



PRODUCTS AND SERVICES

- The Oracle Communications Business Unit provides software and hardware communications technology solutions to CSPs and enterprises.
- Provides traditional on-premises solutions as well as SaaS solutions on the Oracle Cloud (in Oracle data centers or in Oracle-run on-premises data centers).
- Offers systems integration services as general contractor or subcontractor for cloud and has a wide variety of SI partners.
- Its traditionally strong BSS/OSS on-premises products include a Digital BSS reference solution, Rapid Offer Design and Order Delivery solution, Billing & Revenue Management, and Service and Network Orchestration. Oracle LX (Live Experience) is also aimed at modernizing customer engagement
- New SaaS include Oracle Clouds for CX, Monetization, ERP, and IoT.
- It provides physical and virtualized network element functions for communications networks for CSPs and enterprises.

KEY STRATEGIES

- High technology company delivering hardware and software to create cross-vertical solutions, configured for individual market segments. Delivers directly and through partners.
- Optimizing around SaaS delivery of BSS, OSS, and network element functions via the Oracle Cloud, although offering on-prem options.
- “All in” on cloud native, microservices-based, virtualized software delivered on the Oracle Cloud.
- Provides large footprint, high-performance, secure solutions to CSPs and, increasingly, enterprises.

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Key Customers

- **CSP: Tier 1-3 CSPs Worldwide**
- **Enterprise: Intuit, Rackspace, Sirius XM, many others**

Founded
1977

Oracle is a \$38B, 137,000 employee company providing database software & technology, cloud engineered systems & enterprise software products. The Oracle Communications BU serves the communications software and hardware needs of CSPs & large enterprises

Ecosystem

- **SIs: Tata Communications, Accenture, others**
- **Technology: Most key technology providers.**

HQ: Redwood Shores, CA, USA



Worldwide
Presence

ANALYSIS

- Oracle Communications' recent move into the communications network element business represents an excellent new opportunity, especially for 5G, although it currently lags the market leaders in NFV in maturity and breadth of solutions.
- Its decision to re-code all its BSS/OSS applications to web-scale is taking much time and effort. It remains to be seen if this will be rewarded in the short term.
- In recent years, Oracle has treaded a thin line between cooperating with & competing against its SI partners. It will soon be doing the same with its CSP customers as it increases its direct sales of network infrastructure elements to enterprises. There is danger, but also opportunity there.