

# OVERVIEW

Oracle Database@Google Cloud provides Oracle Exadata and database services on Google Cloud, hosted in Google's data centers, allowing clients to use Oracle database services natively within Google Cloud. This can enable clients to improve system efficiencies and move complex Oracle workloads to Google Cloud that were once stranded on-premises, while also reducing costs for licensing and drawing down their Google Cloud commitment.

## CLIENT CHALLENGE

Clients are struggling to find ways to **cut costs** and **improve system efficiencies**, while still being able to modernize their IT infrastructure and prepare for future technologies (AI/ML)

Clients have **resource limitations** as team members may lack Oracle/Google experience or skillsets, and are unable to upskill resources efficiently

Clients experience **increased costs** and **complex, risky projects** when application workloads are moved from Oracle Databases to cloud-native databases



## DELOITTE SOLUTION

Deloitte will advise clients on a **data migration strategy** to move data from Oracle to Google Cloud

- Assess workloads in both size and criticality
- Roadmap when/how workloads will move from Oracle on-premises to Google Cloud
- Recommend best-fit cloud data platform

Deloitte will support clients in maintaining an **operate model** for future state workloads on Google Cloud, by developing maintenance models to define how their systems can be managed and operated on Google Cloud



### REDUCE COSTS

Clients are looking for ways to modernize, but **avoid costly, complex re-factoring**



### ARTIFICIAL INTELLIGENCE

Migrating Oracle databases to the cloud allows clients to enrich AI/ML solutions with their enterprise data



### IMPROVE SYSTEM EFFICIENCIES

Clients want to **vacate their Oracle on-prem data centers** and migrate to the Google Cloud



### DATA ANALYTICS

Running Oracle databases in the cloud helps clients get better answers to business problems



HOW DELOITTE WILL HELP YOU:

Across the healthcare provider landscape, clients continually look for opportunities to reduce costs, improve efficiency and adopt future technology. Enabling cloud computing across your IT infrastructure, applications, and workflows can help you reduce IT spend by as much as 10-15%.

Discovery and Assessment	Iterations / Workshops	Provisioning	Migration	Testing
<ul style="list-style-type: none"><li>Develop a strategy and vision on how to move to Google</li><li>Identify dependencies and develop a workplan</li><li>Perform app rationalization to identify redundancies and prioritize cloud migration initiatives</li></ul>	<ul style="list-style-type: none"><li>Establish a governance structure to support your cloud journey</li><li>Facilitation alignment across people, process, and technology</li><li>Develop rules and prioritize databases for conversion</li></ul>	<ul style="list-style-type: none"><li>Target detail generation</li><li>Build cloud infrastructure</li><li>Generate migration architecture</li></ul>	<ul style="list-style-type: none"><li>Initiate and validate data migration to the cloud environment</li><li>Conduct performance comparison between environments (storage, capacity, etc.)</li></ul>	<ul style="list-style-type: none"><li>Perform SIT and operational acceptance testing</li><li>Execute production cutover activities</li><li>Implement backups (Disaster Recovery)</li></ul>

USE CASE #1

My Exadata footprint is aging, but I don't want to buy more hardware.

Using the Oracle at Google cloud solution allows you to systematically move databases from aging hardware into cloud thereby maximizing your existing investments, while looking to the future and reducing technical debt.

USE CASE #2

I'm currently looking to modernize my estate using cloud-native databases, but it's complex, costly, and risky.

Moving Oracle databases directly from on-premises data centers to cloud allows your organization to spend less time on retrofitting legacy applications and more time on new solutions that drive business value.

REMINDER FOR GOOGLE CUSTOMERS:

The **Oracle Database@Google Cloud offering** is available through the Google Marketplace, so consuming this service **directly draws from your cloud commitment to Google!**

WHY DELOITTE?

AVERAGE RESULTS:

15%-20%

decrease in application licensing costs

30%-35%

reduction in application portfolio size


25%-33%

reduction in Oracle Database license costs


50%

decrease in infrastructure costs

START THE CONVERSATION



**Chris Pasternak**  
Managing Director  
Oracle Alliance CTO  
Deloitte Consulting LLP  
[cpasternak@deloitte.com](mailto:cpasternak@deloitte.com)



**Mamoun Hirzalla**  
Managing Director  
Google Alliance CTO  
Deloitte Consulting LLP  
[mhirzalla@deloitte.com](mailto:mhirzalla@deloitte.com)



**Desmond Hollingsworth**  
Senior Manager  
Life Sciences & Health Care  
Deloitte Consulting LLP  
[dhollingsworth@deloitte.com](mailto:dhollingsworth@deloitte.com)



**Courtney Claussen**  
Senior Manager  
Life Sciences & Health Care  
Deloitte Consulting LLP  
[cclaussen@deloitte.com](mailto:cclaussen@deloitte.com)

This document contains general information only and Deloitte is not, by means of this document, rendering accounting, business, financial, investment, legal, tax, or other professional advice or services. This document is not a substitute for such professional advice or services, nor should it be used as a basis for any decision or action that may affect your business. Before making any decision or taking any action that may affect your business, you should consult a qualified professional advisor. Deloitte shall not be responsible for any loss sustained by any person who relies on this document.

All product names mentioned in this document are the trademarks or registered trademarks of their respective owners and are mentioned for identification purposes only. Deloitte is not responsible for the functionality or technology related to the vendor or other systems or technologies as defined in this document.

As used in this document, 'Deloitte' means Deloitte Consulting LLP, which provides strategy, operations, technology, systems, outsourcing and human capital consulting services; and Deloitte Transactions and Business Analytics LLP, which provides risk and financial advisory services, including eDiscovery and analytics services. These entities are separate subsidiaries of Deloitte LLP. Please see [www.deloitte.com/us/about](http://www.deloitte.com/us/about) for a detailed description of our legal structure. Certain services may not be available to attest clients under the rules and regulations of public accounting.