Overview and Frequently Asked Questions for Network Equipment Providers

■ OVERVIEW

Communications is a strategic industry for Oracle and Sun; and through leadership and innovation, the combined company plans to continue to deliver value to our customers and partners as they pursue next-generation transformation initiatives. Oracle recognizes the significance of the Network Equipment Providers (NEPs) within the communications industry ecosystem, and our intention remains to continuously enhance our collaboration and focus on delivering joint value to our customers.

This acquisition brings together two companies with a shared passion for the entire communications industry. We are tremendously excited about how this combination of technology from silicon design through middleware technology and applications can create a whole new environment for next generation communications solutions.

FREQUENTLY ASKED QUESTIONS

What is Oracle's strategy for maintaining Sun's relationships with the Network Equipment Providers (NEPs)?
Oracle considers its relationships with the NEPs to be of vital importance and an intrinsic part of its strategy for Oracle Communications. As long-standing partners with Sun, we look forward to continuing our existing relationships with the NEPs and exploring new opportunities for collaboration in the future. We believe the combination of Oracle software, Sun systems, NEP solutions and NEP expertise is a winning combination that can deliver innovation and value to communications service providers.

How will Oracle engage with the NEPs?
Oracle values the deep domain expertise of Sun's NEP organization and the dedication with which its centralized solutions and global operations teams serve the NEPs. Oracle plans to retain Sun's Global NEP organization, increase investments in its operation, and make it the focal point for managing Oracle's relationships with the NEPs.

Will Oracle continue to support NEPs through the design win and solution lifecycle processes?
Yes. Oracle appreciates the rationale and importance of the NEP design-win and solution lifecycle processes, which ensure the NEPs are able to use Sun's portfolio of carrier-grade solutions in a repeatable fashion. Oracle expects to continue to engage with the NEPs in this way, assigning highly-skilled design-win sales teams to facilitate co-design projects, and then support NEP platforms throughout their lifecycles.

Does Oracle plan to continue to invest in the Netra and NEP Solution Platform Portfolio?
Yes. Sun has worked extensively with the NEPs to develop a range of solutions that help them address communications service providers' unique requirements. Oracle understands the importance of supporting the NEP platform portfolio, which includes Netra and a broad array of other hardware and software solutions. In addition to making additional investments in this portfolio, Oracle plans to explore new solution opportunities which can help the NEPs deliver even greater value and innovation to their customers.

What are Oracle's plans for Solaris?
Oracle plans to spend more money developing Solaris than Sun does now. The industry leading capabilities of the Solaris operating system make it the leader in performance, scalability, reliability, and security – all of which are core requirements for our customers. Oracle plans to enhance our investment in Solaris to push core technologies to the next level as quickly as possible. Today there are more applications available on Solaris than any other operating system in the world. In addition, the combination of Oracle and Sun's engineering teams in database and operating system open up a new set of opportunities to create exciting innovations for customers with respect to performance, operational efficiency, security, and cost of ownership.

What are Oracle's plans for Linux?
Oracle remains fully committed to the Linux operating system and plans to continue to develop and enhance Linux, provide technical leadership and contributions back to the Linux community, and deliver world-class Linux support to our customers and partners.

We are excited about having both the most popular Unix operating system and the leading Linux offering under our development umbrella. Between these two operating systems, customers can manage any critical application on modern systems. We expect that our customers will see the management of their environments that run both Linux and Solaris simplified. Additionally, customers using both Solaris and Linux will be able to rely on one vendor, Oracle, for the support of their entire stack – applications to disk.

What are Oracle's plans for SPARC?
Oracle plans to spend more money developing SPARC than Sun does now. SPARC is the world volume leader for mission critical, highly scalable computing. Over the past decade, Sun's investments in multi-thread and multi-core technologies have extended the proven pedigree of SPARC from scalability and reliability to include leadership in energy efficiency, a critical requirement for customers worldwide today. We plan to enhance our investment in the SPARC processor and in SPARC systems, combined with software engineering, to continue to create leadership in highly energy efficient, scalable, and mission critical systems.

More information can be found at: www.oracle.com/sun

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