

Fujitsu Siemens Computers and Oracle Join Forces To Reduce Software Complexity

Joint Development, Marketing And Cross-Licensing Agreements Will Speed Integration Of Legacy Data With New Systems

Paris / France, 22 October 2003 – Oracle Corporation and Fujitsu Siemens Computers today announced a strategic partnership aimed at reducing software complexity and speeding up integration of legacy data with modern systems development. This wide-ranging agreement includes joint development and cross-licensing of middleware software, plus joint marketing and sales to take the benefits of reduced cost, faster application development and investment protection to customers.

One of the biggest software challenges customers face is how to integrate a range of new and existing servers and applications from heterogeneous environments into consolidated solutions. Businesses also face the need to reduce complexity in the development of modern software applications. Customers, including Independent Software Vendors, need to focus on key business logic instead of integrating complex middleware components. This announcement addresses these issues.

Joint Development

Today, the vast majority of companies are faced with the challenge of integrating more modern software with existing legacy systems and applications. To address these customer concerns, Oracle and Fujitsu Siemens Computers will jointly fund development to integrate their respective middleware products. The companies will integrate Oracle Application Server 10g with Fujitsu Siemens Computers openSEAS software suite, with Oracle Application Server 10g taking over some functions of today's openSEAS software suite.

Fujitsu Siemens Computers' openSEAS Application Server and Oracle Application Server 10g will converge in the medium term. Oracle Application Server 10g will become the openSEAS application server using openSEAS technology to offer comprehensive integration of legacy systems.¹

¹ From a technical point of view, Fujitsu Siemens Computers openSEAS application server and Oracle Application Server 10g are well suited to one another. Both are fully J2EE-compatible and have successfully passed Sun's certification suite. Oracle rounds out the applications platform suite with components like a portal server and business process management. BeanTransactions application server is specialised for the transactionally-secure and comfortable integration of heterogeneous mainframe and OLTP applications and is unrivalled by any other application server product. These functionalities complement each other well to form

Combined, Oracle's Application Server 10g and Fujitsu Siemens Computers openSEAS software suite will provide capabilities key to those requiring these modern integrated IT infrastructures:

- OpenSEAS customers will benefit from use of the world's fastest application server platform and access to the thousands of applications that run on Oracle Application Server
- Oracle Application Server customers will benefit from access to legacy systems through the best-in-class integration platform.

Cross-licensing

This agreement expands today's successful collaboration between the two companies through a new resale agreement authorizing Fujitsu Siemens Computers to resell and distribute Oracle Application Server 10g and an OEM deal allowing Oracle to integrate openSEAS technology for connectivity to legacy transaction processing systems. The partnership between the two companies also covers sales and distribution agreements, the provisioning of related services, and aligning joint market development activities.

Joint Marketing

Oracle and Fujitsu Siemens Computers will carry out joint training for their sales forces and Fujitsu Siemens Computers channel partners, including resellers and solutions integrators such as Fujitsu Services, Cap Gemini Ernst & Young, Bearing Point and Siemens Business Services.

Furthermore Oracle and Fujitsu Siemens Computers will roll out demand generation campaigns that address both, the installed base and new potential customers. The Oracle Enterprise Technology Center for EMEA in Redding will showcase scenarios around the application server. The new middleware offering will also be presented to customers and partners at joint technology days.

"The alignment of development, marketing and sales activities from both companies will ensure long-term investment protection for our customers," said Adrian v. Hammerstein, Fujitsu Siemens Computers CEO and President. "The cooperation will lead to best-in-class IT infrastructure offerings, including connectivity to mainframes and other Enterprise Information Servers."

"Many large companies are still heavily dependent upon mainframe legacy systems to run some of their key business processes," said Chuck Rozwat, executive vice president, Oracle Server Technologies. "At the same time they have to provide modern business applications for their employees, suppliers and customers. They need a simple, direct and cost-effective way of integrating legacy and modern systems without having to re-write old code. This partnership between Oracle and Fujitsu Siemens Computers will provide them with exactly that."

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About Fujitsu Siemens Computers:

a comprehensive application platform suite. Fujitsu Siemens Computers will provide the best-in-class integration technology for seamless use in the Oracle application server.

Fujitsu Siemens Computers is Europe's leading IT company with a strategic focus on next-generation Mobility and Business Critical Computing products, services and solutions. With a portfolio of exceptional depth, its offering extends from handhelds through desktops to enterprise-class infrastructure solutions. The company has a strong presence in all key markets across Europe, the Middle East and Africa. Leveraging the strengths, innovative drive and global reach of its joint shareholders, Fujitsu Limited and Siemens AG, Fujitsu Siemens Computers meets the needs of large corporations, small and medium enterprises and private users.

For more information on Fujitsu Siemens Computers, please visit: www.fujitsu-siemens.com

About Oracle

Oracle is the world's largest enterprise software company. For more information please visit our web site at www.oracle.com.

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