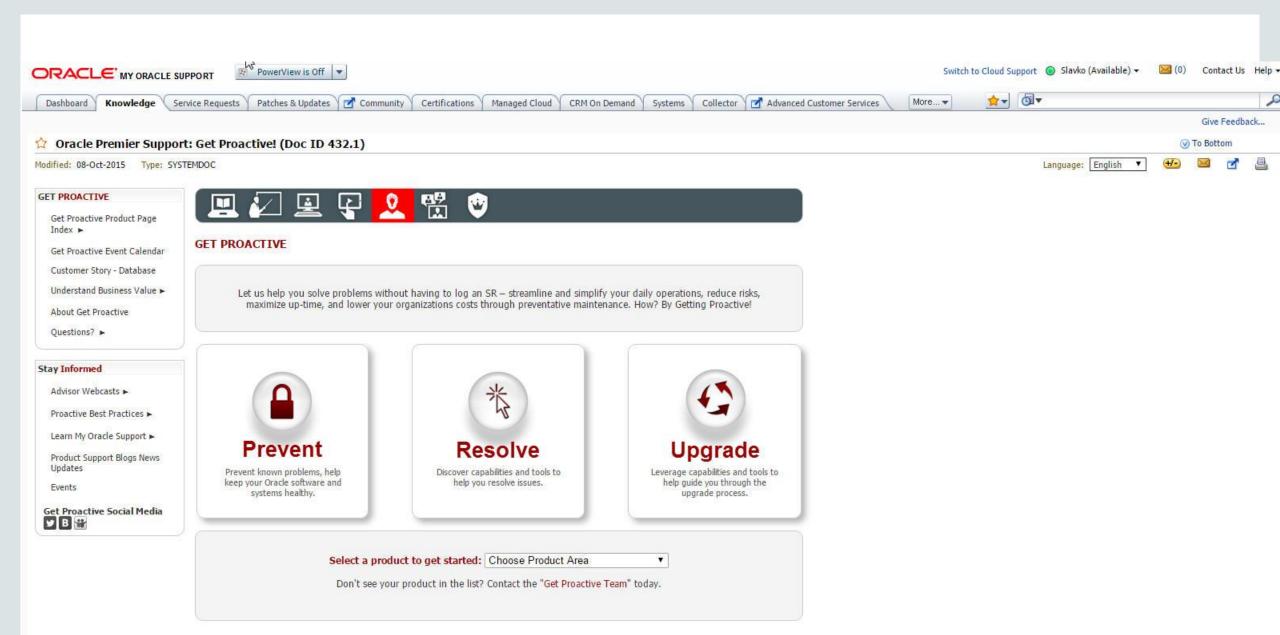
- All Non-Technical Service Requests
 - MOS Portal assistance (MOS registration, account and access, Knowledge Management, SR Profile, MOS usability, Mobile MOS, etc)
 - License related issues
 - Acquisition and entitlement (Entitlement entry, Welcome Letter, etc)
 - General support questions
 - Customer Situation Assistance requests
 - Service Request Handling Instructions
 - Business Continuity Process Management
- Assist with any issues that arise as a result of day-to-day "doing business with Oracle".
 - If we don't provide the resolution, we work with the appropriate departments/teams to resolve the issue.
 - If you don't know who to call, call Global Customer HUB.



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The Criticality of Software Security Controls

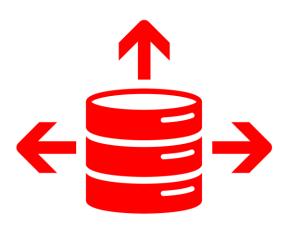
- Effective software security controls are required to:
 - Protect intellectual property
 - Prevent fraud
 - Discourage hackers
 - Limit access to sensitive information & enforce privacy
 - Achieve proper IT Governance and ultimately maintain compliance with regulatory requirements





Maintaining Control

- However, software security controls can become ineffective:
 - New threats and exploits
 - Security vulnerabilities
 - Improper maintenance (e.g. non-application of security patches)
 - Changes in use of software in production environment





Business Implications

- Inadequate software security controls can have serious business implications:
 - Liability and revenues loss
 - Brand damages
 - Theft , espionage, and fraud
 - Cyber racketeering and extortion
 - Denial of Service (Outages)
 - Inability to assure environmental security controls needed for governance and regulatory compliance





Navigating the Regulatory Landscape

REGULATION	DESCRIPTION	
Sarbanes-Oxley	U.S. corporate and auditing responsibility and accountability regulations	
Basel II	International banking regulation standards for capital requirements / solvency	
FDA Part 11	U.S. electronic records and signatures regulation	
Export Controls	Govern the shipment, transmission, or transfer of certain regulated items, information and software to foreign persons or entities	
Mandatory Disclosure Laws (e.g. SB1386)	Regulate the privacy of personal information	
Gramm-Leach-Bliley	U.S. financial services act. Includes requirement s to protect information from foreseeable threats in security and data integrity	
European Privacy Directive 95/46	Protection of individuals' personal information	
HIPAA (Health Insurance Portability and Accountability Act)	Addresses security and privacy of health care data	



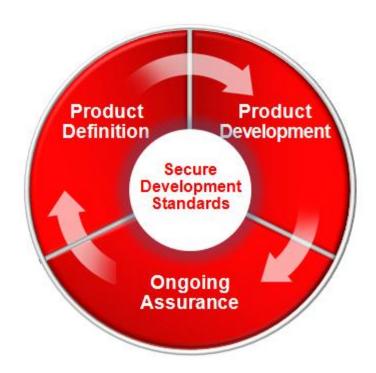
Surviving the Regulatory Requirements

REGULATION	DESCRIPTION
Sarbanes-Oxley	U.S. corporation of use asponsibility and accountability regulations
Basel II FDA Part 11 FOR MOST	Interestional banking regulation an Gregor capital requirements / solvency
FDA Part 11	U.S. electro litrica du and signatures regulation
Export Controls COMPIYII	information and suffer of foreign persons or entities
Mandatory Disclosure Laws (e.g. SB1386)	Record he privacy of personal information ()
Gramm-Leach-Billey	forese able in each mose curity and data integrity
European Privacy Directive 95/46	Protection of individuals' personal information
HIPAA (Health Insurance Portability and Accountability Act)	Addresses security and privacy of health care data



Oracle Software Security Assurance

- Maintaining the security posture of all Oracle customers is one of the greatest priorities of Oracle
 - Policies are greatly influenced by Security
 Customers Advisory Council (SCAC)
- Applies to all Oracle software products, including software in hardware products (e.g. firmware)
- Starts with secure design and best-ofbreed security features
- Constantly evolving to adapt to changes and new threats





Your Software Security Assurance Benefits

The benefits of security assurance do not end at the time of the initial purchase

Initial Software Purchase

- Secure by design
- Innovative security features
- Independent security validations
- Assistance with proper configuration/deployment
- Security training courses



Oracle Premier Support

- Upgrade to next Product Releases
- Critical Patch Updates & Security Alerts
- Product Health Checks
- Patching Tools/Resources
- Assistance from Oracle experts and the My Oracle Support Community



Oracle Premier Support

Enabling essential security controls through Ongoing Assurance

FEATURE	DESCRIPTION
New Product Releases	Access to new releases with enhanced security features. Also provide fixes for security in-depth issues which can't be back-ported. Upgrade Advisors for effective upgrades.
Critical Patch Updates	Predictable patching schedule for maximum security at lowest possible cost. Consistent, centralized release process for all security patches across the stack.
Security Alerts	Emergency release of security fixes or workaround instructions to deal with particularly severe vulnerabilities and maintain your security posture.
Product Health Checks	On-demand reporting of your relative security posture by assessing your configuration versus recommended configurations.
Patching Tools/Resources	24/7 access to downloads, Patch Planner, the Oracle knowledgebase, and complete patch documentation including information regarding any patch interdependencies
Assistance from Oracle experts and the My Oracle Support Community	24/7 access to Oracle experts and user peers to find answers and resolve issues quickly and effectively



Implications of Defense in Depth

Your environment is only as secure as its weakest Link

- Need to properly manage, patch, and configure all the layers of your IT environment
- Heterogeneous environments create additional challenges:
 - Need to deal with different vendors
 - Different patching schedules
 - Extensive testing is required
 - Etc.





Security and Compliance through Oracle Premier Support



Optimized Security Posture



Reduced Business Risk



Continued IT Governance for ongoing Compliance

Oracle Software Security Assurance

Optimized Security

- Innovative security features
- Secure design from the ground up
- Effective vulnerability remediation process
- Independent security validations

Lower Cost of Ownership

- Unwavering commitment to maintaining our customer's security posture
- Predictable security patch process
- Effort to provide the best security posture out of the box

Oracle Software Security Assurance

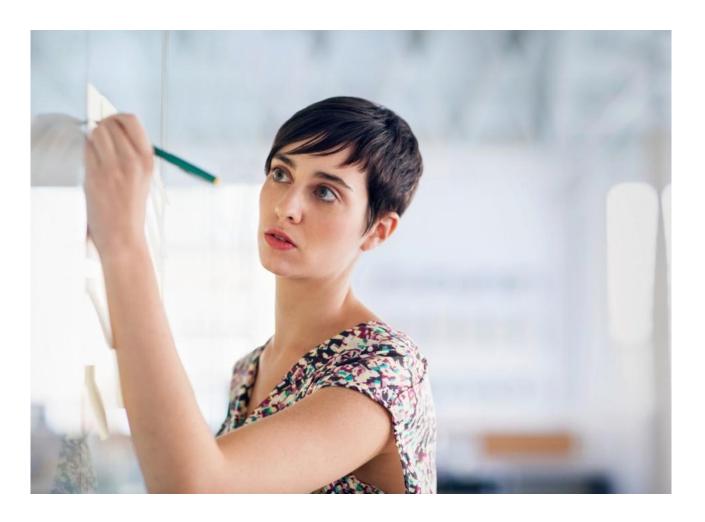


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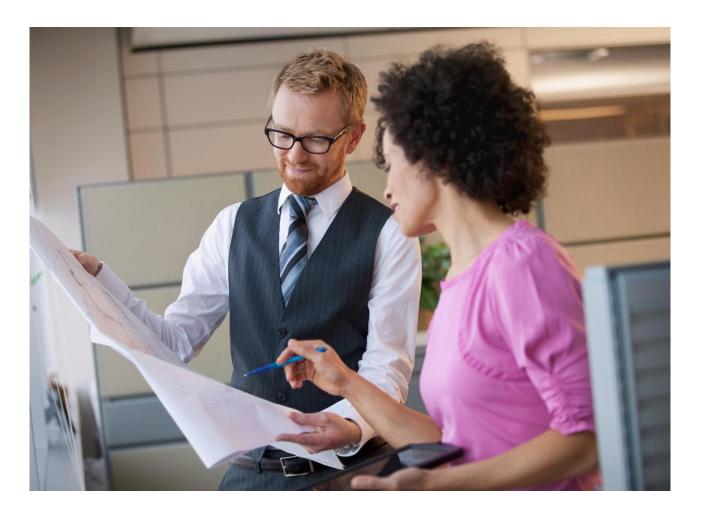
Accreditation Overview



- Program launched in Sept 2013.
- My Oracle Support learning path and product-specific paths.
- Targeted to experienced Customers and Partners.
- Validates existing knowledge based on 6-9 months active use of My Oracle Support functions, including service requests.
- Best practices and recommendations enable user to fully leverage core tools and capabilities.

Why Get Accredited?

- Build your personal support toolkit through further adoption of My Oracle Support capabilities.
- Implement high-value best practices to help manage 'information overload.'
- Experience a continuous accreditation learning arc that delivers a single narrative to help you support your product.
- Achieve efficiency with Oracle tools and spend more time on primary business role.
- Enhance your reputation and skills.
- Address common questions with product use cases from subject-matter experts.



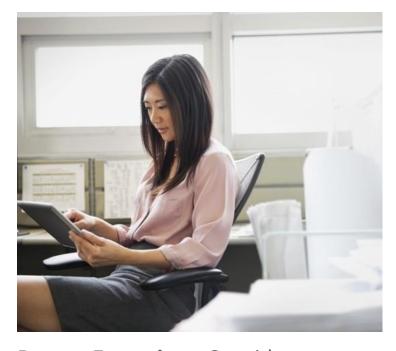
Accreditation in the Learning Cycle



Ongoing learning – Getting Started section in My Oracle Support | User Resource Center | Essentials Webcasts



Active User for 6-9 months — Use My Oracle Support regularly for primary role | Gain expertise with core features



Proven Expertise – Consider accreditation | Build on existing knowledge

Program Features



Easy to find – Type 'accreditation' in global search | My Oracle Support Accreditation link in Getting Started | Links in Get Proactive Portfolio



Simple, clear navigation helps you move quickly through your selected learning path.



2-3 hour commitment fits in most busy schedules.

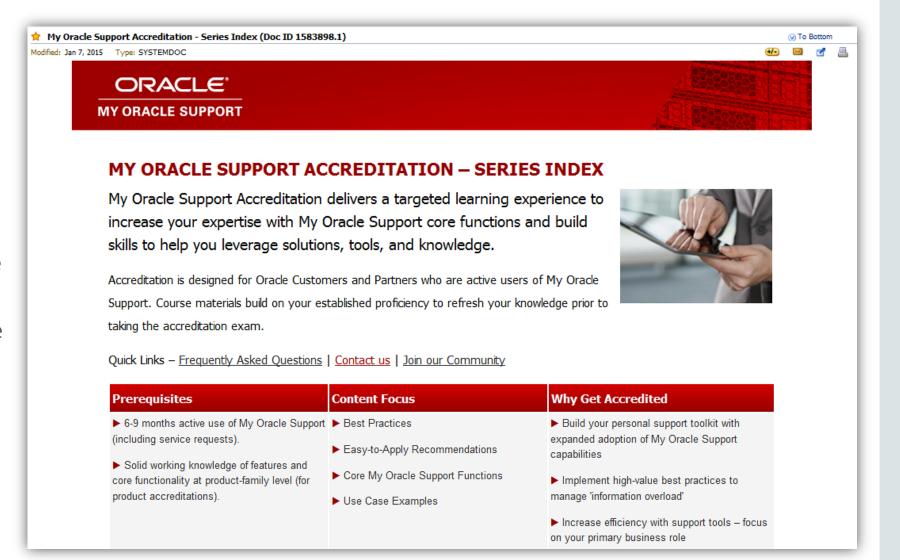
Are you Ready to Get Accredited?



- Get started with the <u>Program Index</u>
- Review program details
 - 2-3 hour time commitment
 - 80% passing score for accreditation
 - Print your certificate or OU transcript to confirm completed accreditation
- Check out the FAQ
- Ask us in <u>Community</u> about My Oracle Support Accreditation
- Select your path and Get Accredited

Program Stats

- Did you know more than 4,600 Customers and Partners are accredited?
- Program content is reviewed quarterly with latest My Oracle Support feature information.
- Quick Links on each path home page make it easy to find what you need.
- Accreditation Index
- Frequently Asked Questions
- Level 1 Accreditation



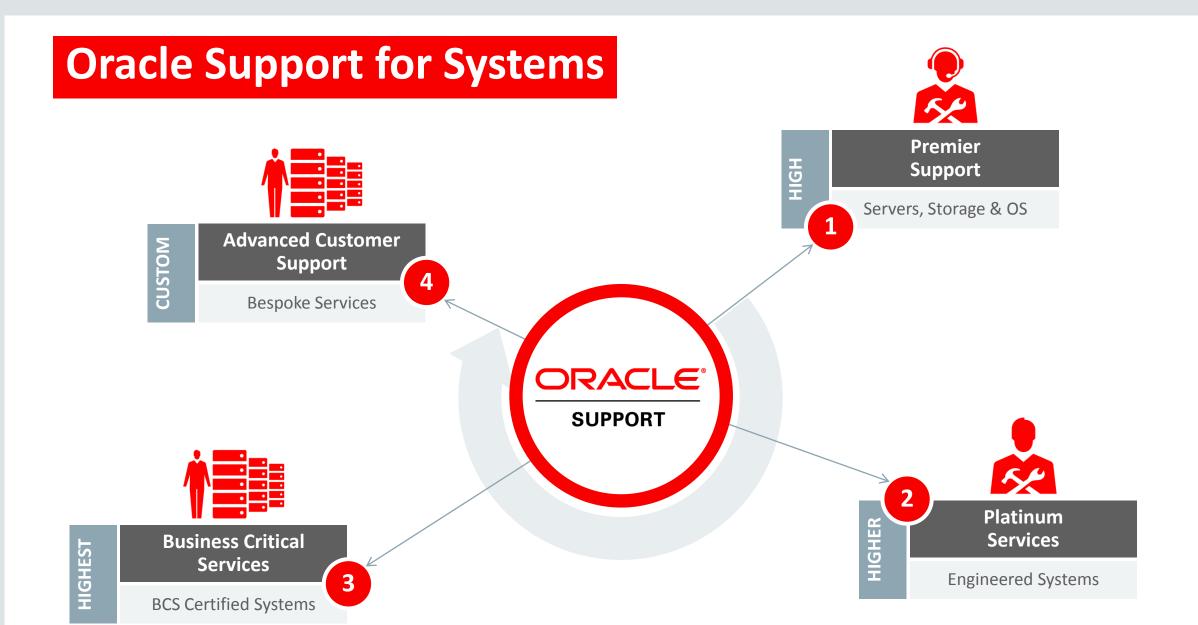
Easy to find – Type 'accreditation' in global search | Accreditation link in Getting Started section | Links in Get Proactive Portfolio



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PREMIER SUPPORT

5 Top Reasons Why

Oracle Support

1-Contract 1-Price

Many support providers offer tiered support solutions with hidden incremental costs.

No finger-pointing, no wasting time figuring out who owns the issue. Premier Support takes resolution ownership from soup to nuts.





Business Risk Management

When systems are down and customers are frustrated, getting mission-critical systems back online quickly supersedes all else. Oracle's IP, experts and knowhow can help get you back online as fast as possible.



Legal Access to Oracle IP

Only Oracle, and approved partners, can authorize access to Patches, Fixes and Updates.





Oracle Certified Spares

Save on high quality replacement parts customized for your specific system configurations



Service, Tools and Innovation

- Quickly diagnose and resolve issues
- Get the most from your systems with proactive services
- Keep pace with change and capitalize on new opportunities

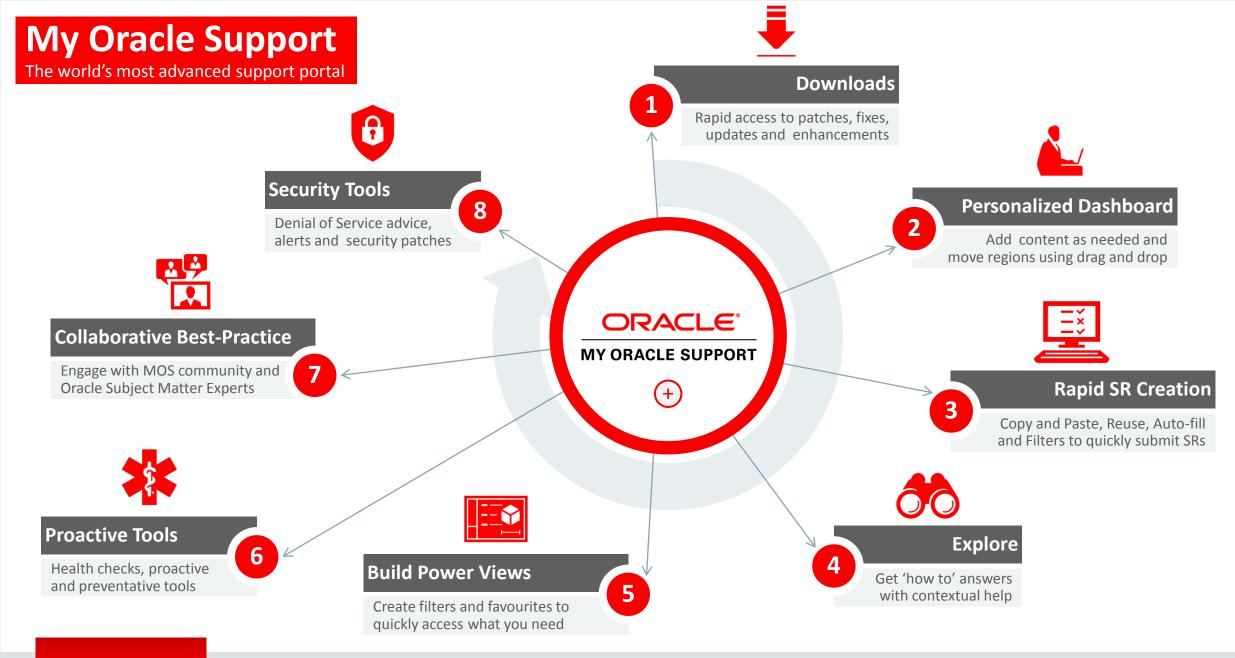


ORACLE°

PREMIER SUPPORT



3



Oracle RapidSR

The Future of Automation



DISPATCH

Based on service contract: CRU / FRU

- Dispatch engineer with replacement component
- Ship replacement component



3



MINUTES NOT HOURS

- RapidSR can react in just a few minutes.
- In many cases a part is dispatched before the customer is aware of a problem.



ANALYZE

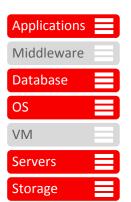
RapidSR logic automatically:

- Analyzes the issue
- Identifies the solution
- Applies business logic
- Automatically chooses the next action
- Executes selected action

DETECT

ASR built into Hardware FirmwarePreemptive and Reactive Service

Request Generation



Health Checks for the Oracle Stack •



Quickly Identify Risks

- Proactively scans for the most impactful known problems across the various layers of product stack.
- Simplifies and streamlines how to investigate and analyze which known issues present a risk to you.

Can send email notifications when it detects problems. Can help create Service Requests.

ORAchk Proactive Scans

A lightweight, non-intrusive and easy to use tool that runs within your environment without requiring config data to be sent to Oracle.

Runs under Windows, Unix or Linux

Middleware and VM – Not Yet





Simplified Dashboard

High level reports, displayed on a single dashboard, show your system health risks with the ability to drill down into specific problems and understand their resolutions.



De-Risk Database Upgrades

Upgrade Readiness Assessment

- Generate a detailed report that provides the results specific to the upgrade version that you will be performing.
- The HTML output will indicate whether you have passed or failed all of the prerequisites in the Oracle upgrade documentation.





3

Oracle Platinum Services Extraordinary Support for Extreme Performance





Requirements for Service Eligibility















Certified **Configurations**

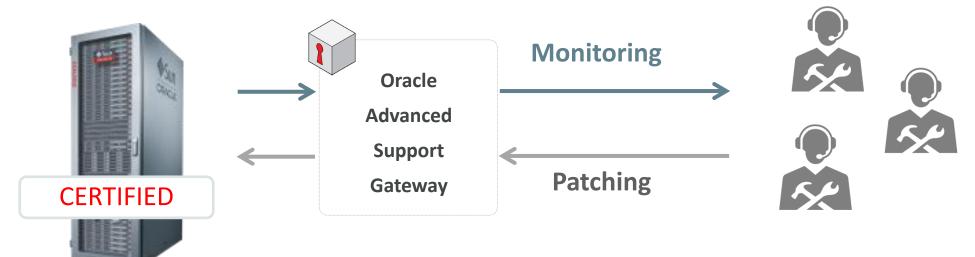
Covered by Oracle Premier Support

Oracle Advanced Support Gateway





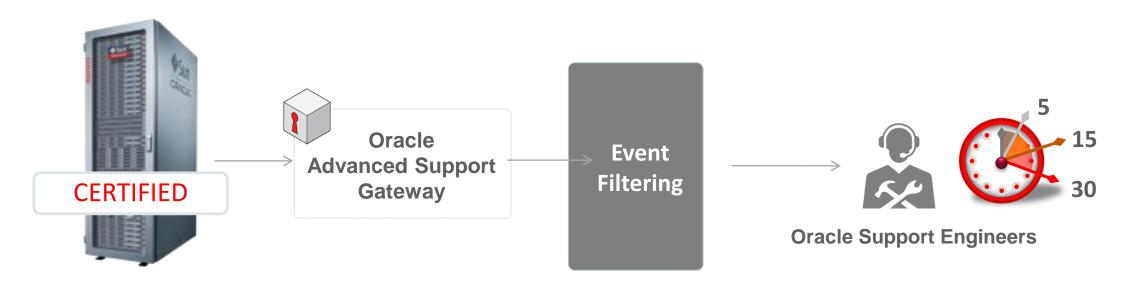
Services are enabled through the Oracle Advanced Support Gateway



Oracle Support Engineers

24/7 Remote Fault Monitoring

Fastest identification, notification and restoration of issues

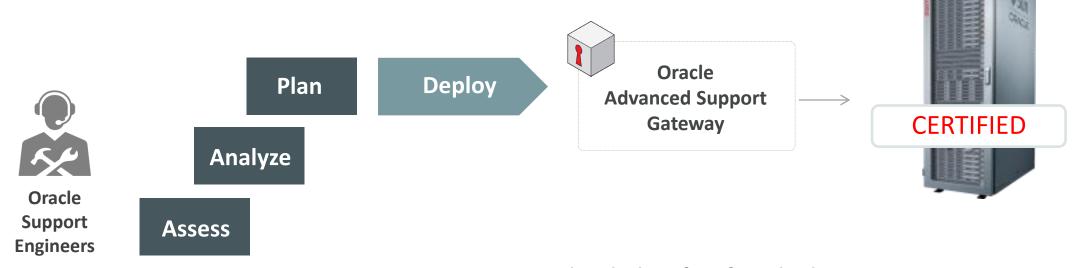


- Monitoring for faults in the hardware, database, operating system and networking components of covered systems
- Focused on **identifying issues** with the ability of core system components to function properly in order to **maintain system availability**



Remote Patch Installation Up to Four Times Per Year

Mitigate risks and complications. Access continuous improvement.

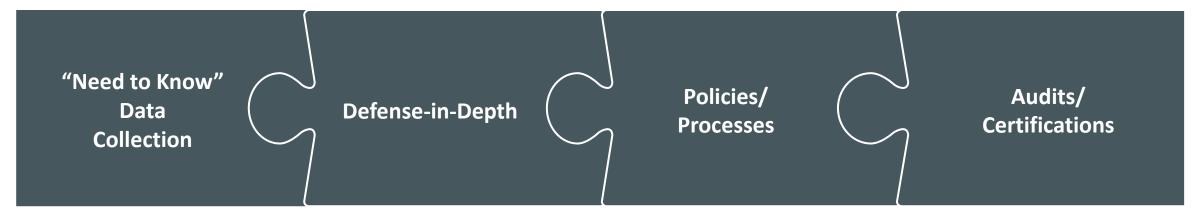


Stay current to continue to realize the benefits of Oracle Platinum Services:

- Upgrade to the latest release of the patch bundle within 6 months of availability
- Be no more than 2 patch bundle releases behind the latest release



Comprehensive Approach to Security



- Fault telemetry data
- Diagnosis Data for SR
- Customer contact info
- Configuration Data

Multiple Layers of

- Encryption
- Authorization
- Access Controls
- Data Security

- Access limited by role
- Small pool of engineers with access
- Standard access for monitoring
- Privileged access for patching, diagnostic collection and restore

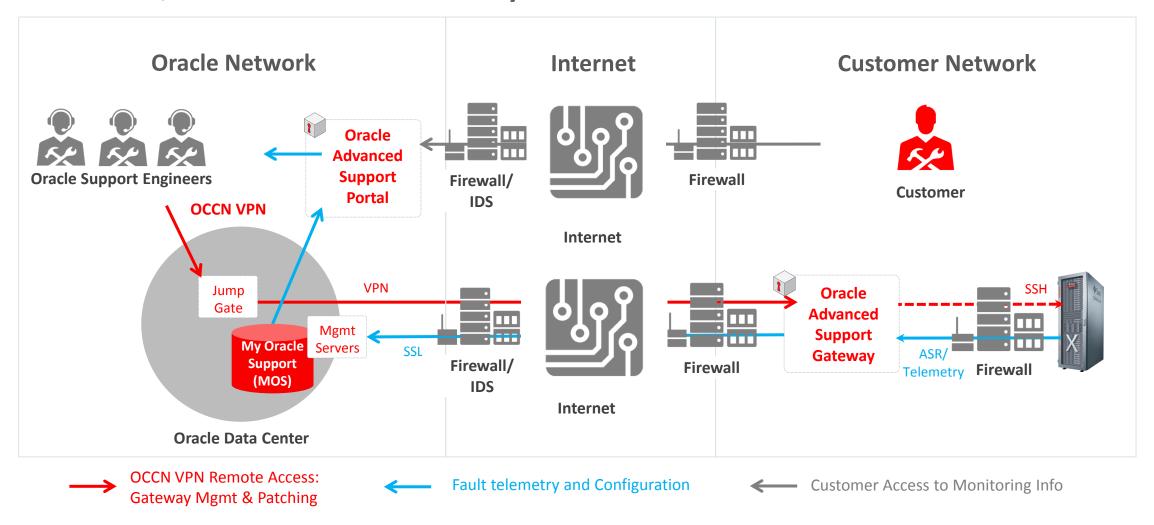
- ISO27001 Certified
- PCl in progress

Designed to ensure security of customer information and IT environments

View a security overview online at: http://medianetwork.oracle.com/video/player/2081705303001



Multiple Layers of Encryption, Authorization, Access Controls, and Data Security





Integrated Cloud

Applications & Platform Services



ORACLE®