



Break Free from Legacy IT Costs with Oracle Virtualization

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Agenda

- 1 Oracle Virtualization: Business Benefits
- 2 Oracle Virtualization: Solution Overview
- 3 Product Demo
- 4 Pricing
- 5 Customer Success Story

Why Now? Market changes following the Broadcom acquisition of VMware

- Perpetual licenses are converted to paid annual subscriptions (no opt out)
- Shift to per-core licensing model
- Broadcom consolidates product SKUs into bundles



*Partners and customers are
looking to alternatives*

Oracle Virtualization is a strategic alternative

Oracle Virtualization is a modern, enterprise-grade alternative to VMware that enables customers to save as much as **40% to 70%** while providing flexibility, seamless cloud integration, and trusted Oracle support. With the freedom to migrate on your own terms, you can get the security, simplicity, and scalability required to build future-ready infrastructure.

Lower costs, no compromises

- Eliminates per-core and vCenter fees with a simple subscription model, cutting costs without losing enterprise features

Open flexibility, enterprise strength

- KVM-based and built on open standards, combining open-source freedom with enterprise-grade support, security, and stability—on-prem, cloud, or hybrid

Cloud-ready, from day one

- Runs on the same technology as Oracle Cloud, enabling seamless migration, consistent operations, and cost-effective scaling.

Trusted support, enterprise assurance

- Backed by Oracle's global support, covering OS to hypervisor to workload with one subscription and one point of accountability

Flexible migration, full control

- Coexists with VMware and others, letting you migrate at your pace and on your terms—without vendor lock-in.

Oracle Virtualization

Backed by affordable enterprise support, Oracle's virtualization solutions reduce operation and support costs while increasing IT efficiency and agility — on-premises and in the cloud.

Oracle Linux KVM

- Robust, open source virtualization solution
- Type 1, bare metal hypervisor built into the Linux kernel
- Performance and scalability advantages
- Ubiquitous VM solution on-premises and in the cloud

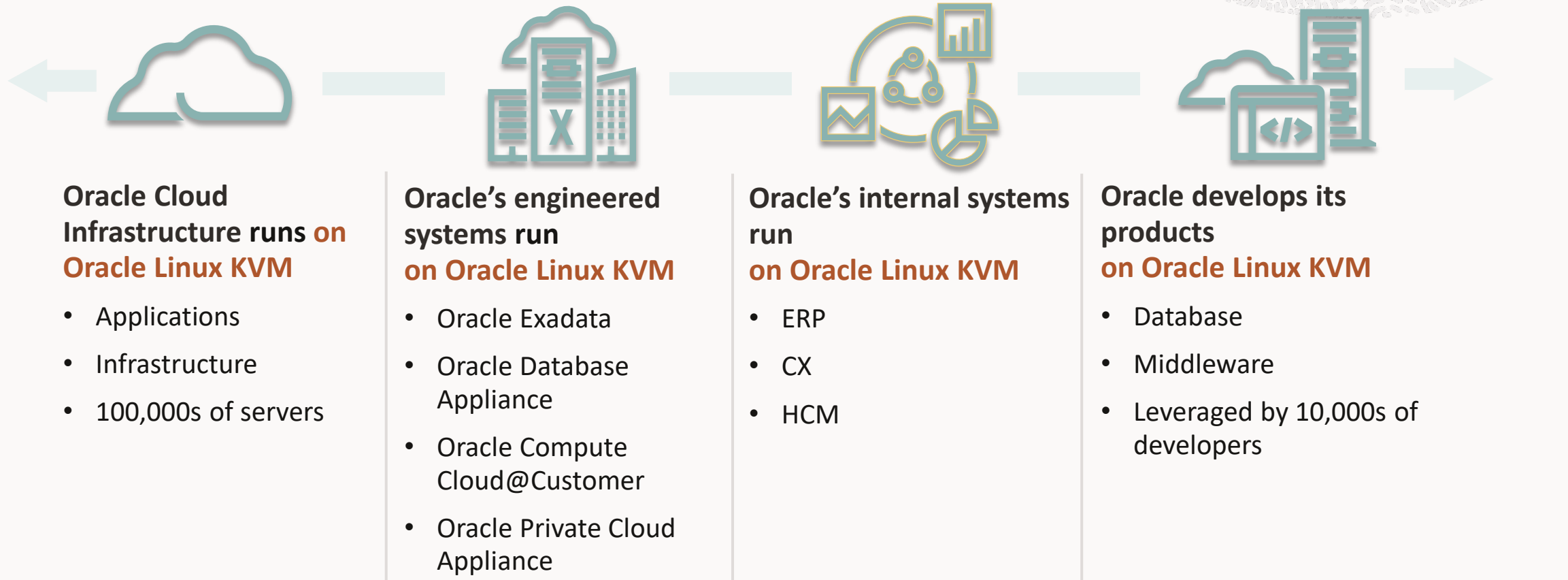


Oracle Linux Virtualization Manager (OLVM)

- Server virtualization management platform
- Easily deployed to configure, monitor and manage an Oracle Linux KVM environment
- Enterprise-grade performance and support from Oracle
- Easily import VMs from other mainstream virtualization environments

Oracle Linux KVM is strategic across all deployment models

Accelerating customers' digital transformation



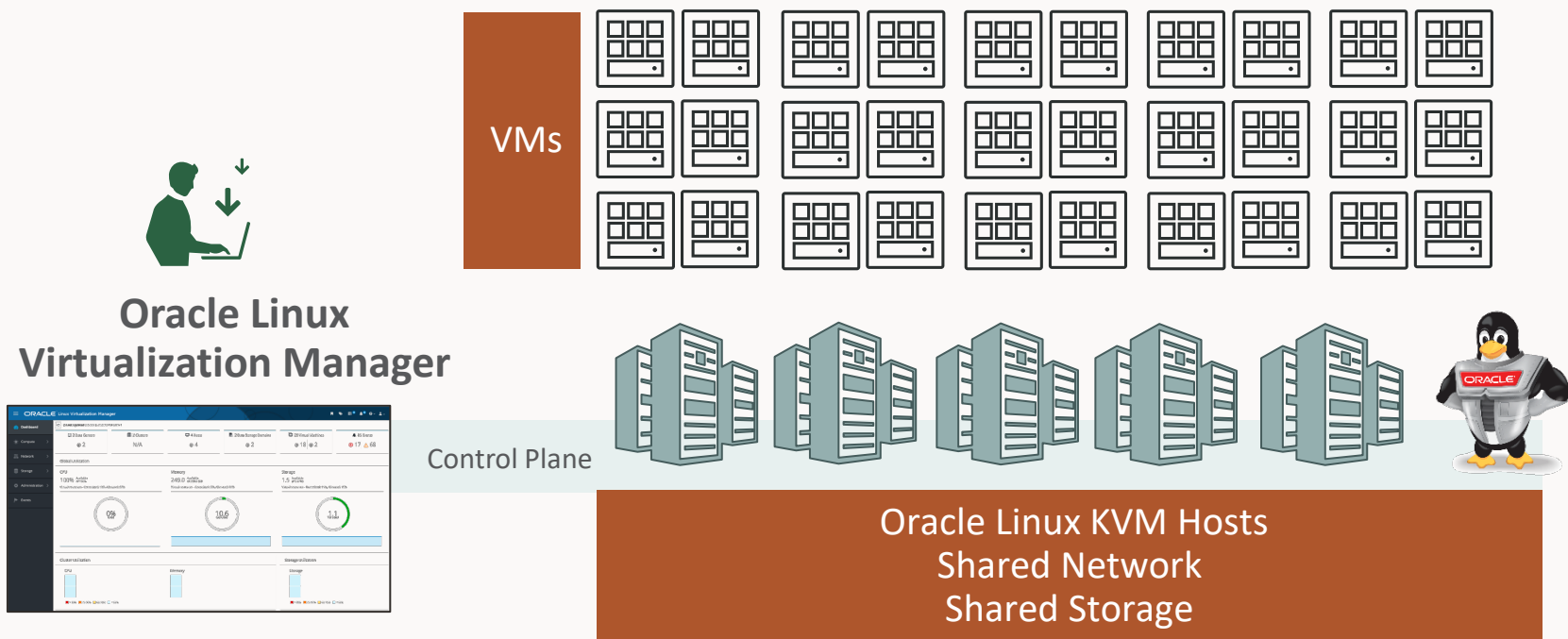
Oracle Linux KVM is the runtime standard hypervisor at Oracle
We run the same Linux and the same hypervisor as our customers on-premises and in the cloud

What does Oracle Virtualization look like?

Solution overview

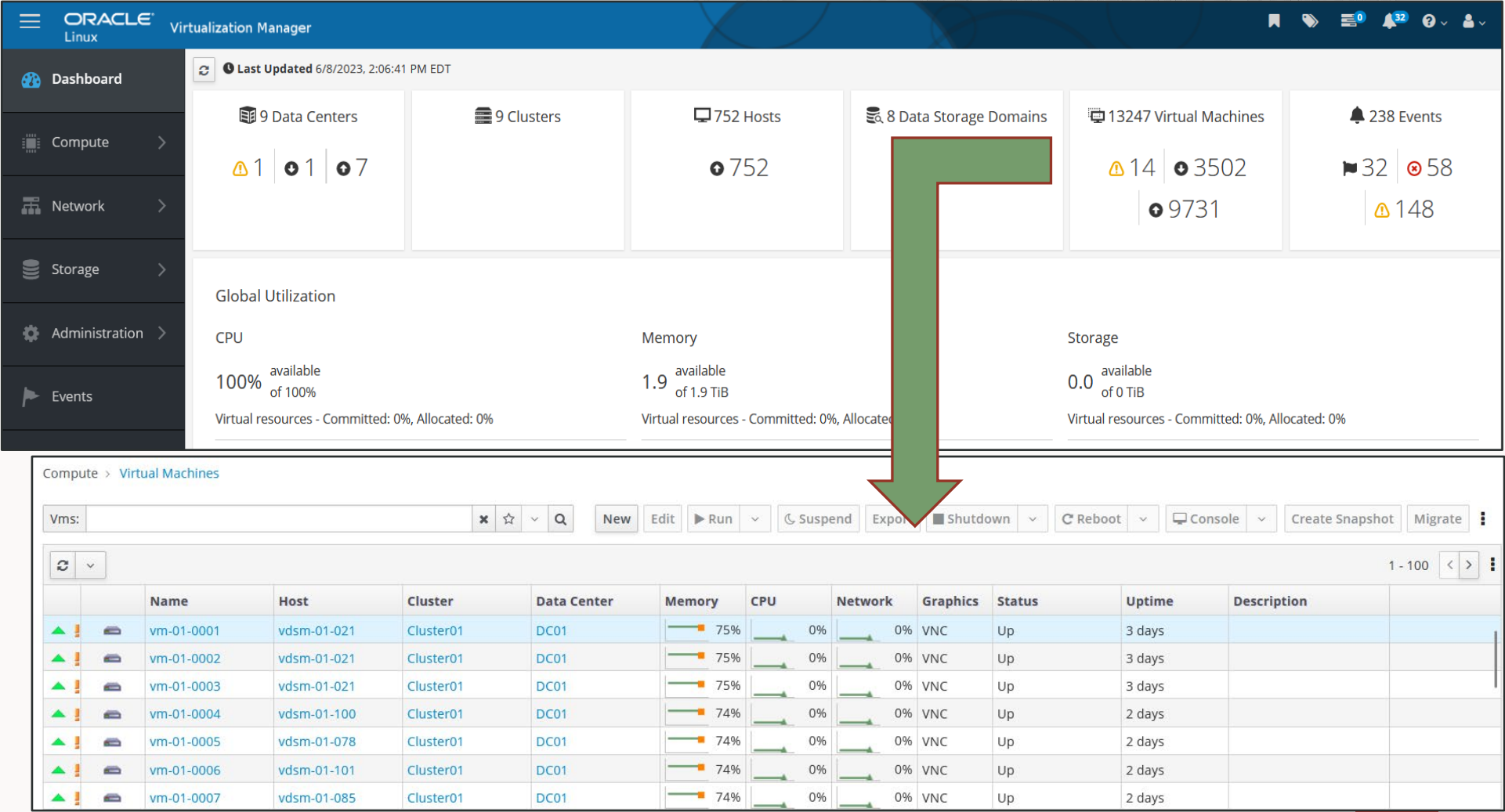
Guest OS Support

- Windows Desktop 8, 10, 11
- Windows Server 2016, 2019, 2022, 2025
- Oracle Linux 7/8/9/10
- RHEL 7/8/9/10
- CentOS 7/8
- Rocky Linux 8/9/10
- AlmaLinux OS 8/9/10
- SLES 12/15
- Ubuntu 18.04/20.04/22.04/24.04
- Solaris x86 11.4



Oracle Linux Virtualization Manager

Single pane of glass
to manage your
entire virtualization
environment

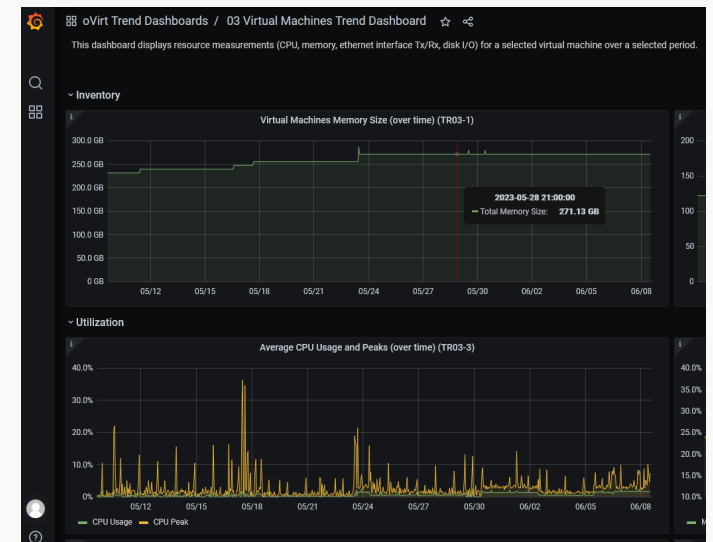
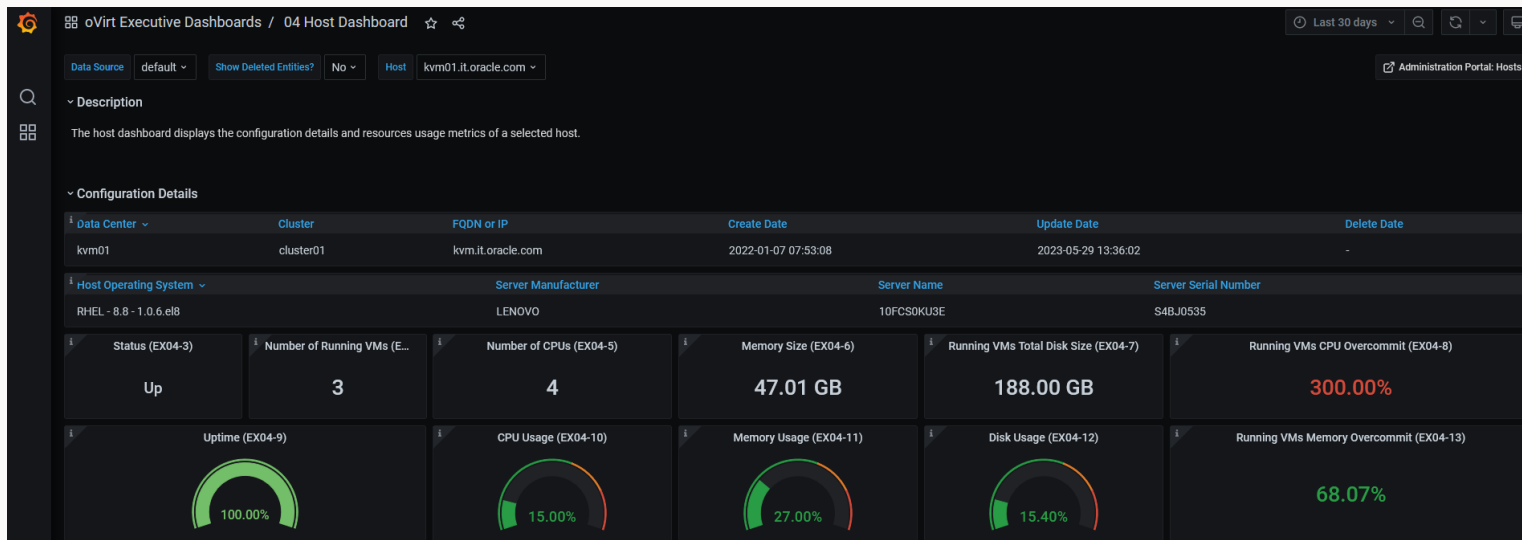


Enhanced monitoring with Grafana integration

Common Grafana release with Oracle Cloud Native Environment

Grafana support for enhanced monitoring and greater visibility

- Launch from Oracle Linux Virtualization Manager landing page
- Integrated with data warehouse
- Common release with Oracle Cloud Native Environment
- Standard or custom dashboards



Oracle Virtualization provides the same core server virtualization features you expect and need

	Oracle Linux Virtualization	VMware vSphere
Live virtual machine snapshots	Yes	Yes
Live virtual machine migration	Yes Secure live migration	Yes vMotion
Live storage migration	Yes	Yes Storage vMotion
Virtual machine high availability VMs automatically restarted elsewhere if host becomes inoperable	Yes	Yes
Active/Active disaster recovery	Yes	Yes
Active/Passive disaster recovery	Yes	Yes
Scheduling policies	Yes	Yes Distributed Resource Scheduler
Role-based access For granular, user-level controls	Yes	Yes



Oracle Virtualization additional capabilities

Application licensing savings with hard partitioning

CPU pinning - binding vCPUs to physical CPU threads or cores

Hard partitioning for Oracle applications may be able to take advantage of per core licensing for the application

No downtime for security updates with Ksplice

Oracle Ksplice

Updates select, critical components of your Linux installation with important security patches without needing to reboot.

A Ksplice update occurs in-memory and takes effect immediately upon application, avoiding a reboot which is required for an on-disk change



Oracle Virtualization

Assurance for Oracle software and third-party applications on certified hardware

Oracle Database and Oracle applications

- Oracle Linux KVM certifications
- Templates -

<https://www.oracle.com/database/technologies/rac/vm-db-templates.html>

Hardware Certification List

<https://linux.oracle.com/hardware-certifications>

ISV Catalog

<https://www.oracle.com/linux/isvcatalog>

The screenshot shows the Oracle ISV Catalog website. The header features the text "ISV Catalog" and "Oracle Linux and Virtualization" in a large, bold font. Below the header, a banner states: "ISVs have certified to run on Oracle Linux and Oracle Virtualization. Applications certified on Oracle Linux run wherever Oracle Linux runs—on Oracle Cloud Infrastructure (OCI) and other cloud and on-premises environments such as Oracle Private Cloud".

The main content area is a grid of vendor cards. Each card includes a vendor logo, name, and a list of supported Oracle Linux releases and virtual environments. The vendors listed are:

- Acronis International GmbH** (AC): Acronis Cyber Backup Advanced (Previously Acronis Backup Advanced). Oracle Linux Releases: 7. Virtual Environments: Oracle VM, Oracle Linux Virtualization Manager, Oracle Linux KVM.
- Acronis International GmbH** (AC): Acronis Cyber Protect. Oracle Linux Releases: 7, 8, 9. Virtual Environments: Oracle VM, Oracle Linux Virtualization Manager, Oracle Linux KVM.
- Commvault Systems** (CP): Commvault Platform. Oracle Linux Releases: 7, 8, 9. Virtual Environments: Oracle VM, Oracle Linux Virtualization Manager, Oracle Linux KVM.
- Catalogic Software** (DP): DPX Plus. Oracle Linux Releases: 7, 8, 9. Virtual Environments: Oracle Linux Virtualization Manager.
- Rackware** (RH): Rackware Hybrid Cloud Platform. Oracle Linux Releases: 7, 8. Virtual Environments: Oracle Linux Virtualization Manager, Oracle Linux KVM.
- SEP Software Inc.** (SS): SEP System. Oracle Linux Releases: 7, 8, 9. Virtual Environments: Oracle VM, Oracle Linux Virtualization Manager.
- Storware Sp. z o.o.** (SB): Storware Backup and Recovery. Oracle Linux Releases: 8, 9. Virtual Environments: Oracle VM, Oracle Linux Virtualization Manager.
- Veeam Software Corporation** (VB): Veeam Backup & Replication. Oracle Linux Releases: 7, 8, 9. Virtual Environments: Oracle Linux Virtualization Manager.



Oracle Virtualization

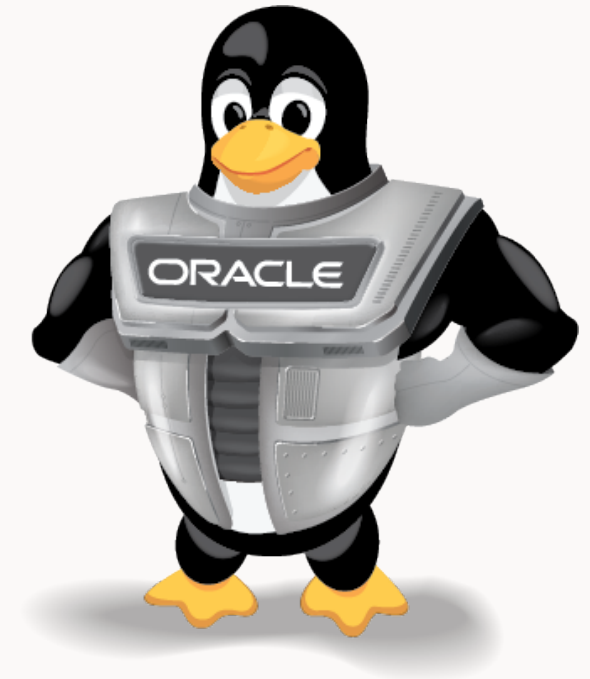
Integrated solutions

- Oracle Virtualization integrations
 - Deliver an open API and maintain compatibility with oVirt community
 - Oracle Cloud Native Environment
 - Leverage best-in-class partners for advanced features
- Backup/Restore
- Virtual SAN
- Configuration Management
- Migrations
- Micro segmentation and identity-based protection

Oracle Linux Operating Environment

Components and Features

- Linux Operating System
- Oracle Linux Virtualization Manager – KVM Virtualization Technology
- Oracle Linux Automation Manager – Ansible Automation Platform
- Oracle CNE – Oracle Cloud Native Environment
- Oracle OS Management Hub
- Ksplice – Zero-Downtime Patching Tool
- Additional Features – Clusterware, Dtrace, Gluster, Unbreakable Linux Network, Corosync



Migration approaches

Multiple options for customers to migrate their virtual machines

DIY

Open source virt-v2v

Can be integrated with Oracle Linux
Automation Manager

Third-party technology solutions

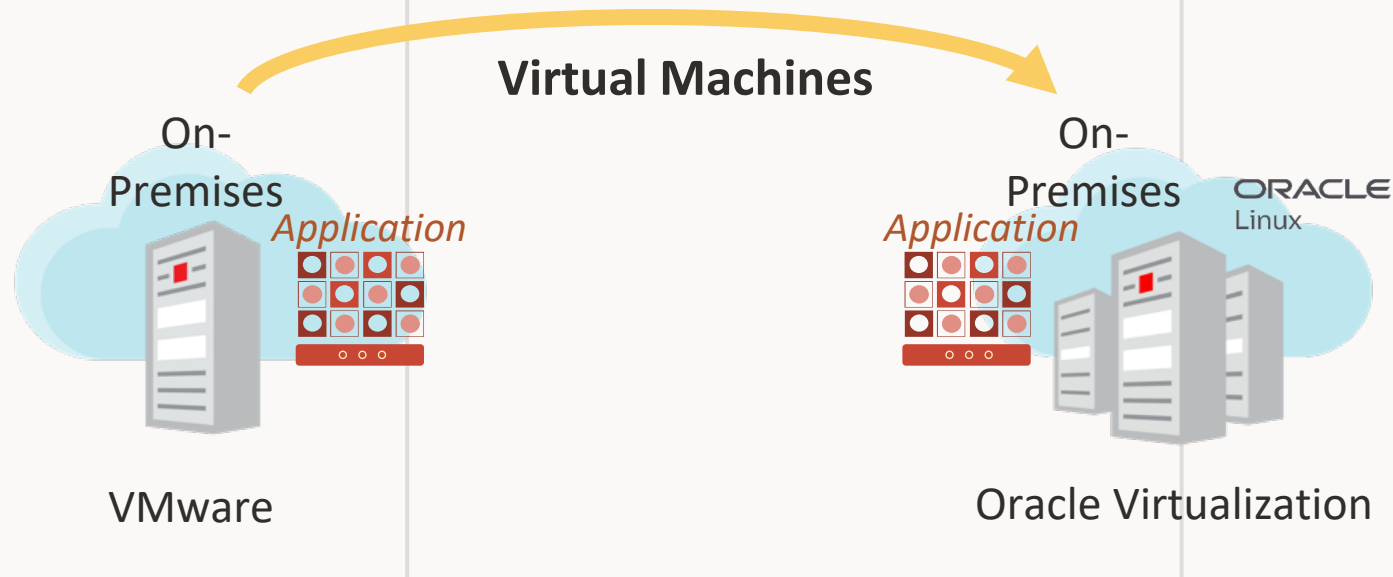
Cloudbase Coriolis

Rackware CloudMotion

Engage

Professional Services via:

- Our Oracle Partners
- Oracle Customer Success Services



Oracle Linux support subscription levels & features

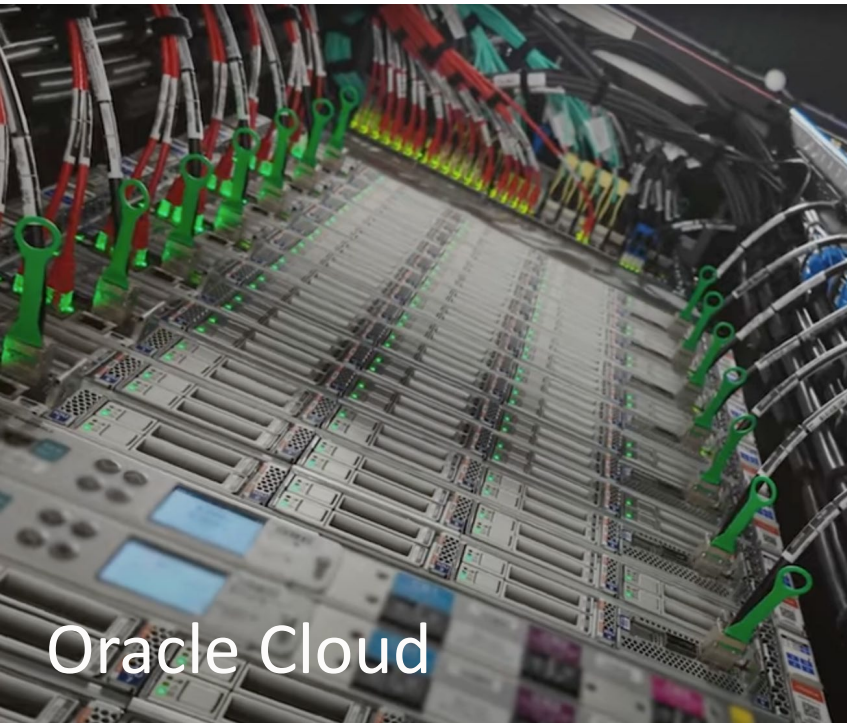
Feature	Basic	Premier Plus
24x7 telephone and online support	Y	Y
Around-the-clock access to enhancements, updates, and errata	Y	Y
Oracle Enterprise Manager for Linux Management	Y	Y
Oracle Linux Manager (formerly Spacewalk)	Y	Y
High availability with Oracle Clusterware	Y	Y
Comprehensive tracing with DTrace	Y	Y
Oracle Linux load balancer	Y	Y
Comprehensive indemnification	Y	Y
Oracle Container Runtime for Docker	Y	Y
Zero-downtime patching with Ksplice	N	Y
Oracle Cloud Native Environment	N	Y
Gluster Storage for Oracle Linux	N	Y
Oracle Linux Automation Manager / Automation Engine	N	Y
Oracle Linux Virtualization Manager	N	Y
Oracle Linux software collections	N	Y
Oracle Linux high availability services with Corosync and Pacemaker	N	Y
Premier backports and lifetime sustaining support	N	Y

Visit www.oracle.com/linux/support for details



Standardizing on Oracle brings efficiency across eco-systems

- As IT are trained on OCI, they can float between cloud, trackside, and factory.
- Maximum flexibility as people can cover whichever eco-system is in need.
- A small and lean IT group can manage 100's of systems.
- Deeper learning of OCI means they can utilize more features efficiently across multi-cloud.
- Large cost and time savings as duplication of work is reduced.



Oracle Virtualization: Customer Success Story

North American Major Financial Institution



Customer profile:

Fortune 500 Financial Institution

What changed from business-as-usual?

This was a 15-year VMware shop. After the Broadcom acquisition, Broadcom presented pricing 10x the customer's previous years spend. \$3M to \$30M per year price change. A 5-year contract was up for renewal.

Oracle deal sizing:

- 4,000 Physical Servers
- 40,000 VM's
- Numerous different BU's and integrations across the business
- 5-year deal which came in highly competitive

Who was involved?

The Business Manager for infrastructure and technical owners were initially engaged. The VP of Development, VP of the technical business, the CIO of NA and other technical teams were regularly involved. The Global CIO, the Board, and CEO participated in final approvals.

How it came to be

An initial POC was done with the Oracle Solution Center and moved to an on-prem POC. This resulted in successfully addressing all 49 customer requirements, allowing the deal to move quickly from technical needs to business needs such as SLA's and contract negotiations.

Why is it important?

As a large financial institution, all IT solutions and KVM specifically, being open source, were extensively scrutinized to assess whether the product/solution could meet rigorous standards. This win illustrates that Broadcom's practices aren't being taken lightly by major Fortune 500 customers.

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Thank You



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