The Cloud Decision That Could Make or Break Your Enterprise

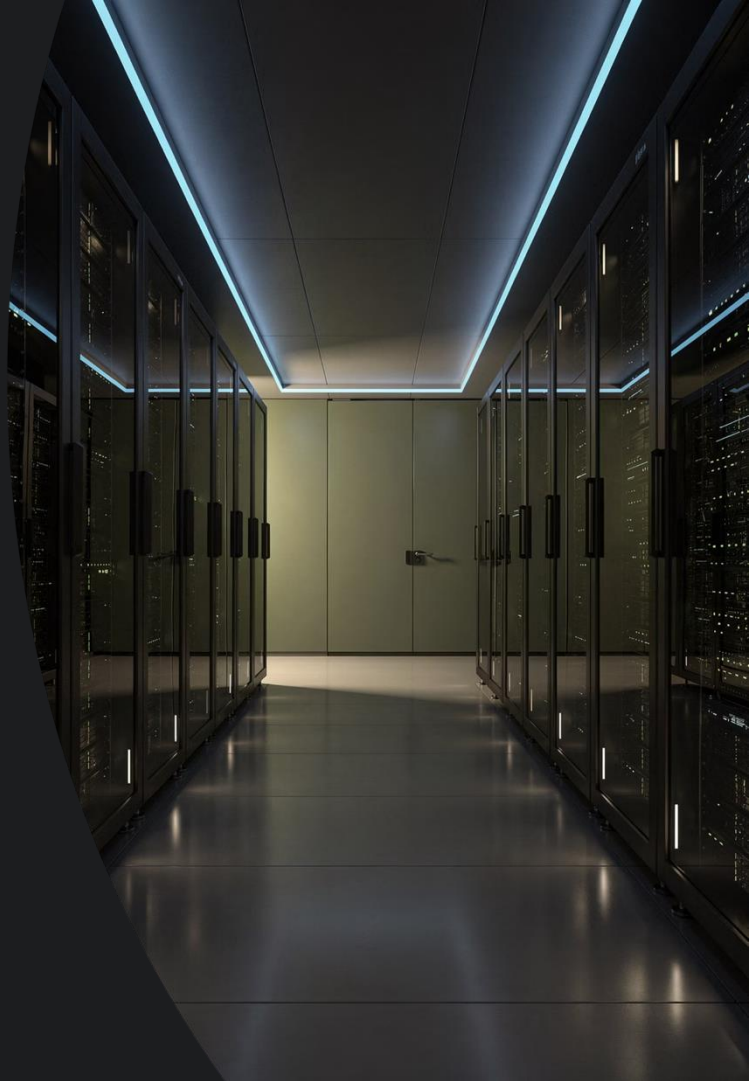
Why OCI Is in a League of Its Own

We know we need to move to cloud. But which cloud — and does the partner we choose really matter?"

"After nearly three decades in enterprise IT spanning IBM, Oracle, and Novell, the answer is unambiguous: Yes, to both — and the stakes have never been higher.

SHABEER MOHAMED K

CLOUD SALES LEADERSHIP | ORACLE CLOUD INFRASTRUCTURE



Part A

The Cloud Was Not Built Equal

The first wave of public cloud platforms were built around **shared virtualisation** — multiple customers sharing the same hardware, network pipes, and security boundaries. That works for a retail website. It does not work for a bank's core banking system, a manufacturer running Oracle ERP across 10,000 users, or a hospital managing patient records.

First-Generation Cloud

Built fast, built cheaply — not designed for real enterprise demands. Shared infrastructure, shared risk.

OCI: Second-Generation Cloud

Engineered from the ground up for the workloads that actually run enterprise businesses — with the advantage of learning from what the first generation got wrong.

Six Reasons Enterprises Choose OCI

Built for Enterprise Workloads — Without Surgery

Moving Oracle ERP to AWS is like fitting a heavy-duty truck engine into a standard car chassis. Moving it to OCI is like parking the truck in a garage purpose-built for it.

Off-Box Virtualisation

Hypervisor moved off the physical server — no shared attack surface, full hardware power, Oracle DBs at bare-metal speeds.

Non-Blocking Networks

A private expressway with dedicated lanes — no congestion, no slowdowns. Critical for Oracle RAC, GoldenGate, and latency-sensitive workloads.

Native Oracle RAC

High-availability failover in seconds, rolling patches with zero downtime. AWS does not offer Oracle RAC at any price.

L2 Network Virtualisation

Lift-and-shift of VMware estates and Oracle clustered configurations without rearchitecting network topology.

Customer	Workload	Key Outcome
Mazda	Inventory Mgmt ERP	50% cost reduction, zero app changes
Tata Motors	Dealer Mgmt System — 60,000 users	Multi-fold uplift in data reporting
Panasonic Electric	Core ERP & Finance	50% DB size reduction, +75% customer satisfaction
Tally Solutions	Tally Prime SaaS Platform	60% cost reduction vs AWS

Pricing Economics That Are Genuinely Disruptive

OCI doesn't look cheap at entry and get expensive at scale — it is **genuinely cheaper at every tier**. Your Oracle BYOL licences work harder on OCI too, delivering **20–40% savings on licence costs alone** versus AWS or Azure. And 10 TB free data egress every month saves analytics-heavy enterprises hundreds of thousands annually.

Metric	OCI	AWS	Azure
Standard VM (4 vCPU / 16 GB)	~$38/mo	~$70/mo	~$70/mo
Block Storage (100 GB)	$0.025/GB	$0.08/GB	$0.12/GB
Data Transfer Out	10 TB FREE/mo	$0.09/GB after 100 GB	$0.087/GB after 100 GB
H100 GPU (per GPU/hr)	~$5.12	~$12.29	~$11.93
A100 GPU — 4×, 15 TB egress/mo	$8,838/mo	$13,570/mo	$12,367/mo

OCI pricing is globally consistent — including India regions (Mumbai & Hyderabad). AWS and Azure India regions are frequently priced higher than US East.

Security & AI Leadership

Architecture-Grade Security and the World's Largest AI Supercluster

Security Is Architecture, Not an Add-On

OCI operates on a **zero-trust model** — every layer isolated and hardened by default.

Built-in Encryption

All data at rest and in transit encrypted automatically — no premium charge.

Dedicated Region

Full OCI inside your own data centre. Data never leaves your premises — gold standard for banking and government.

Regulatory Compliance

RBI, SEBI, IRDAI, DPDP Act requirements met natively via OCI India Regions and Audit Services.

The AI Infrastructure Leader

131K

NVIDIA GPUs

World's largest public cloud AI supercluster — the infrastructure OpenAI uses to train its most advanced models.

58%

Cheaper H100s

vs AWS per-GPU on-demand pricing

$20B+

GPU Contracts

Signed, including OpenAI

The Acceleron Generation

OCI Is Raising the Bar — Continuously

Oracle Acceleron is a purpose-built SmartNIC that handles networking independently — freeing your CPU for actual workloads. The result: higher throughput, lower latency, built-in line-rate encryption, and zero-downtime patching at no additional cost. OCI also enables true multi-cloud: run Oracle Database natively inside AWS, Azure, and Google Cloud with sub-2-millisecond latency.

Shape	Processor	Key Uplift	Best For
E6 DenseIO Acceleron	AMD EPYC Turin (5th Gen)	+17% IPC vs E5	Large DBs, Data Warehousing
E6 Standard Acceleron	AMD EPYC Turin (5th Gen)	+16% per-core CPU	General-Purpose ERP, CMS
X12 Standard Acceleron	Intel Xeon 6 (6900 series)	1.5× performance vs X9	SAP, Oracle ERP, High-Performance Web
A4 Standard Acceleron	AmpereOne M (Arm)	Best-in-class AI inference	AI Inference, Cloud-Native, Microservices

Part B

The Dangerous Myth of "Just Deploy It"

> OCI can be the best cloud in the world for your workloads — and still fail to deliver value if deployed incorrectly, managed poorly, or used without a coherent strategy.

A strong OCI partner is not optional — it is the difference between cloud that compounds positively and cloud that creates debt, cost overruns, and regret.

Expert Support

Certified OCI architects, 24/7 managed support, proven incident response playbooks

Best Practices

Right-sizing, governance frameworks, pre-built accelerators, proven architecture patterns

Innovation

App modernisation, Autonomous DB, lakehouse architecture, cloud-native development

AI (Gen & Agentic)

Use case identification, RAG architecture, responsible AI governance, MLOps

Expert Support, Best Practices & Innovation

Expert Support — When It Counts Most

When your Oracle ERP goes live and something unexpected happens at 2 AM before quarterly close, you need someone who has seen this before — certified architects, pre-built migration methodologies, and 24/7 managed support with business-context intelligence.

> "The difference between a strong partner and a weak one is not what they do when things go right. It is what they do when things go wrong."

Best Practices — The Compounding Advantage

Getting architecture right at the start compounds over time. Right decisions multiply into efficiency and agility; wrong decisions compound into technical debt.

- Right-sizing discipline — avoid over- or under-provisioning
- Automated governance frameworks prevent configuration drift
- Pre-built templates reduce deployment time from months to weeks

Innovation — Beyond Lift and Shift

- Application modernisation into cloud-native microservices
- Modern lakehouse architecture for real-time analytics and AI
- Oracle Autonomous Database — self-managing, self-securing, self-repairing

AI, FinOps & SecOps — The Full Value Stack

1

AI at Enterprise Scale

Gen AI (Llama 3, Cohere) for content generation and automation. Agentic AI for multi-step autonomous workflows. RAG architecture makes AI answer from your proprietary data. Responsible AI governance critical for regulated industries.

2

FinOps

Real-time cost visibility by workload and business unit. Anomaly detection catches waste before it compounds. Oracle Universal Credits optimisation and chargeback models create accountability.

3

SecOps

OCI Cloud Guard for continuous posture management. Least-privilege IAM enforced programmatically. Compliance automation for RBI, SEBI, IRDAI, DPDP Act — generating audit-ready evidence continuously.

> "The goal of FinOps is not to spend less. It is to spend wisely — ensuring every dollar is traceable to a business outcome."

In Closing

The Decision That Compounds

Every major technology decision either compounds positively — creating a platform for growth, efficiency, and competitive advantage — or compounds negatively, creating debt, rigidity, and regret.

Choose the Platform

Engineered for enterprise workloads, priced for real economics, architected for regulated industries, and powered by the Acceleron generation.

Choose the Partner

Built to make that engineering deliver — with expert support, best practices, innovation, AI, FinOps, and SecOps capabilities that compound value over time.

Shabeer Mohamed K | Cloud Sales Leadership — Nearly three decades in enterprise IT spanning IBM, Oracle, and Novell, specialising in Cloud IaaS, PaaS, and SaaS Sales Leadership.