

ORACLE®

Safe Harbor Statement

The following is intended to outline our general product direction. It is intended for information purposes only, and may not be incorporated into any contract. It is not a commitment to deliver any material, code, or functionality, and should not be relied upon in making purchasing decisions. The development, release, and timing of any features or functionality described for Oracle's products remains at the sole discretion of Oracle.

LICENSE SALES EMEA APPLICATIONS

Teodora Bruma & Camelia Radu
Applications License Sales Reps

THE **STRATEGY**



CLOUD **COMPANY**



CUSTOMER **FIRST**

WHAT WE TRY TO **ACHIEVE**

Develop and Retain Skills

- Retain and develop skills
- Build and communicate clear GTM



Nurture Partner Community

- Reconnect with Partner & User Groups



Customer Care

- Maximise Business Value from customer investment
- Help customers adopt new technologies



ORACLE®

PeopleSoft

Client



“In 2015 Hays upgraded their estate to 9.2 and have evolved their Selective Adoption strategy through the stages of change avoidance through to an IT led maintenance programme to a collaborative business/IT Model Office approach that is delivering real business benefits through initiatives including Fluid, Workcentres, Dashboards, Mobile Approvals and Guided Self Service.” - Mark Thomas

Quotes

- >5,000+ customers worldwide
- 27 Releases since OpenWorld 2016
- 8 weeks for new feature adoption
- 100+ deployments to Oracle Cloud
- 500+ Fluid UI rollouts

Market Driver

Deployment to Oracle Cloud

No Applications Upgrades Needed

Actionable, Embedded Analytics

WHY WE INVEST

PROTECT AND
NURTURE
INSTALL BASE
(ATTRITION IS
HIDDEN)

OPPORTUNITY
TO DO MORE
INCREMENTAL
REVENUE

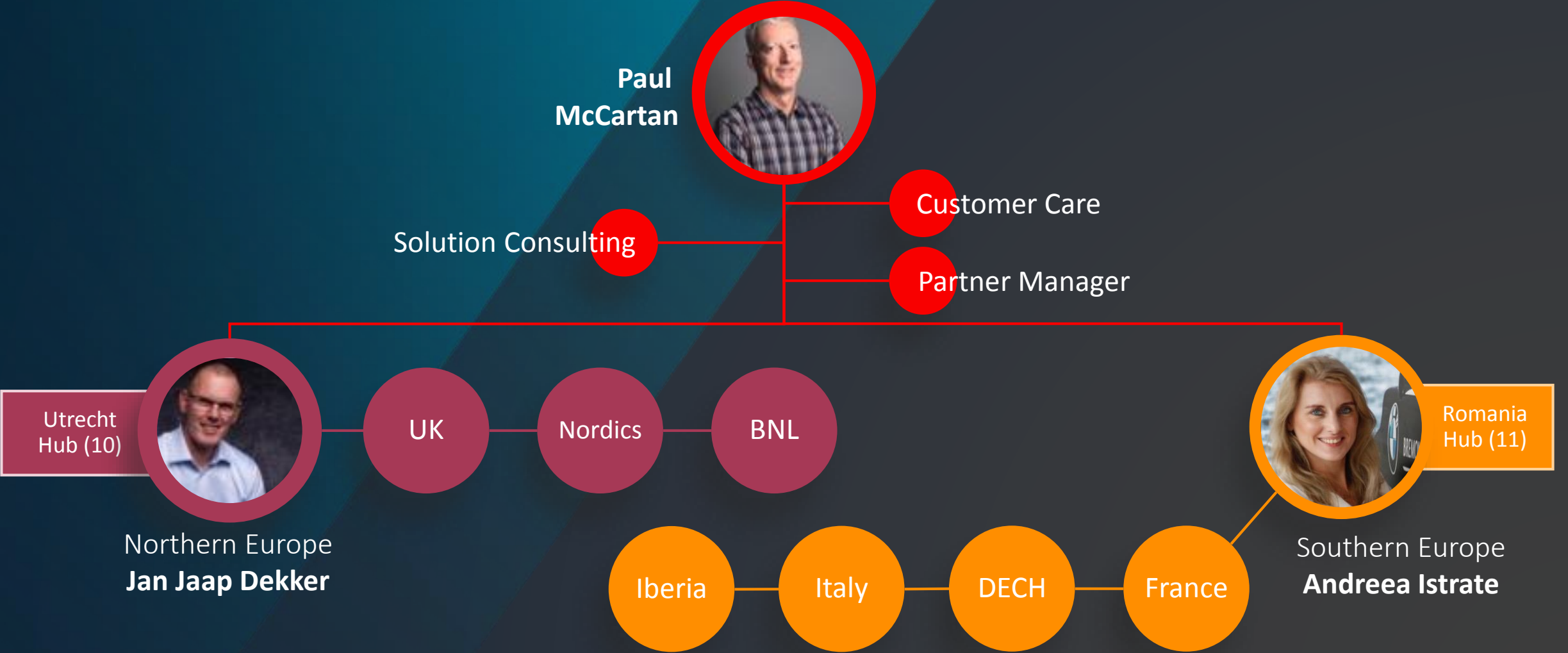


HYBRID IS KEY
FOR JOURNEY
TO THE CLOUD
FOR IB

TRANSFORM,
UPGRADE,
EXPAND

RETAIN AND DEVELOP THE SALES
AND PRE-SALES SKILL SET (PSFT,
SIEBEL, HYPERION, EBS)

FY19 WE APPLICATIONS LICENSING



FY19 WE **APPLICATIONS LICENSING**



**TEODORA
BRUMA**
France Named



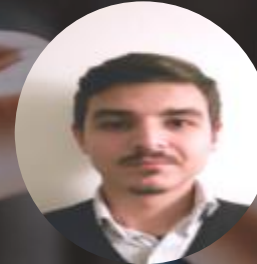
**CAMELIA
RADU**
DECH Named



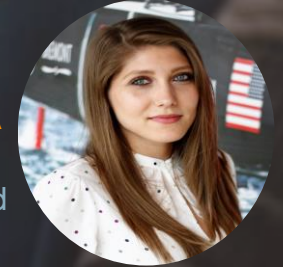
**OANA
DEACONU**
Italy OD & Named



**ALEXANDRU
SERBAN**
France OD



**CLAUDIU
DRAGOI**
DECH Named



**ROXANA
PANA**
Iberia Named



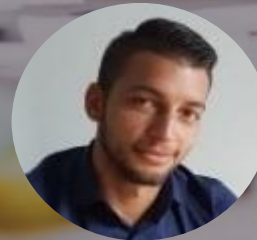
**ISIS
MORALES**
France OD



**RALUCA
PAVLOVICI**
DECH OD



**MONICA
TOADER**
Iberia OD



**ADRIAN
SERBAN**
DECH OD

*Thank
you*

