



## Oracle Press Release

Contact(s):

**Rebecca Hahn**  
Oracle  
+1.714.445.4611  
rebecca.hahn@oracle.com

**Carol Sato**  
Oracle  
+1.650.633.5551  
carol.sato@oracle.com

### **Oracle Expands Services To Help ISVs Integrate To Oracle Applications Via SOA**

**Independent Software Vendors Deliver Comprehensive, Integrated Offerings with Oracle Applications Built on Oracle® Fusion Middleware**

**NEW YORK 31-JAN-2007 07:00 AM** Today at its global "Applications Unlimited" event held on 6 continents over 24 hours, Oracle announced that it is expanding its partner program with services for ISVs integrating their solutions to Oracle Applications using Oracle(r) Fusion Middleware. These services help ISVs use Oracle Fusion Middleware as a common, standards-based technology to integrate their applications with Oracle's leading business applications and build new composite applications and cross-application business processes.

For over 14 years, Oracle PartnerNetwork (OPN) has offered tools and resources for ISVs to connect to Oracle Applications. Today, more than 1,500 Oracle partners have integrated their ISV solutions with Oracle Applications, providing more complete and integrated cross-application solutions for companies around the world. Since the announcement of Oracle's "Applications Unlimited" program last year, 300 ISVs have initiated or completed integrations with one or more of Oracle's applications families.

Oracle is now expanding the partner technical services that are available to OPN members, providing training and technical resources to help ISVs use Oracle Fusion Middleware to leverage a service-oriented approach to integration that enables them to easily extend their existing solutions, build composite applications and provide their customers more comprehensive offerings. Oracle experts, across the globe, assist ISVs by providing services and documentation, including architecture reviews, integration design reviews, best practices related to using Oracle Fusion Middleware as an integration platform and valuable how-to guides.

"We continue to add resources and programs that help ISVs build strong integrations to our applications. We've built a 'One Stop Integration for ISVs on OPN and are now augmenting this with expanded SOA partner technical services based on Oracle Fusion Middleware," said Doug Kennedy, vice president, Worldwide Alliances and Channels at Oracle. "Once integrated using Oracle Fusion Middleware, ISVs can also provide their

customers with a lower total cost-of-ownership due to a common service-oriented technology platform across their applications and increased flexibility and agility enabled by an SOA foundation."

#### SOA Integration Using Oracle Fusion Middleware

ISVs no longer need a variety of proprietary middleware technologies to integrate with different components of Oracle's Enterprise Applications family but can use Oracle Fusion Middleware as a common integration and business process management technology to integrate with the Oracle Applications portfolio, including Oracle E-Business Suite and Oracle's JD Edwards, PeopleSoft, Siebel and Oracle Retail products. Customers can now leverage open, complete, standards-based SOA solutions spanning Oracle and its partner solutions.

A service-oriented integration approach paired with a common technology foundation provide a key differentiator for ISVs seeking to build value around an organization's core business applications such as Customer Relationship Management, Financials and Human Capital Management, among others. Using Oracle Fusion Middleware, ISVs are experiencing a number of benefits including faster development of solutions; inherent flexibility using a service-oriented approach; and a significant reduction in the time and costs associated with integrating their solutions with Oracle Applications.

#### Partners Worldwide Integrate to Oracle Applications

Partner organizations across the world, representing a variety of industries, are already using these Oracle Fusion Middleware resources to integrate their applications. 3i Infotech, Acumence LLC, Ad Astra Information Systems, Axiom Systems, Bottomline Technologies, Bynx, Cerner, CIPPlanner, DBNeT, GISP, Hansen Information Technologies, Indra, Intelliden Network, Kaba Benzing, Matera Systems, NewSoft Informatica, Perceptive Software, pVelocity, Servigistics, SciQuest, TouchNet Information Systems and UnicornHRO are a few of the many Oracle partners who have integrated their applications with Oracle Applications using Oracle Fusion Middleware.

"As the leading U.S. healthcare IT provider, Cerner provides a unified suite of solutions to help healthcare organizations optimize clinical and financial outcomes," said Jan Grimm, strategist for Cerner Technologies. "Complementing Cerner Millennium(r) with Oracle E-Business Suite, healthcare providers have a powerful clinical and administrative solution in a single standards-based package. By integrating these solutions, we've helped to reduce total cost of ownership, while empowering our clients to greatly improve quality, productivity and the patient experience."

3i Infotech's Premia is an end-to-end solution that provides insurance organizations with technology to manage business operations and collaborate with customers and partners to provide self-service benefits and expanded reach through the distribution channel.

"Using Oracle Fusion Middleware we quickly and easily migrated our existing application to an SOA," said Hari Padmanabhan, deputy managing director, 3i Infotech. "The platform's comprehensive SOA and business process management capabilities

enabled us to seamlessly integrate our industry leading Premia software with Oracle E-Business Suite and Siebel CRM to create a comprehensive insurance solution for our customers."

"Indra's Open-Utilities Suite integrated with Oracle E-Business suite, using Oracle Fusion Middleware, provides utility and energy customers with a comprehensive solution and enables a fast and flexible way to improve efficiency, cut operating costs and optimize capital expenditure. Use of Fusion Middleware enables us to provide our customers with an efficient, streamlined IT infrastructure that can automate and improve business processes, allowing companies to deliver better service at lower cost," said Miguel de Tomas, director of Energy and Telecommunication Operators, Indra.

For more information on the applications integration initiative for ISVs, including integration using Oracle Fusion Middleware, partners should visit the Oracle PartnerNetwork portal at [http:// oraclepartnernetwork.oracle.com/](http://oraclepartnernetwork.oracle.com/).

#### About Oracle Fusion Middleware

The company's comprehensive, standards-based family of middleware software, Oracle Fusion Middleware enables customers to adopt and manage SOAs in heterogeneous computing environments. More than 31,000 customers now use Oracle Fusion Middleware and include leading organizations in the Financial Services, Telecommunications, Manufacturing, Retail, Pharmaceuticals, Health Care and Public Sector industries. Oracle Fusion Middleware is also supported by 9,000 partners, including leading independent software vendors, value added resellers and system integrators.

#### About Oracle PartnerNetwork

Oracle PartnerNetwork is a global business network of more than 19,000 companies who deliver innovative software solutions based on Oracle software. Through access to Oracle's premier products, education, technical services, marketing and sales support, the Oracle PartnerNetwork program provides partners with the resources they need to be successful in today's global economy. Oracle partners are able to offer their customers leading-edge solutions backed by Oracle's position as the world's largest enterprise software company. <http://oraclepartnernetwork.oracle.com>

#### About Oracle

Oracle (NasdaqGS: ORCL) is the world's largest enterprise software company. For more information about Oracle, visit our Web site at <http://www.oracle.com>.

###

#### Trademarks

Oracle, JD Edwards, PeopleSoft, and Siebel are registered trademarks of Oracle Corporation and/or its affiliates. Other names may be trademarks of their respective owners.