





## Agenda

- PGBU strategy
- Primavera Product Strategy update
- PGBU Migration Program
- Oracle Premier Support for Primavera



**ORACLE<sup>®</sup>**

**SOFTWARE. HARDWARE. COMPLETE.**

**PGBU strategy**



## Highlights

- Global Economic situation
- Oracle Primavera in the ePPM market & In Oracle
- Germany is a T1 market for us and we WILL continue to develop the German team .
- The number of partners has increased + we are developing GSI to cover needs of our global customers

# The Broader Economic Situation

The worst case scenario arrived



# The Broader Economic Situation

Emerging Markets Lead Again



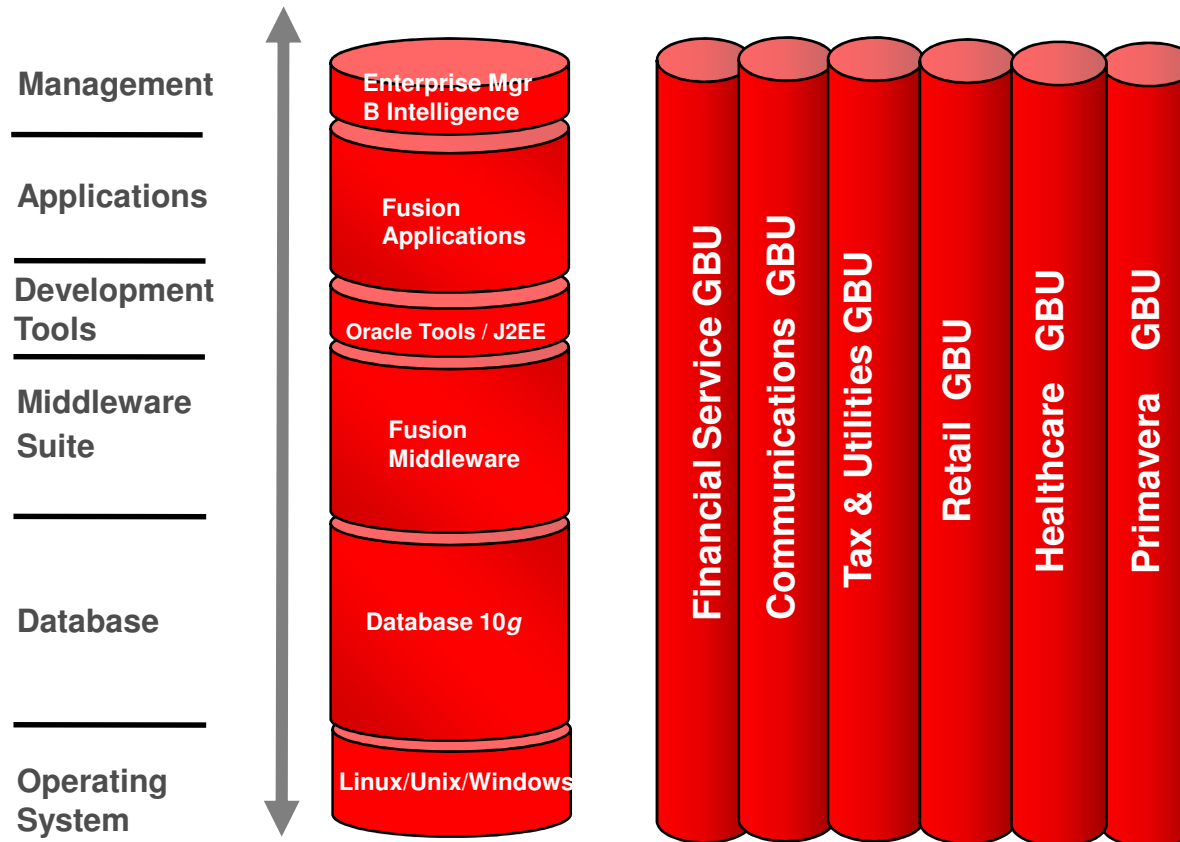
# #1 Worldwide EPPM Market Share, 2009

EPPM Vendor	Est. Revenue (\$M)	Market Share	Growth over 2008
Oracle	\$263.0	22.6%	190%
Microsoft	\$178.3	15.3%	-0.4%
CA	\$110.8	9.5%	14.6%
HP	\$62.0	5.3%	-7.9%
Planview	\$61.3	5.3%	-15.3%
Planisware	\$30.9	2.7%	11.9%
Sciforma	\$30.6	2.6%	4.9%
SAP	\$30.3	2.6%	-6.8%
Deltek	\$29.5	2.6%	-15.7%
Misc other vendors combined revenue	\$209.5		

Source: **Gartner**. April 2010



# Primavera's role in Oracle







## German Facts & Customers

- 3rd Largest ePPM Market Potential
- Approximately 250 supported customers
  - MTU, DHIEL Avionics, EADS, Siemens, Thyssen, Areva, Bombardier, Thales, BP, Linde, RWE, Eon, Strabag, Hochtief, ...
- Strong user group
  - Largest in mainland Europe



## Alliance and Channel Partners in DACH

- Oracle Primavera GBU aims to provide a partner network focused by vertical industry and specialised around the Oracle Primavera solution set.
- Current partners in DACH include:
  - Amanit Unternehmensberatung GmbH
  - Eportis GmbH
  - Inteco GmbH
  - Proadvise GmbH
  - Raab Ingenieure Unternehmensberatung GmbH
  - Thost GmbH
- All partners have undertaken examinations in sales, presales and implementation.

# FY11 Oracle PGBU GSI's

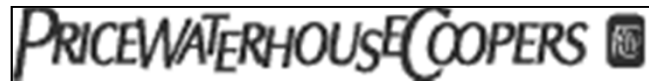
Primavera product line



OOW Sept 2010: Diamond



OOW Sept 2010: Diamond



HCL Technologies

## FY11 Watch List

- Cognizant





*O* & *A*