

#### Global presence on a high-speed IP backbone

Verio adds another dimension to Oracle on Demand's disaster-recovery solution with its own global network of data centres. These are linked over the NTT Com high-speed backbone, which features a 5Gbps transatlantic link.

#### Dedicated to delivering over the Internet

Verio delivers business-class hosting and storage solutions backed by operational excellence. The PowerPlatform solutions are underpinned by a reliable infrastructure, responsive service and the scale and stability of NTT Communications. More importantly, Verio's understanding of the challenges faced by modern businesses sets it apart from the average hosting company. Verio's web-based technologies are designed, developed and deployed to drive the enterprise forward.

Verio brings innovative new services to market quickly to give customers a greater competitive advantage. For example, in 2003 the company announced the industry's first large-scale commercial deployment of IPv6, the latest version of the addressing protocol behind the Internet. IPv6 provides several technical benefits important to the way businesses use the Internet. For example, one key advantage is the quality of service mechanism IPv6 delivers, which allows high-quality voice and video conferencing, another is the larger number of devices that it enables the network to support.

#### A partnership for value

Oracle on Demand and Verio offer European customers a tremendous value proposition. Secure, reliable delivery of the latest versions of Oracle software and applications to the desk top for a monthly fee per user. More users, more functionality, more features or more capacity can be turned up, on demand, for a simple increase in the monthly fee. There is no capex, no diversion of maintenance and support resources and no additional management overhead.

Customers of Oracle on Demand from Verio will reap all the classic benefits of outsourcing IT production including: releasing capital; predictable, and reduced, monthly costs; and the ability to reassign human resources to value-adding activity. They will also readily seize new opportunities including:

- Consolidation of global instances (e.g. transactions, emails, etc) and business applications into a single service that will enhance reporting and control costs
- Integration of multiple technology and vendor solutions into a single managed solution
- Service level agreements that reflect the needs of the business, not just the IT department
- Seamless and cost-efficient upgrades to the latest version of technology

#### Flexible approach

Verio and Oracle have come together in a true partnership that allows customers the flexibility to develop the lead relationship with the most appropriate partner. Oracle on Demand is itself highly flexible, allowing the customer to outsource as little as a single component of Oracle E-business Suite (for example). On the other hand, together with Verio and other service-management partners, a comprehensive service centre outsourcing solution can be implemented.

To explore how Oracle on Demand can improve your business's performance in Europe, talk to your Oracle account management team or to Verio.



## Delivering Oracle® on Demand in Europe



Devon House, St Katharine's Way, London, E1W 1LB  
T: 0207 767 3700 F: 0207 767 3701 E: enterprise@verio.co.uk

[www.verio.co.uk](http://www.verio.co.uk)

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## • Creating value from the IT engine

**A**ccording to Gartner, businesses use just 17% of their IT budget to innovate and deliver competitive advantage. The remainder is spent on maintaining software and the infrastructure required to run it.

Thanks to low entry-level costs and the Internet, all businesses now rely on computers to manage their day-to-day activities. This paradigm is levelling the playing field between large and small businesses. Competition is keen and all resources must deliver value and business advantage.

Yet how much business value is gained by upgrading to the next release of an ERP system? Or fixing a faulty server? Or installing the next operating system patch? Or creating additional capacity for new-user accounts? These tasks, and the myriad of others that consume the unproductive 83% of businesses' IT budgets, must get done. But is your business the best qualified to do them? How much energy does your business expend trying to improve this non-core function?

**Business leaders recognise that IT adds real value as a competitive weapon to innovate and improve business processes. To fully realise your in-house talent to achieve this value add, your business has to move on to the next-generation where production IT is delivered, on demand, by a dedicated enterprise.**

### The next generation

Oracle on Demand typifies that new generation. It combines Oracle's unmatched knowledge of its own software, experience of managing solutions for over 500 companies, its best practices and its cutting edge tools. It delivers impeccable service and consistently high performance for less than it costs most companies to manage the process themselves.

Oracle on Demand is an outsourced, fee-based service delivered by the Oracle on Demand Grid, a fully resilient and redundant multi-layer IT resource embracing Oracle software, operating environment, hardware and services.

Oracle on Demand services are now available hosted in Europe. In Verio, an NTT Communications company, Oracle have found a company that can effectively deliver the performance of the Oracle on Demand Grid. Meanwhile Verio have chosen to work with Oracle to significantly enhance its portfolio of managed services delivered from its European data centres in London, Frankfurt, Paris and Madrid.

Businesses in Europe that run Oracle can take advantage of this next-generation Oracle delivery platform, together with an enhanced package of integrated service management, security and reliability – all from a company that, according to Gartner, is "the top player for combined customer service and agility."

### Service delivered

Oracle on Demand delivered from Verio data centres is exactly the same as that delivered from Oracle's own data centres in other parts of the globe. It is based on an identical technology stack comprised of Intel®, Linux®, Oracle Database and Application Servers, and Oracle E-business and Collaboration Suite solutions.

These resources are accessed by Oracle on Demand software engineers and solutions professionals using NTT Com's global high-speed IP backbone. This enables them to deliver the full range of Oracle on Demand services which includes:

#### Oracle E-Business Suite On Demand

– a fully integrated and complete set of e-business applications, delivered as a managed outsourced service.

#### Disaster Recovery for E-Business on Demand

– provides real-time data and application synchronisation with recovery and production data and applications live at the secondary site within two hours of a disaster being declared.

#### Oracle Collaboration Suite on Demand

– e-mail, calendar, voicemail and file services delivered as an outsourced service.

#### Oracle Technology on Demand

– eliminates the burden of managing the Oracle technology that supports customer or third-party applications.

### ....with the NTT/VERIO dimension

#### Managing the complete solution

Oracle technology and applications are often integrated with other third-party software to deliver the complete solution. Verio offers a one-stop-shop to deliver a high-quality managed service for these packages.

For example, Verio is an authorised and highly experienced service provider of Microsoft® Outlook®. Should the customer require Exchange integrated with Oracle E-business suite, Verio is ideally positioned to deliver the on demand solution.

Verio has strategic corporate alliances with Microsoft®, Accenture, Cisco and Sun that enable us to deliver a broad range of managed service solutions.

#### Enhanced security

In partnership with Internet Security Systems, NTT/Verio's IntelliSecurity™ Managed Solutions now include an expanded range of managed firewall solutions and intrusion detection services. In addition, Verio customers are offered a complete array of professional security services encompassing network penetration testing, information security assessment, emergency response service and vulnerability management.

#### Smart Content Delivery

For users of Oracle E-business suite whose business is electronic content delivery, Verio's Smart Content Delivery offers a platform to reduce their network costs substantially.