

# 為何Gartner建議需將Oracle Cloud列入企業導入考量

數位轉型

ESG 迫在眼前

經濟大挑戰 - 黑天鵝跟灰犀牛同時降臨省錢為王

Rick Chuang 莊復貴

首席雲端顧問

Nov. 2022

# 議程大綱

- 顧能集團Gartner 如何評論Oracle Cloud
- 經濟大挑戰, Oracle Cloud如何幫您省錢
  - 案例分享 – WW - Zoom
  - 案例分享 – Wavenet
  - 案例分享 – 9SPlay
  - 案例分享 – Synergies
- 如何利用Oracle Cloud 打造數位轉型
- 如何利用Oracle 雲服務成就你的ESG



# Oracle Cloud Infrastructure scores 78 percent in 2021 Gartner Solution Scorecard for IaaS and PaaS, showing continued momentum

超越GCP的75 分了~

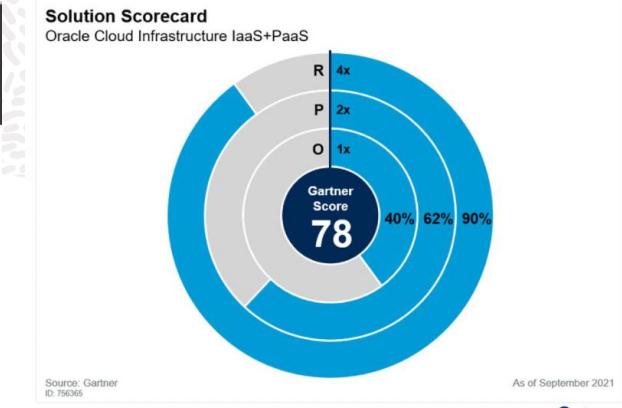
Oracle Cloud Infrastructure (OCI) has again demonstrated strong growth, introducing hundreds of services and features over the past year. With all the challenges of a global pandemic, our teams continued to deliver on our product vision, and I'm both amazed and sincerely grateful.

By Clay Magouirk—November 18, 2021

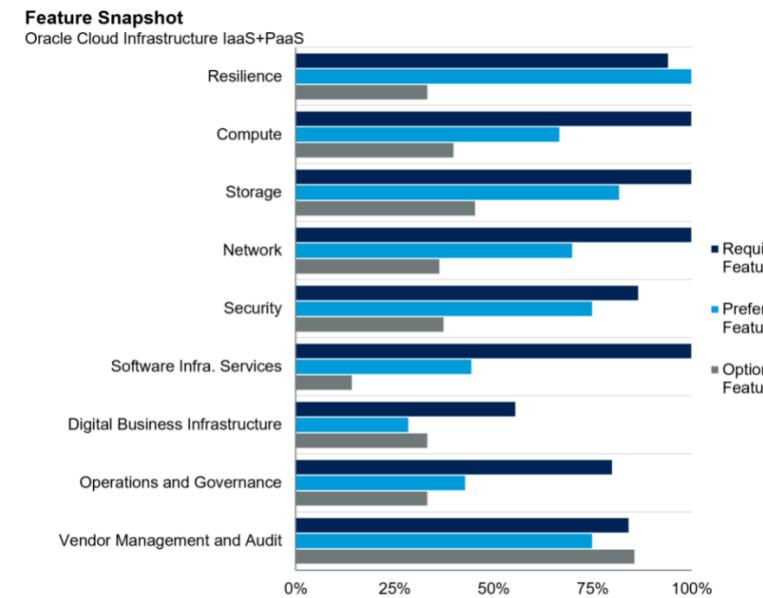
Gartner® analyzes major cloud infrastructure providers in three reports: The 2021 Gartner Solution Scorecards for Integrated infrastructure-as-a-service (IaaS) and platform-as-a-service (PaaS), the 2021 Critical Capabilities for Cloud Infrastructure and Platform Services (CIPS), and the 2021 Gartner Magic Quadrant for CIPS. I'm happy to share the following results:

- OCI scored 78% overall in 2021 Gartner Solution Scorecard for Oracle Cloud Infrastructure IaaS+PaaS, from 62% in 2020.
- Oracle's score for required criteria grew from 74% to 90%, including scores of 100% for Compute, Storage, Networking, and Software Infrastructure, such as Database as a Service and Functions offerings.
- OCI scored better in all criteria and use cases in the 2021 Critical Capabilities for CIPS.
- Finally, we grew in both "ability to execute" and "completeness in vision" in the 2021 Gartner Magic Quadrant for CIPS.

## Oracle Cloud's focus over the past year



Oracle Cloud Infrastructure Scores 78 percent in 2021 Gartner® Solutio...



# Gartner: 持續性, 快速進步

## Consolidated View

### • Solution Scorecard

- “OCI meets 90% of Gartner’s Required criteria for enterprise-class, production-grade, cloud integrated IaaS and PaaS providers.”

NOV 2021

| Overall score | 2020 | 2021       |
|---------------|------|------------|
| OCI           | 62%  | <b>78%</b> |

|   | Overall score | Required criteria |
|---|---------------|-------------------|
| 1 | AWS           | 94%               |
| 2 | Azure         | 84%               |
| 3 | Alibaba       | 81%               |
| 4 | <b>OCI</b>    | <b>78%</b>        |
| 5 | GCP           | 75%               |

### • Critical Capabilities

- “Technical enhancements made during the past few years have positioned Oracle among the public cloud leaders.”

OCT 2022

| Use Cases           | 2022        | 2021 | 2020 | 2019 |
|---------------------|-------------|------|------|------|
| Cloud Native        | <b>3.55</b> | 3.41 | 2.96 | 2.57 |
| Transformation      | <b>3.45</b> | 3.29 | 2.92 | N/A  |
| Analytics           | <b>3.55</b> | 3.43 | 2.88 | 2.61 |
| Extended Enterprise | <b>3.55</b> | 3.45 | 3.05 | N/A  |
| Extended Cloud      | <b>3.59</b> | 3.48 | 2.99 | 2.69 |
| Edge Computing      | <b>3.18</b> | 2.83 | 2.51 | N/A  |

| Critical Capabilities  | 2022       | 2021 | 2020 | 2019 |
|------------------------|------------|------|------|------|
| Resilience             | <b>3.6</b> | 3.6  | 3.4  | 3.1  |
| Arch – Public Cloud    | <b>4.1</b> | 4.0  | 2.7  | 1.8  |
| Security & Compliance  | <b>4.1</b> | 4.1  | 3.7  | 3.1  |
| Enterprise Integration | <b>3.1</b> | 3.0  | 2.9  | 2.7  |
| Developer Services     | <b>3.1</b> | 2.7  | 2.6  | 2.5  |
| Operations Mgmt        | <b>3.3</b> | 3.2  | 2.9  | 2.7  |
| Data Analysis          | <b>3.5</b> | 3.4  | 2.8  | 2.5  |
| Arch – Extended Cloud  | <b>3.7</b> | 3.6  | 3.0  | N/A  |
| Arch – Edge Computing  | <b>3.0</b> | 2.5  | 2.2  | N/A  |

### • Magic Quadrant

- “Oracle is building compelling multicloud offerings leveraging its heritage in mission-critical database and data warehousing technology.”

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# 分析報告跟客戶回饋: OCI 在成本, 多雲架構, 效能, 擴充性

## Analysts

[oracle.com/corporate/analyst-reports.html](http://oracle.com/corporate/analyst-reports.html)



It's time to **include Oracle** as a viable option when evaluating public cloud providers.<sup>1</sup>

Oracle should **appear on your shortlist** if you need a competitive price-performance CSP with proven, enterprise-grade reliability credentials.<sup>2</sup>

Oracle IaaS (OCI) receives the **highest customer satisfaction.**<sup>3,4</sup>

**Lower average base IaaS prices** than AWS, Microsoft, Google, Alibaba, and IBM since 2018.<sup>5</sup>

## Customers

[oracle.com/customers](http://oracle.com/customers)



“Using a multicloud strategy, we are the first carrier in Brazil to move 100% of our workloads to the cloud.”<sup>6</sup>

Pietro Labriola  
CEO, Tim Brasil

“It's one of the best decisions I have been part of in my 23 years at FedEx.”<sup>7</sup>

Rajesh Singh  
VP of IT, FedEx

“We selected Oracle for its advantages in performance, scalability, reliability, and superior cloud security.”<sup>8</sup>

Eric S. Yuan  
CEO, Zoom

MULTICLOUD  
SCALE

COST  
SCALE

COST  
PERFORMANCE

# Magic Quadrant for Cloud Infrastructure and Platform Services

Published – 2022/10/19

- **Business model innovation:** Oracle is out-innovating the market with respect to emerging enterprise needs such as **sovereign clouds**. This is particularly valuable to customers in countries with stringent regulatory and data privacy requirements as mandated by law. **Allowing third parties to private label OCI and operate completely isolated regions** is highly differentiated in the market for CIPS. This also helps promote the sovereign cloud needs in regions such as Europe and the Middle East.
- **Multicloud architectures:** Oracle is building compelling multicloud offerings leveraging its heritage in mission-critical **database and data warehousing technology**. Multicloud architectures, where one workload spans multiple cloud providers, are central to OCI's vision and its future offerings that live within and alongside providers such as AWS and Azure. **These approaches to deploying and operating workloads in the cloud are unique critical capabilities** for providers in this market.
- **Market responsiveness:** Oracle continues an impressive year-over-year pace of feature velocity that brings it closer to the market leaders in terms of hyperscale cloud capabilities. If the pace continues, Oracle will meet or exceed some of the providers in the Leaders quadrant in terms of capabilities within the foreseeable future.

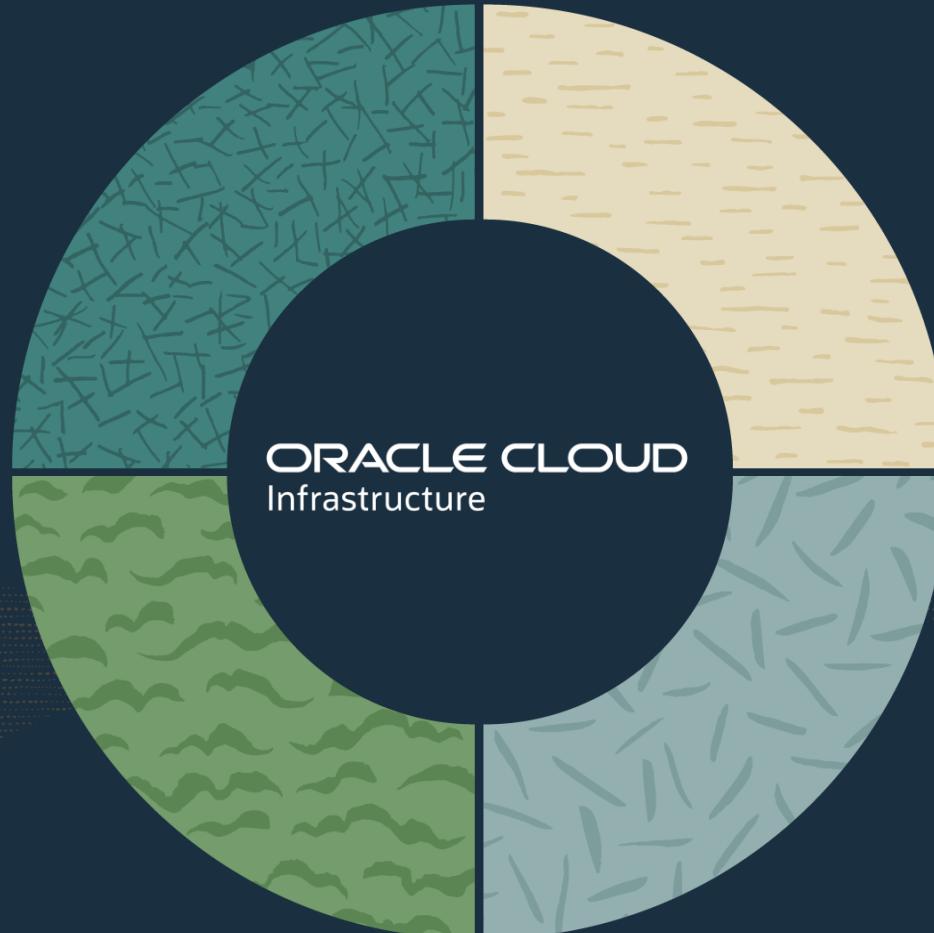
# 甲骨文的分散式雲端架構

## 多雲支持

甲骨文的多項軟體服務讓您運行在其他的服務商及彼此專線的介接如 Azure Interconnect

## 公有雲

甲骨文雲端服務提供超過 40 個區域以上的資料中心並提供市場上最優惠的價格跟付款彈性



## 混合雲

我們把雲端服務帶到你的資料中心

- Oracle Exadata Cloud@Customer
- Oracle Roving Edge Infrastructure
- Oracle Compute Cloud@Customer

## 專用雲

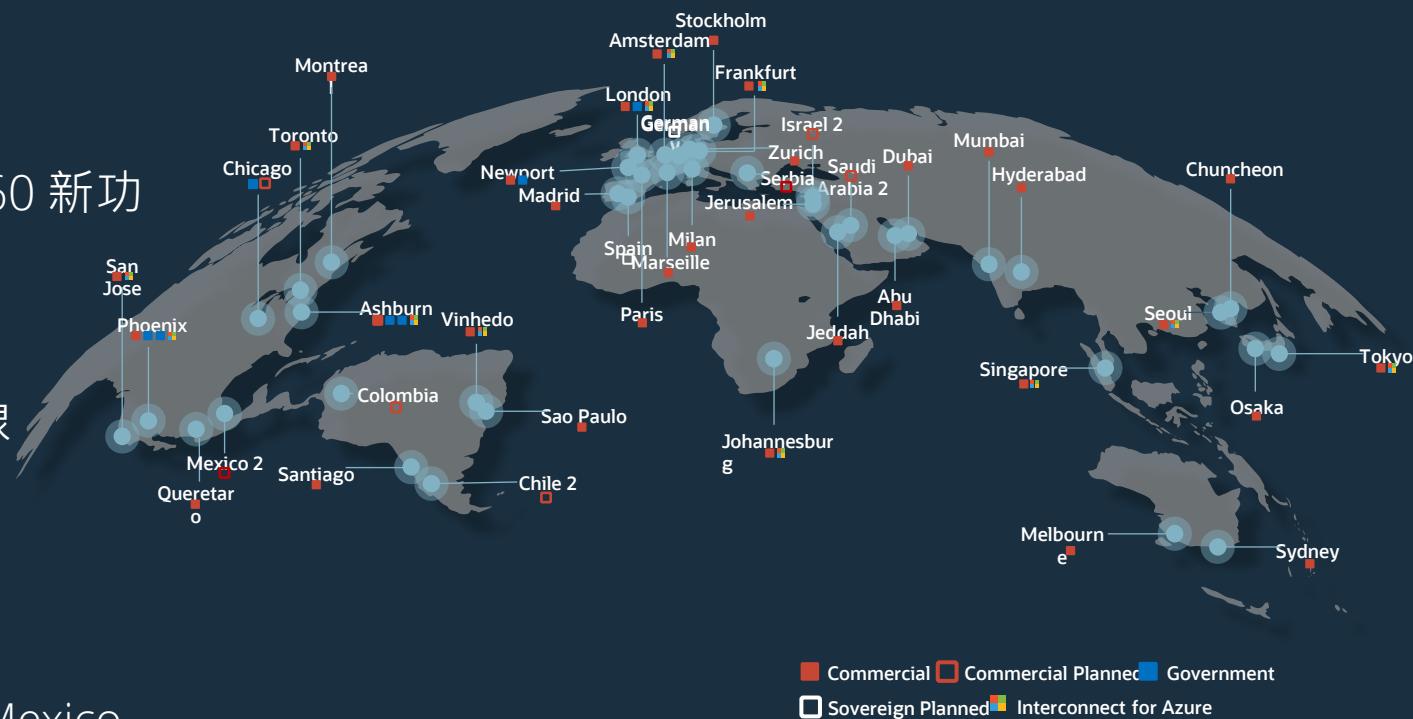
為你打造專屬於你的雲端資料中心與服務

Dedicated Region - 企業  
Oracle Alloy - 合作夥伴

# 甲骨文雲資料中心全球布局

## 服務 & 區域的可用性

- 在過去一年的時間發佈105 種雲服務; 260 新功能的加強
- 40 Oracle Cloud Regions, 12 個資料中心跟微軟Azure已經建立專線
- 計畫增加的資料中心:
  - Chicago, Republic of Serbia, Colombia
  - Second regions in Chile , Saudi Arabia, Mexico
  - Oracle Sovereign Cloud for EU: Germany, Spain



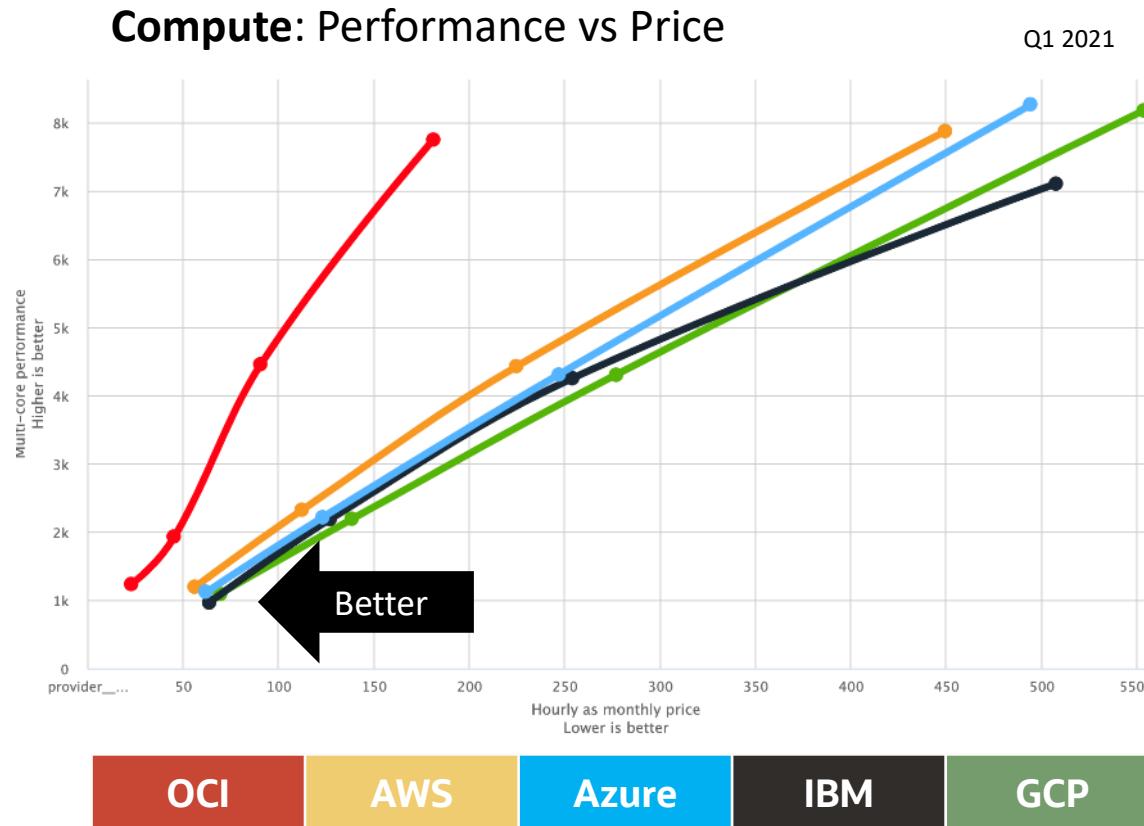
# 經濟大挑戰, Oracle Cloud如何幫您省錢

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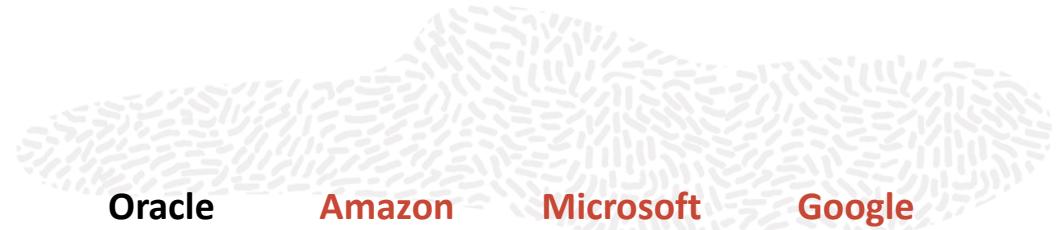
Cloud Mercato

# Cloud Mercato: OCI 運算可節省客戶成本達 2.5×倍



- Benchmark used E3.Flex shape (instance) where customers select the exact number of cores and corresponding memory.
- Oracle is the **clear winner in performance vs. price**, with up to 2.5× cheaper pricing for equal compute performance.
- Oracle is **10× cheaper for outbound network traffic**, while Google has excellent intra-cloud network performance.
- While Oracle and Google lead for performance in block storage, **Oracle's pricing provides the best value**.

# 降低整個雲端服務的產品定價



|          |  |  | Oracle<br>(OCI) | Amazon<br>(AWS) | Microsoft<br>Azure | Google<br>(GCP)  |
|----------|--|--|-----------------|-----------------|--------------------|------------------|
| COMPUTE  | <b>Virtual Machine Instance</b> <sup>1</sup>   | (AMD, 4 vCPU, 16 GB RAM, Monthly)              | <b>\$54</b>     | +132%           | +132%              | +106%            |
|          | <b>DenseIO Virtual Machine Instances</b>       | (\$/OCPU/Hour)                                 | <b>\$0.1275</b> | +22%            | +34%               | -8%              |
|          | <b>Bare Metal Standard</b>                     | (\$/OCPU/Hour)                                 | <b>\$0.0638</b> | +50%            | +33%               | N/A <sup>2</sup> |
|          | <b>Kubernetes Cluster</b>                      | (100 vCPU, 750 GB RAM, Monthly)                | <b>\$3,150</b>  | +142%           | +142%              | +119%            |
| STORAGE  | <b>Block Storage</b>                           | (1x1TB, 15K IOPS, 125 MB/s, Monthly)           | <b>\$510</b>    | 3×              | 22×                | 3×               |
|          | <b>Object Storage</b> <sup>3</sup>             | (30K objects @ 100MB, Std/Infrq/Arch, Monthly) | <b>\$70</b>     | 7×              | 1×                 | 22×              |
| NETWORK  | <b>Public Bandwidth Transferred Out</b>        |  | <b>\$340</b>    | 13×             | 10×                | 10×              |
|          | <b>10Tb 免費/每個月, Asia – 0.025/Euro – 0.0085</b> | (50 TB, Monthly)                               |                 | \$0.08          | \$0.08             | \$0.08           |
| DATABASE | <b>Private Line Network</b>                    | (100 TB Data, 1 Gbps, Monthly)                 | <b>\$155</b>    | 14×             | 19×                | 13×              |
|          | <b>MySQL Database</b>                          | (16 vCPU, 64 GB RAM, 500 GB, Monthly)          | <b>\$345</b>    | 3×              | 2×                 | 3×               |

<sup>1</sup> Comparisons performed with the eastern U.S. equivalent region.

<sup>2</sup> Google does not publicly disclose its bare metal pricing.

<sup>3</sup> 10K new objects into standard, 10K objects moved to infrequent, 10K objects moved to archive. 40K objects retrieved from standard. 2.5K objects retrieved from infrequent. 1K object retrieved from archive. Directory listing of all objects every 15 minutes. Auto-tiering is enabled, if available.

Green = Lowest cost

Based on published pricing as of Oct 5, 2022



# 打破規則的經濟學

關注結果，而不是預算細節



**ORACLE**  
Cloud Infrastructure

## Flexible Shape, Pay Less

Pick your CPU,  
pick your memory  
Get exactly what you  
need  
Pay less

## Let Your Data Go For Less

Move data out of a  
region for up to 12x  
less  
Data movement  
within a region is  
free

## One World, One Price

Same price per  
service in every  
region  
Consistent  
experience across  
the world

## Discount Simplicity

Universal Credits:  
commit to an annual  
amount  
Use on any shape,  
any service,  
any region

## Usage Loyalty Program

For every \$1 of  
usage, get 25¢ (33¢  
with EULA) off of  
support costs  
Potentially reduce  
support cost to \$0



**Microsoft**

Google Cloud

Hunt through 400+  
shapes  
Settle for the one  
that is closest to your  
needs  
Pay more

Walled garden  
strategy to keep data  
within cloud  
Pay even for moving  
between AZs and  
services

Different prices per  
service depending on  
region  
Sticker shock when  
deploying to new  
regions

Mix-and-match  
reserved & spot  
instances, savings  
plans, enterprise  
agreements,  
sustained use, etc.,  
each with limits

Support is charged as  
a percentage of total  
usage cost  
No reductions  
allowed

最優惠價格, 全球統一

OCI has the same price (excluding network) across the globe

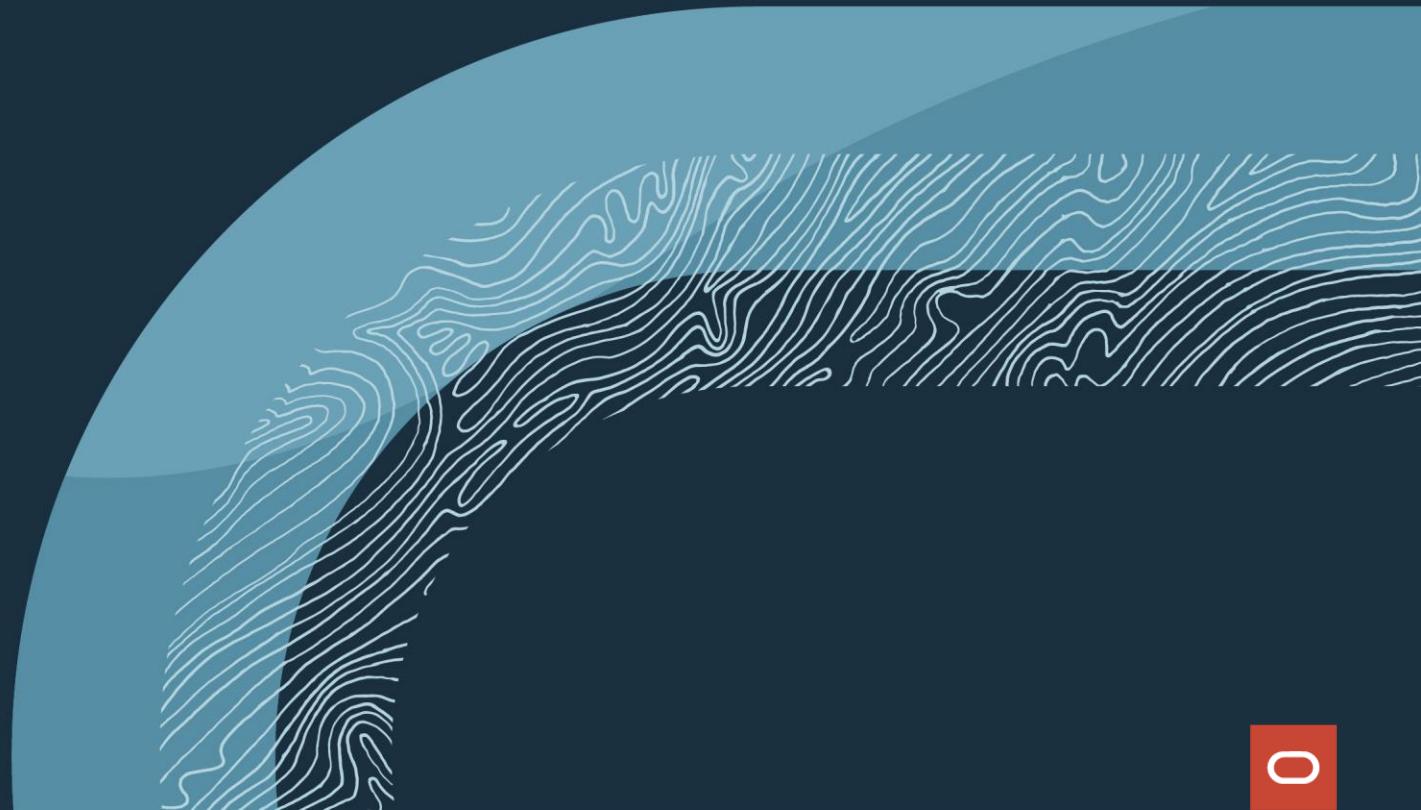


|  | Oracle   | AWS    |         |        | Azure |         |        | GCP   |         |        |       |
|--|----------|--------|---------|--------|-------|---------|--------|-------|---------|--------|-------|
|  |          | Global | US East | London | Tokyo | US East | London | Tokyo | US East | London | Tokyo |
| <b>Virtual Machine</b>                                       |          |        |         |        |       |         |        |       |         |        |       |
| <b>Instance</b><br>(AMD, 4 vCPU, 16 GB RAM, Monthly)         | \$54     |        | +132%   | +170%  | +203% | +132%   | +170%  | +203% | +106%   | +135%  | +134% |
| <b>Block Storage</b><br>(1x1TB, 15K IOPS, 125 MB/s, Monthly) | \$510    |        | 3×      | 4×     | 4×    | 22×     | 27×    | 26×   | 3×      | 3×     | 3×    |
| <b>Kubernetes Cluster</b><br>(100 vCPU, 750 GB RAM, Monthly) | \$3,150  |        | +142%   | +216%  | +224% | +142%   | +184%  | +193% | +119%   | +149%  | +148% |
| <b>Public Bandwidth Transferred Out</b><br>(50 TB, Monthly)  | Regional |        | 13×     | 13×    | 5×    | 10×     | 10×    | 4×    | 10×     | 10×    | 4×    |

Green = Lowest cost

Based on published pricing as of Oct 5, 2022

# 案例分享



# 全球案例分享



## McAfee transforms cybersecurity

- 安全信息和事件管理的領導者，過渡到 OCI 上的 SaaS
- 隨著客戶遷移到雲端，需要進行擴展
- 能夠支持 OCI 上 600,000 個數據源每秒近 500,000 個事件
- 將實施時間從 30 天縮短到 3 天，減少了 10 倍
- 與其他領先的雲提供商相比，成本低 4 倍



## Key video conference solution in India

- Gartner 企業會議解決方案的領導者，需要快速超大規模以支持需求
- 通過遷移到 OCI，8x8 節省了 80% 的網絡流量成本，並且顯著降低了計算與 AWS 的成本
- 在 OCI 上每個節點的性能提高了 25% 以上
- 在短短 2 個月內，他們的視頻服務需求激增 50 倍，每月活躍用戶超過 2000 萬
- 每天向用戶傳輸 1.5 PB 的視頻數據



## Key Enterprise backup and recovery solution provider

- 2B 美元的數據管理公司為 99% 的財富 100 強企業提供服務
- 需要具有更好可擴展性和性能且成本更低的解決方案
- 節省 \$2.5 百萬美金將核心服務從 AWS 搬到 OCI
- 一周內搬移 192TB 的資料沒有停機
- 核心應用服務效能提升 20-40%



## 一站式訂閱服務的領導者

- 一站式訂閱服務的領導者，從 AWS 上遷移 Oracle 應用系統跟非 Oracle 應用系統到 OCI 上
- **10 倍的性能提升和更高的營運效率**
- 在 OCI 上獲得了比 AWS 更多的客戶，而且成本更低
- 擴展更多工作負載和災難恢復的靈活性



## 視訊會議領導廠商

- 企業會議解決方案領導者
- 甲骨文雲服務支持了 Zoom 為大學和其他 K-12 教育機構提供的免費套餐的擴展
- 從部署到生產 9 小時在 5 週內增長到數百萬
- 用戶每天通過 OCI 平台在全球範圍內移動 7+ PB
- 通過 K8S 快速部署至 OCI

# Zoom – Global leader for video conference service



**Customer Spotlight Series**  
presented by Oracle

**Brendan Ittelson**  
Chief Technology Officer,  
Zoom Video Communications

brendan edelson brendan is the chief  
technology officer of zoon

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# Wavenet 潮網 - 數位行銷技術領導廠商

# 9Splay 真好玩娛樂科技



真好玩娛樂科技  
劉志成董事長

# Synergies 美商訊能集思智能科技股份有限公司

企業大數據人工智慧解決方案

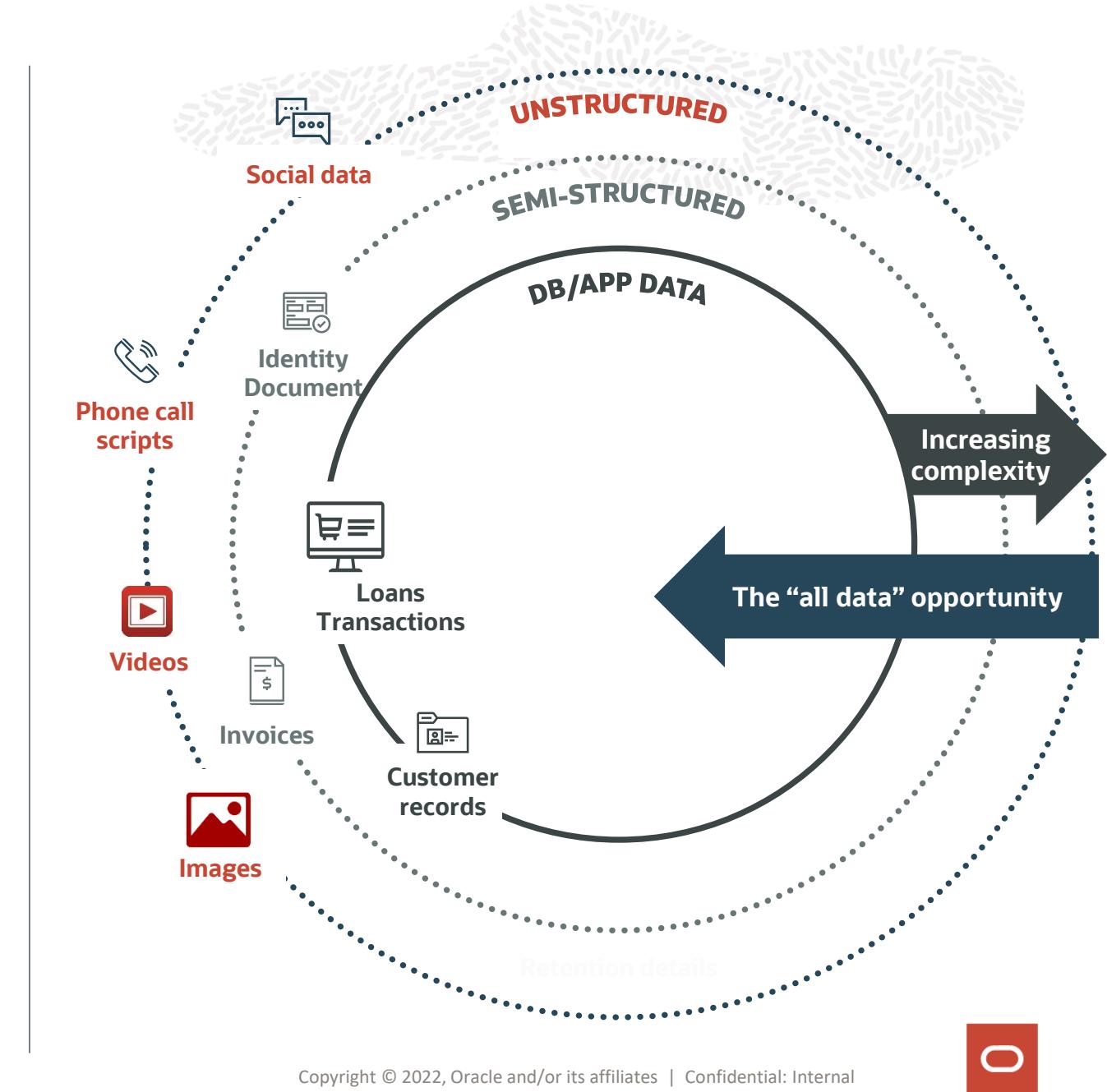


全球首創  
自然語言智慧企業決策  
平台

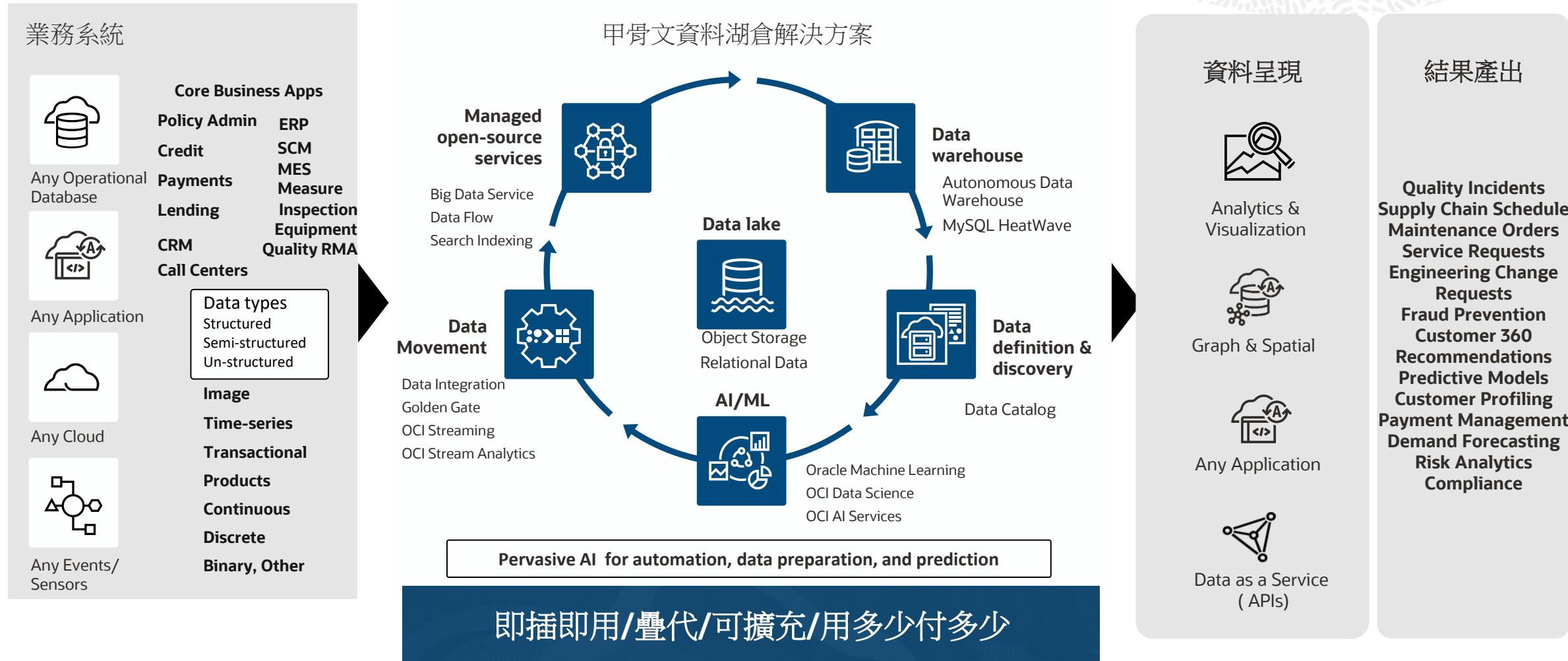
用專業經驗加上數字做決策



# 數位轉型的驅動力-創新意味著能夠使用所有數據並管理其複雜性



# 甲骨文雲服務的產業資料湖倉解決方案 - 金融/製造/醫療/零售/電信...等 更快地做出更好的數據驅動決策

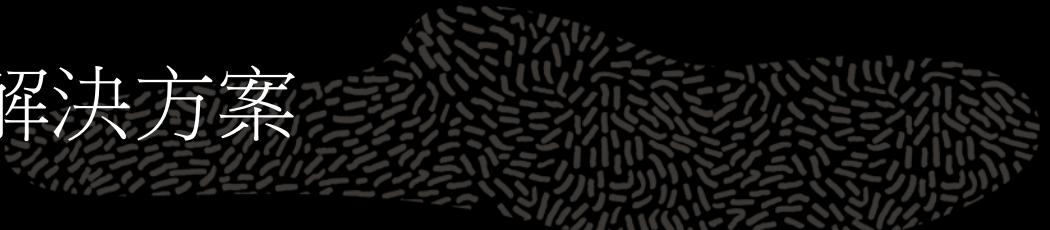


# 甲骨文ESG解決方案

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內建的可持續發展精神

# 支持可持續性 整合管理於 甲骨文 解決方案



## • 報表

- Annual reports
- Analytics
- Compliance
- Risk management

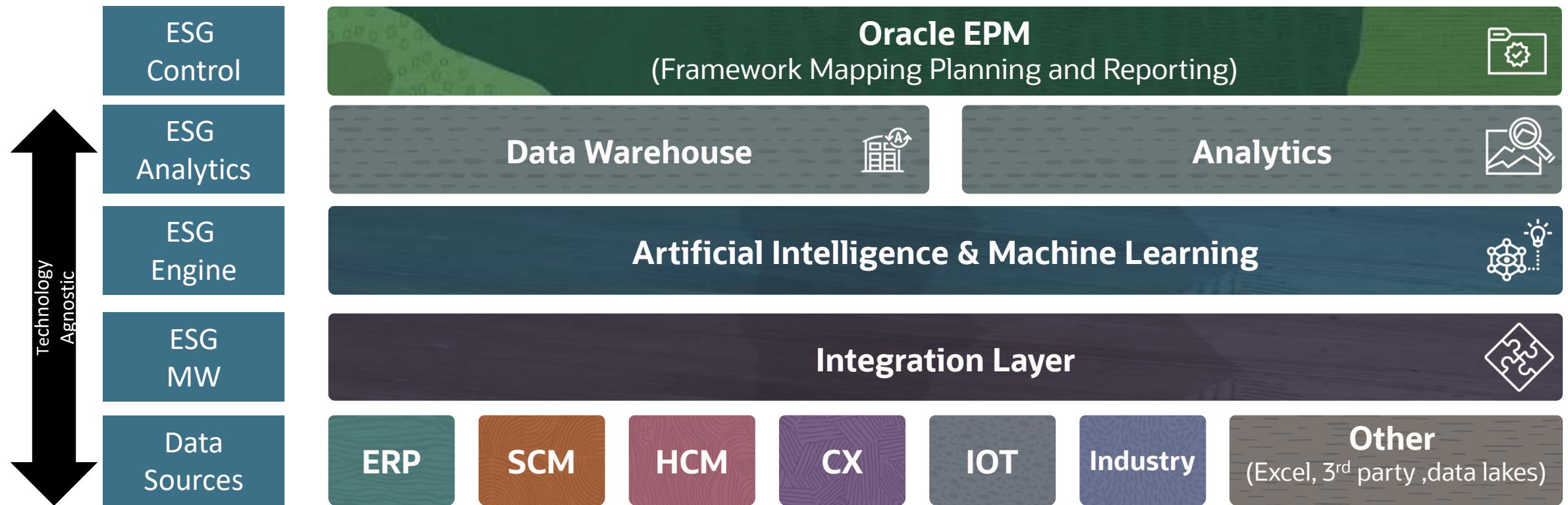
## • 維運

- Design
- Sourcing
- Planning
- Manufacturing
- Logistics

## • 新興科技

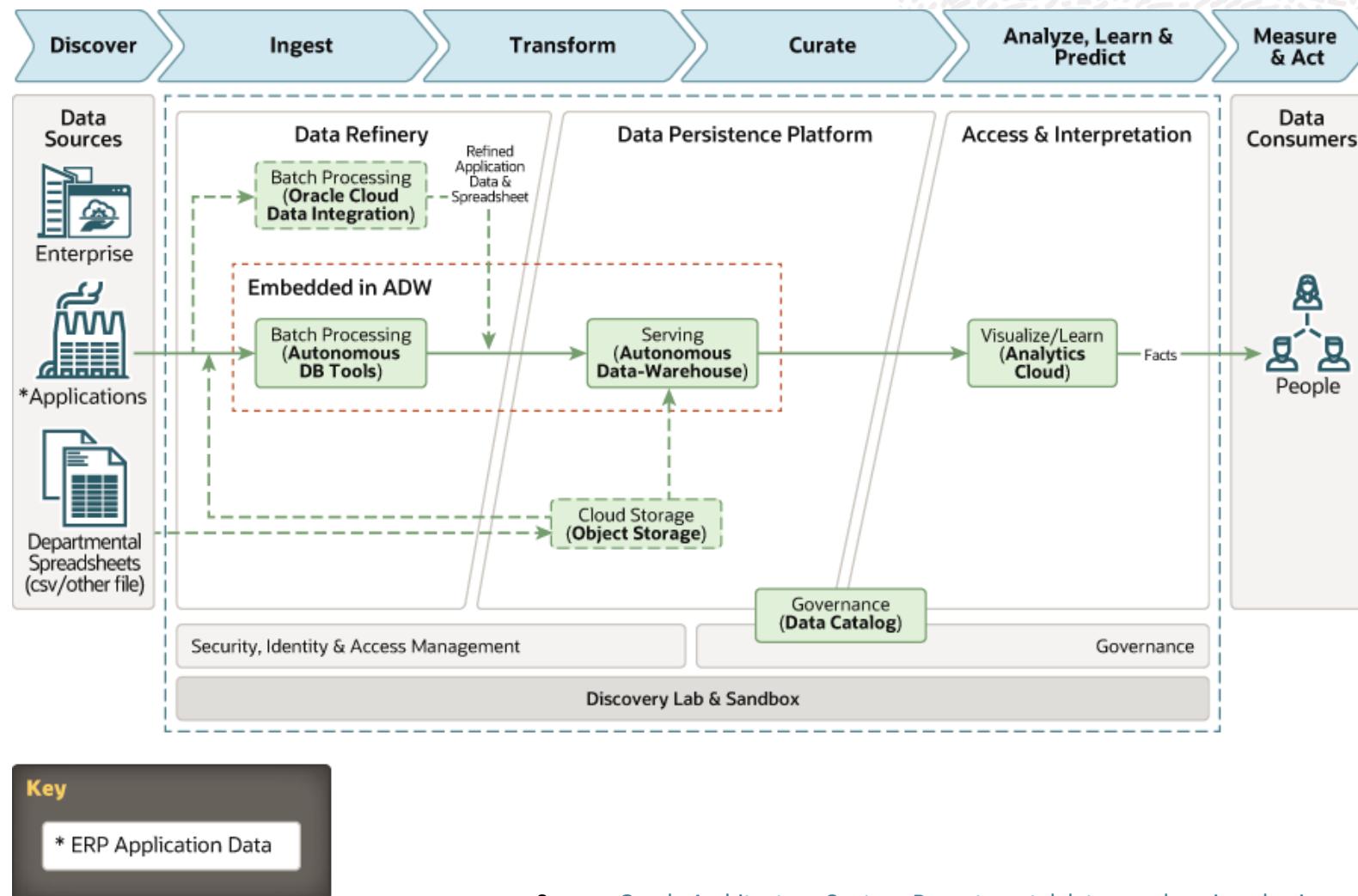
- AI
- Big data
- Blockchain
- Data science
- IoT

# 甲骨文可持續發展框架 開放架構



# 參考架構

## 利用資料湖倉的架構快速導入



Source: [Oracle Architecture Center - Departmental data warehousing - business domain analytics](#)

+ Click here or drag data to add a filter

ORACLE

## Energy Use

Oracle Cloud 2019

**59%** renewable energy use  
Goal: 100% by 2025

Real Estate and Facilities

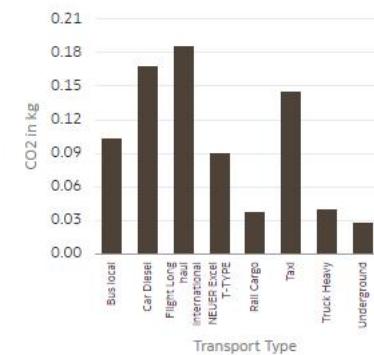
**34%** renewable energy use  
Goal: 100% by 2025

## CO2 Emissions tons

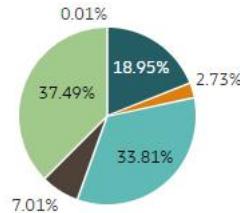
97,320



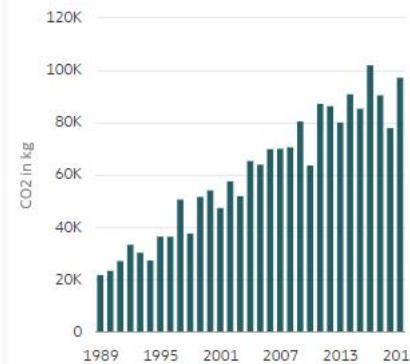
## CO2 kg by Transport Type



## CO2 Emissions tons



## CO2 Emissions by year

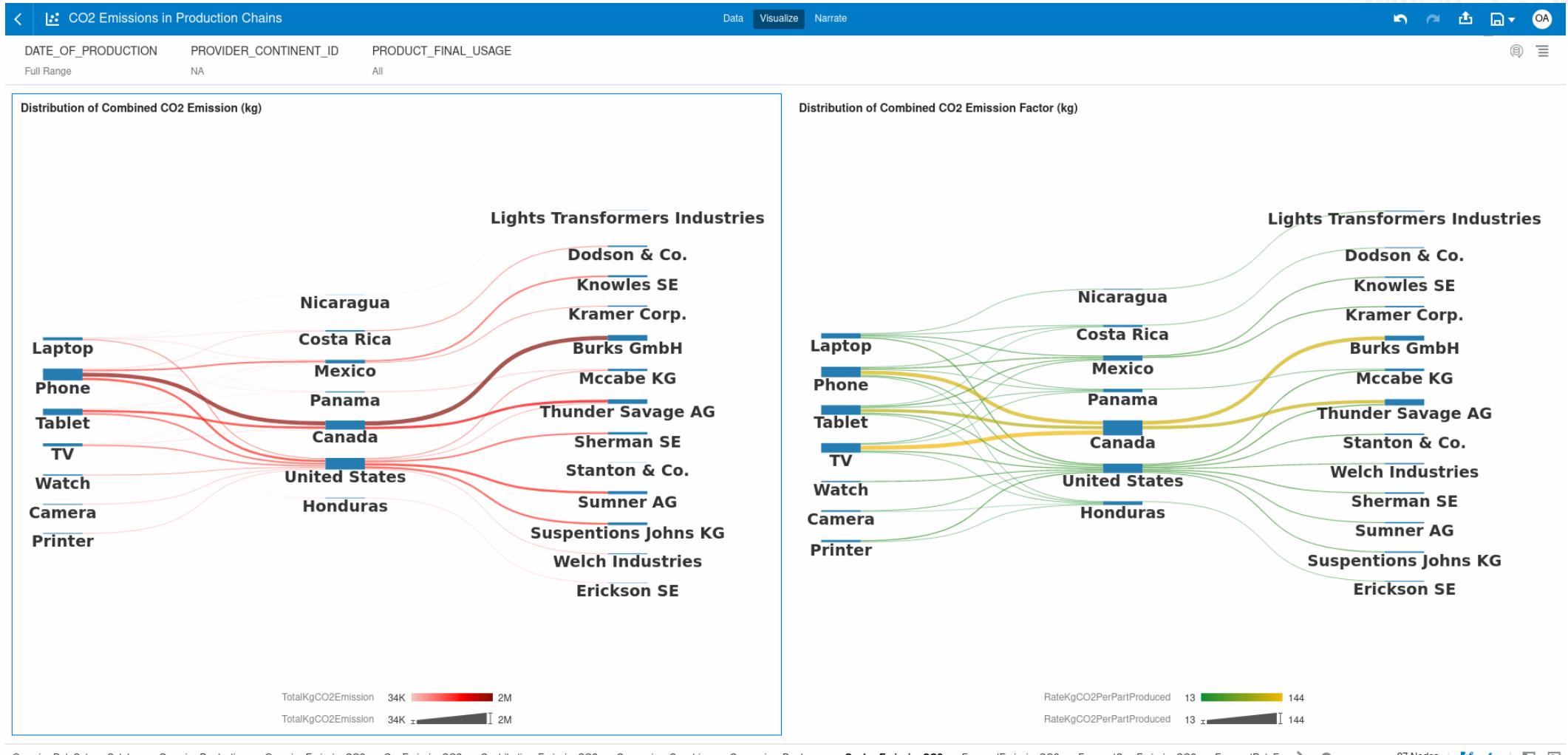


## Greenhouse gas emissions

Emissions reduction is a key component of our sustainability strategy. Since 2015, we've reduced our carbon footprint by 20.5 percent - the result of increased renewable energy use, improved energy and light efficiency, onsite solar installations, engagement with our suppliers, and a variety of other emissions reduction initiatives across our operations. This puts us well on track to meet our 2025 goal to achieve a 26% reduction in emissions.



# 排放路徑



# 排放預測



# 總結

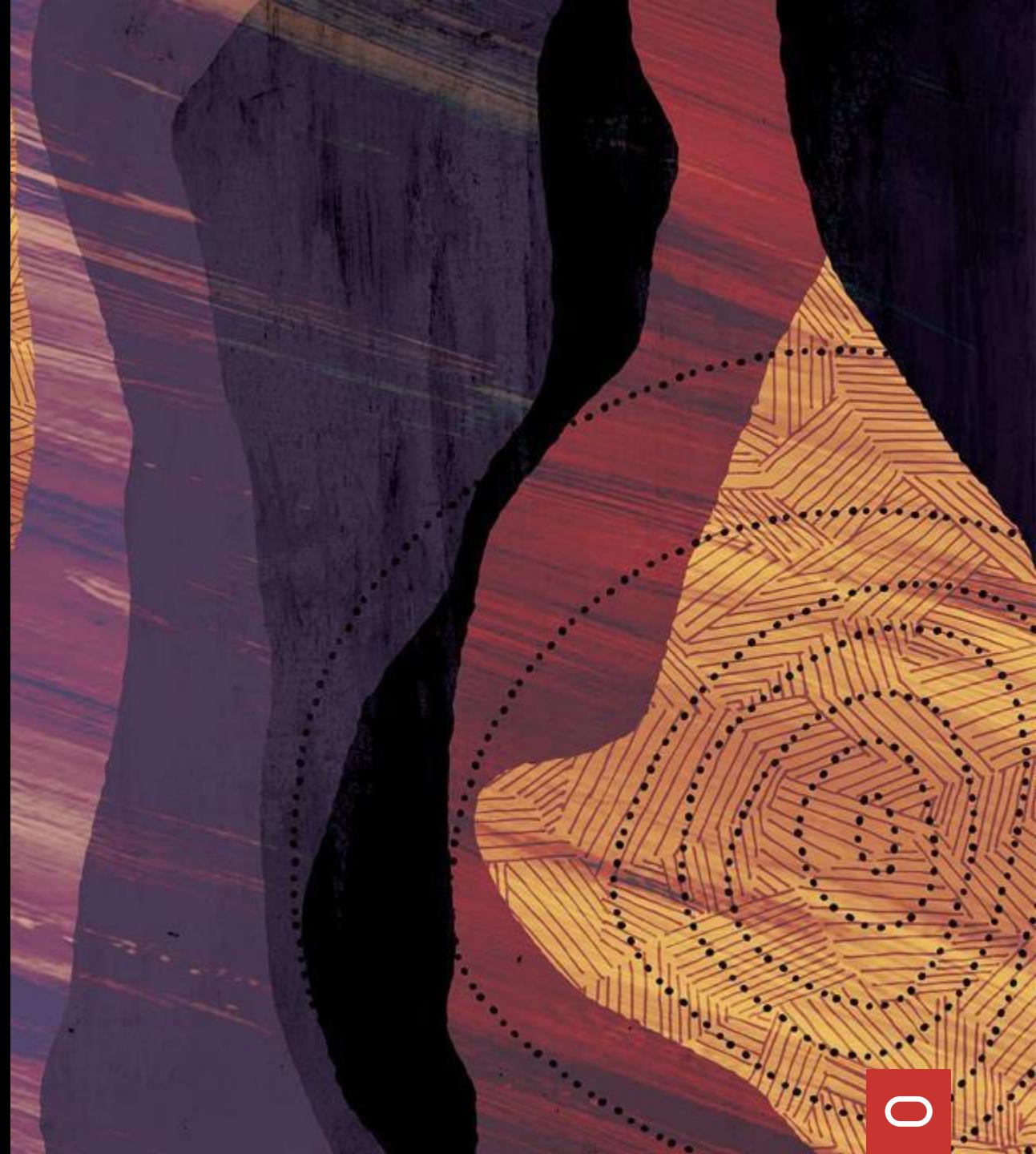
- Oracle Cloud 提供多種雲部署的選擇 – 公有雲/多雲/混合雲/主權雲...等.
- Oracle Cloud 優於同業的性能跟價格, 全球統一定價方便企業規劃與部署.
- Oracle 數據平台解決方案在Gartner 的Cloud RDBMS 名列前茅領先AWS/Azure/GCP
- Oracle ESG 解決方案讓企業從小開始, 隨時擴充, 整合各平台跟資料源, 並提供AI/ML預測能力

甲骨文雲端服務為企業省錢, 為企業打造安全的雲端環境, 並持續提供創新服務與提升效能

- 導入nVidia A-100 80G 在亞洲的資料中心, 未來將導入H-100 GPU
- 導入AMD 第四代EPYC CPU
- 導入雲原生K8S架構跟微服務部署
- 唯一一家可以將公有雲完整放置企業機房並依公有雲計價無額外費用

# Thank you

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ORACLE

