



Migration and modernization journey

George Kanellopoulos – Technology Director Dynamic Infrastructure, InTTrust SA

John Orsaris - Distinguished Account Cloud Engineer, Oracle

Your Cloud Strategy is Half-Finished

Most organizations think they've moved to the cloud. They haven't. They've simply moved their infrastructure problems from one datacenter to another—and added complexity, cost, and risk.



Stuck On-Premises

- 82% of IT leaders believe AI will drive performance—but their **data remains trapped**
- Oracle databases **isolated** from modern Azure AI, analytics, and cloud-native services
- Organizations **pay twice**: once for Oracle infrastructure, again for cloud services that can't reach their data
- Innovation **stalls** when manual operations consume 75% of DBA time



True Multicloud Freedom

- Oracle enterprise databases running **inside Azure** datacenters with sub-1ms latency
- Direct access to Azure AI, analytics, and application services—**no ETL delays**
- One **unified** platform: Oracle reliability combined with Azure innovation
- 33 Azure regions globally, including West Europe for **Greece**

Why Your Digital Transformation Stalled

The Enterprise Reality



Data Lock-In

Oracle databases hold your most critical data—but they're disconnected from modern Data & AI



Latency Barriers

Traditional multicloud solutions create 10-50ms network latency — unacceptable for mission-critical workloads



Hidden Costs

Manual patching, infrastructure management, and dual-cloud complexity drain budgets and IT resources

The Traditional Dilemma

Refactor to Azure Native

Months of development, application rewrites, and high risk. Your team spends cycles migrating instead of innovating.

X High cost, high risk

Stay On-Premises

Miss AI innovation, cloud elasticity, and Azure integrations. Your competitors move ahead while your data stays locked in place.

X No innovation path

Use Oracle Interconnect

Still faces latency issues, complex networking, and limited integration. Two separate clouds with no unified management.

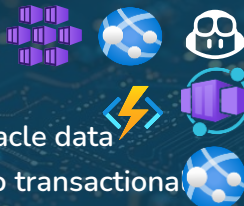
X Half-measure

“Every day you wait, your competitors are already building AI-powered applications on unified data platforms. The question isn’t whether to modernize—it’s whether you’ll lead or follow.”

Oracle Cloud Infrastructure physically deployed inside Azure datacenters—not connected via network links, but **co-located** with your Azure workloads. This changes everything.

Innovate with AI-Powered Applications

- ▶ Modernize apps with AKS, App Services, Azure Functions
- ▶ Build AI agents with Copilot Studio connected directly to Oracle data
- ▶ Deploy Azure OpenAI Service with sub-millisecond access to transactional data



Unified Analytics & AI Platform

- ▶ Oracle Database mirroring in Microsoft Fabric (zero-ETL, real-time)
- ▶ Power BI Copilot for natural language queries against Oracle data
- ▶ Microsoft Purview for unified data governance across Oracle and Azure



Multi-Layer Enterprise Security

- ▶ Microsoft Defender for threat detection on Oracle workloads
- ▶ Microsoft Sentinel SIEM for unified security monitoring
- ▶ Microsoft Entra ID for single sign-on and identity federation



Business Continuity & HA/DR

- ▶ Oracle RAC for platinum-level availability (unique to Azure)
- ▶ Active Data Guard across Azure availability zones
- ▶ Automated backups with Autonomous Recovery Service



“This isn’t multicloud as compromise—it’s multicloud as competitive advantage. Your Oracle databases stay Oracle. Your Azure innovation accelerates. And they work together as one unified platform.”

From Technical Capability to Business Impact

Accelerated Innovation

Zero-ETL access to Oracle data in Fabric enables rapid AI development

Operational Excellence

88% of issues auto-resolved; elastic pay-per-use scaling

Risk Mitigation

Zero downtime patching; Oracle RAC + Data Guard across zones

Strategic Flexibility

No vendor lock-in; multicloud optionality with consistent ops

Dimension	Traditional On-Premises	Oracle Database@Azure
Infrastructure Management	Manual patching, updates, hardware refresh	88% automated with zero downtime
AI/Analytics Integration	Complex ETL pipelines, data latency	Zero-ETL mirroring, real-time insights
Scaling	Hardware procurement (weeks/months)	Elastic scaling (minutes), pay-per-use
Security Patching	Quarterly/monthly cycles with downtime	Continuous, automated, zero downtime
Backup/Recovery	Manual backup management, complex DR	Automated daily backups, 60-day PITR
Cost Model	CapEx + maintenance + licensing	OpEx, pay-per-use, 75% savings with BYOL
Innovation Speed	Slow (siloes data, complex integration)	Rapid (unified platform, native AI integration)

“Your competitors who adopt this platform will ship AI-powered features in weeks that would take you months. They’ll reduce operational costs by 40–75% while you’re still managing patches manually. Will you lead this transformation or react to it?”

Why migrate Oracle databases to Azure

Cloud capabilities

- Compliance, governance and security
- DevOps and proven solutions for enterprise platform hosting [ex: SAP, Oracle]
- Digital transformation, AI capabilities and more

Cost and resiliency

- Cost optimization – Reduction, ROI and cost of scaling
- Reliable solution – Matching or surpassing current on-premise set-up
- BCDR – RPO/RTO Requirement

Well architected solutions

- Reference architecture and guidelines [ex: Storage, Backup, HA/DR]
- Customer success and learning. With process in place for success
- Proven patterns and ready solutions

Security and monitoring

- Platform robustness and cyber security capabilities [SIEM]
- Integrated monitoring capabilities – cost, resiliency and failure analysis
- Log Insights

Productivity and innovation

- Defined methodology and optimized process to deliver value
- Deployment automation, DevOps readiness
- Open to innovation – access to capabilities that meet changing business needs

Oracle Database@Azure: The Fastest Path to Success

Bring full workloads to Azure when you move your Oracle databases



Move seamlessly

Lift-and-shift VMs/VMware and Oracle workloads in parallel from on-premises to the cloud.



Unlock innovation

Integrate with Microsoft services like Azure AI, Fabric, Purview, Sentinel, and Power BI, to enrich your apps and data.



Best of both worlds

Optimize performance, security, and compliance with dedicated hardware, while maintaining flexibility to scale as needed.



Maximize investments

Use MACC and Oracle investments with Oracle Database@Azure and combine them with offers for Azure VMs/Azure VMware Solution.

On-premises location

App tier on VMs/VMware

Databases on Oracle Exadata/RAC

Microsoft Cloud



Azure VMs/AVS



Oracle Database@Azure

Identity and access management

Entra ID + Oracle AI Database@Azure

- SSO to OCI Console
- Database access
- Federated identity management
- Role-based access control (RBAC)
- Audit and Compliance
- VM access (using Azure Arc and extension)

Data protection

Oracle Data Safe Encryption

- Encryption at rest with OCI managed keys
- Key management via Oracle TDE Keys in OCI Vault, Oracle Key Vault and now Azure Key Vault

Backup and recovery

- Commvault to Azure Storage
- Oracle Zero Data Loss Autonomous AI Recovery Service

Network security

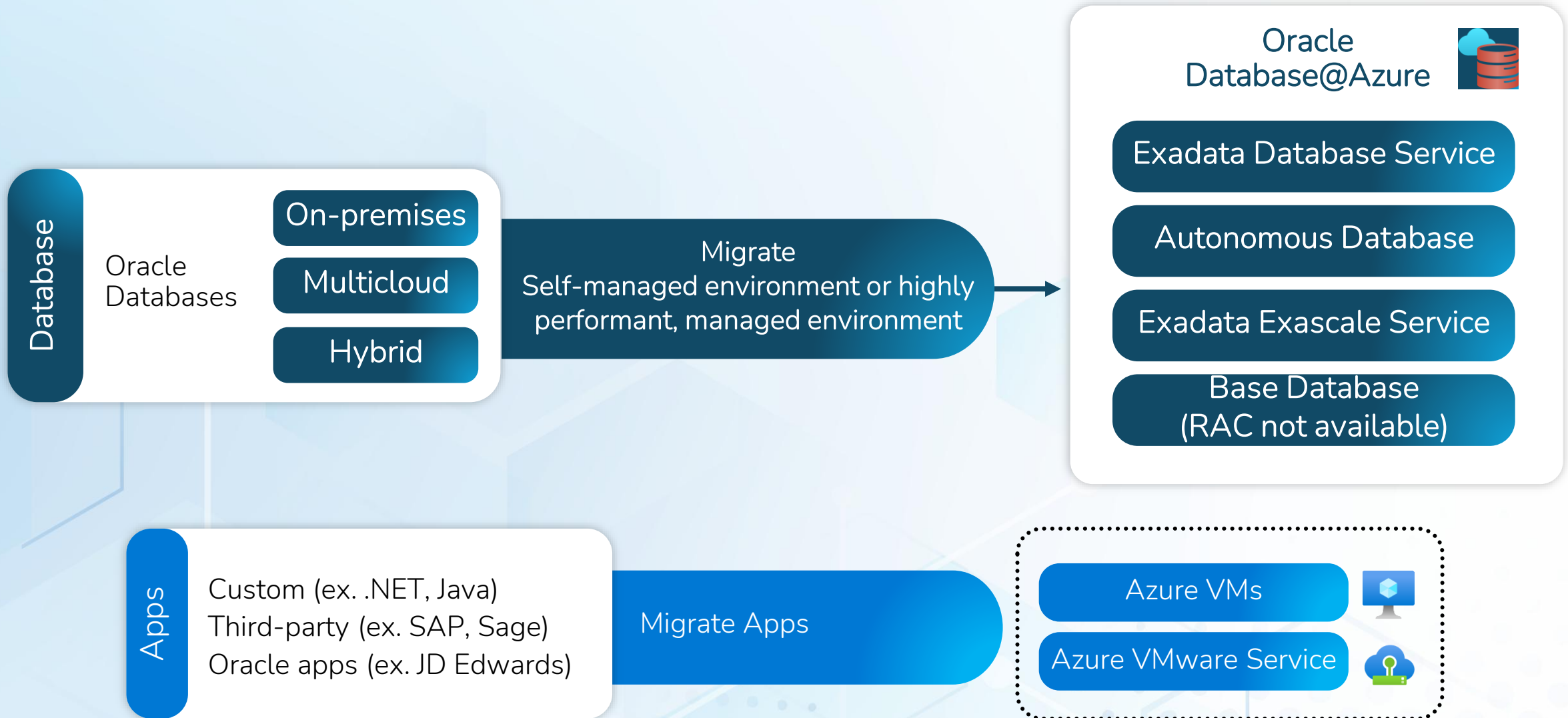
- Traffic inspection capabilities
- Network Security Groups Defined Routes
- VNET Flow logs for auditing
- Azure Private Link
- Cross-region connectivity over Azure Backbone with Global Peering

Unified SecOps and intelligence

- Enhanced logging for Microsoft Sentinel
- Use Azure Arc with Exadata VMs to enable Microsoft Defender for Cloud, Azure Policies, Entra ID, Change tracking and inventory
- Microsoft Security Copilot guidance

Compliance

SOC 1, 2, 3
HIPAA
BAA
PCI DSS
GSMA
C5 (Germany)
ASIP HDS (France)
ISMAP (Japan)
ISO 9001, 20000-1, 22301, 27001, 27018, 27701 7
TISAX







	Migration	Online	Downtime	
Oracle Zero Downtime Migration—ZDM	Physical / Logical		Seamless Cutover	RECOMMENDED
Oracle GoldenGate	Physical / Logical		Seamless Cutover	RECOMMENDED
Oracle Data Guard	Physical	✓	Minimal	
Oracle RMAN	Physical	✓	Long	
Oracle Data Pump	Logical	×	Long	
Oracle Database Multitenant Movement	Physical / Logical	×	Long	

Azure Services (Storage Mover, Data Box, NFS, ANF) + Commands – AZCopy / SCP

Bandwidth: Express Route / VPN | Mode: Online / offline

Azure Network connectivity pattern (Hub and spoke)

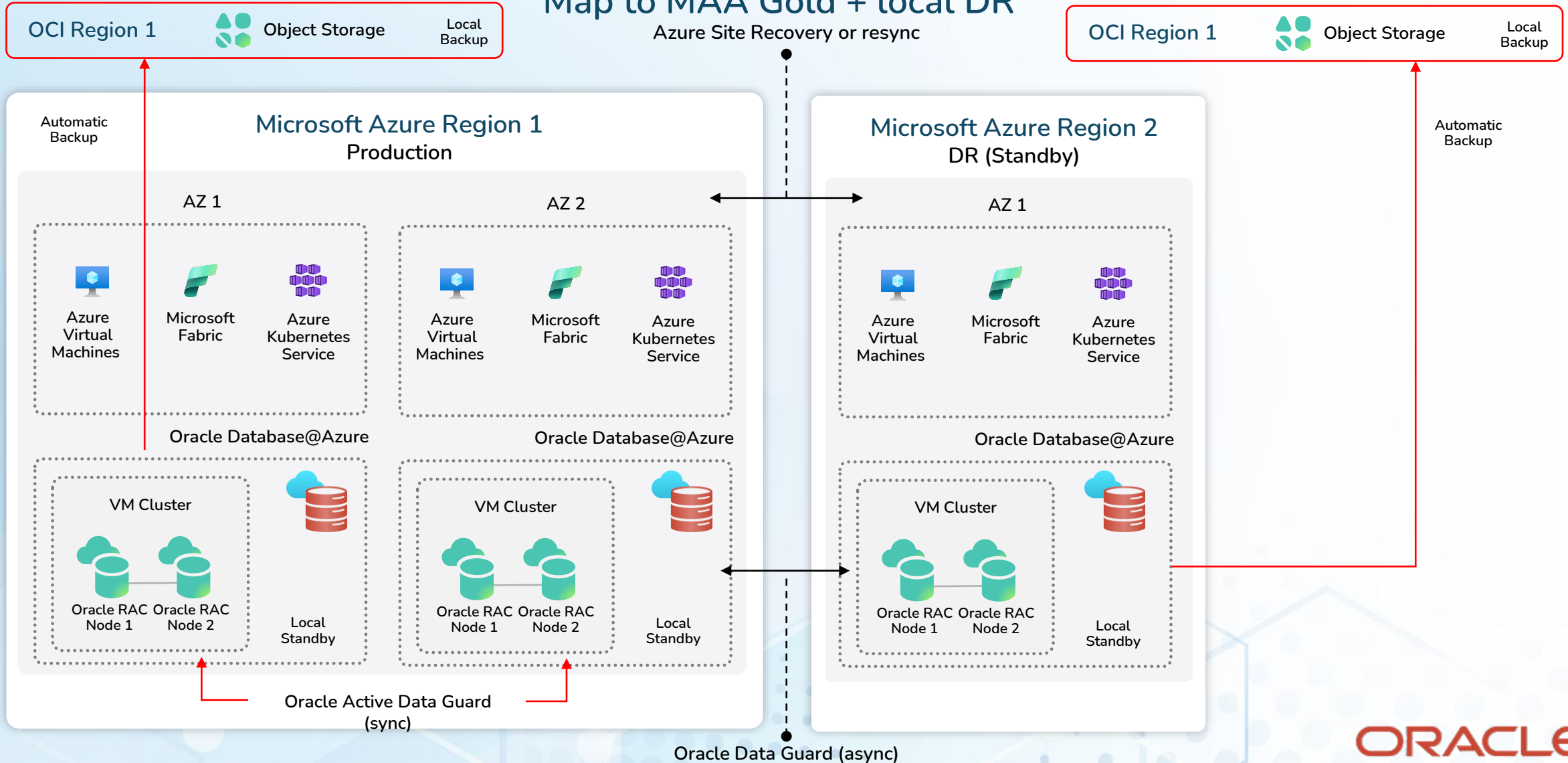
Availability service levels

BRONZE	SILVER	GOLD	PLATINUM
Dev, test, prod <ul style="list-style-type: none">• Single instance DB• Restartable• Backup/restore	Prod / departmental Bronze + <ul style="list-style-type: none">• Database HA with RAC• Application continuity• Sharding (optional)	Business critical Silver + <ul style="list-style-type: none">• DB replication with Active Data Guard or Data Guard	Mission critical Gold + <ul style="list-style-type: none">• GoldenGate• Edition-based redefinition
Base Database Service 	Exadata Exascale Service Exadata Database Service Autonomous Database 	Exadata Exascale Service Exadata Database Service Autonomous Database 	Exadata Exascale Service Exadata Database Service Autonomous Database 

Oracle Database@Azure

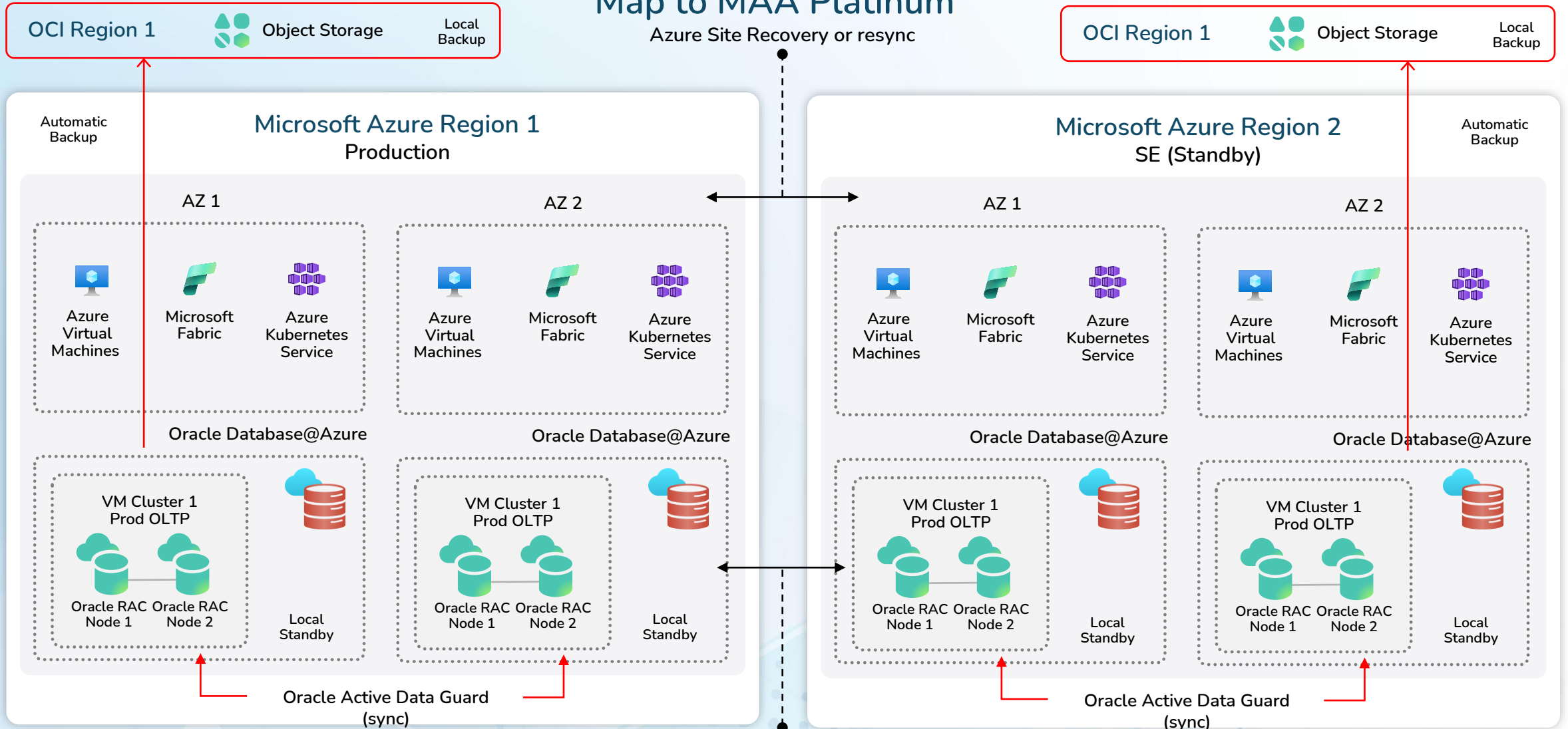
High availability + disaster recovery

Map to MAA Gold + local DR



Exadata Database Service HA +full DR

Map to MAA Platinum



Azure novice

- Assumes Oracle expertise
- No experience with Azure Landing Zone
- Less familiar with Azure Networking



Recommendation

- Engage an Azure Partner to assist in your design, implementation, validation, and operations

Azure expert

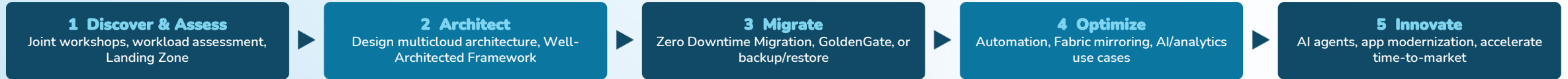
- Assumes Oracle expertise



Recommendation

- Include three types of expertise on the larger team: DBA, app expert, Azure infrastructure expert
- Set the stage for a co-operative effort to successfully merge the two technology stacks

The Path Forward: From Strategy to Execution



Choose Your Starting Point

Executive Briefing
2 Hours
CxO alignment on multcloud strategy and Oracle Database@Azure value proposition

Technical Workshop
1–2 Days
Architecture deep-dive, workload assessment, Azure/Oracle integration patterns

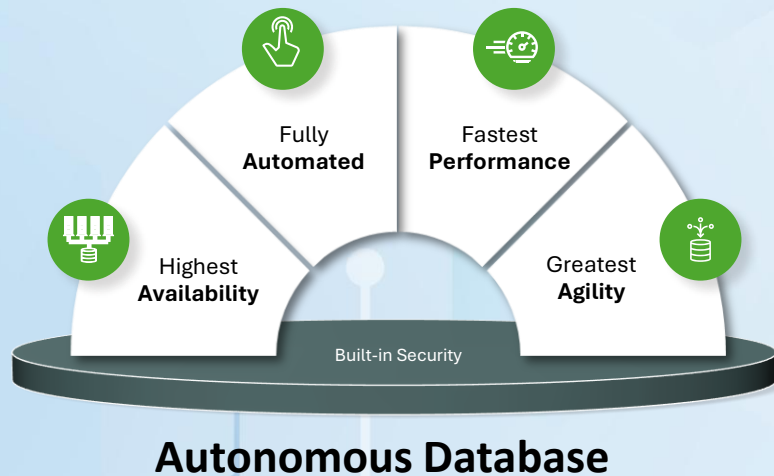
Proof of Value
4–8 Weeks
Pilot deployment with 1–2 workloads, validate business case, measure outcomes

Azure Accelerate for Oracle Partner Reseller Program • Trusted expert access at no cost • Azure credits to minimize migration risk • Assessment → Pilot → Full implementation support • Streamlined procurement via Marketplace • Unified billing through MACC • Microsoft AI Cloud Partners + Oracle Partner Network

“In 12 months, the market will be divided into two groups: Organizations that transformed their Oracle estates into AI-powered competitive advantages, and organizations still debating whether multcloud is worth the complexity. Which side of history will you choose?”

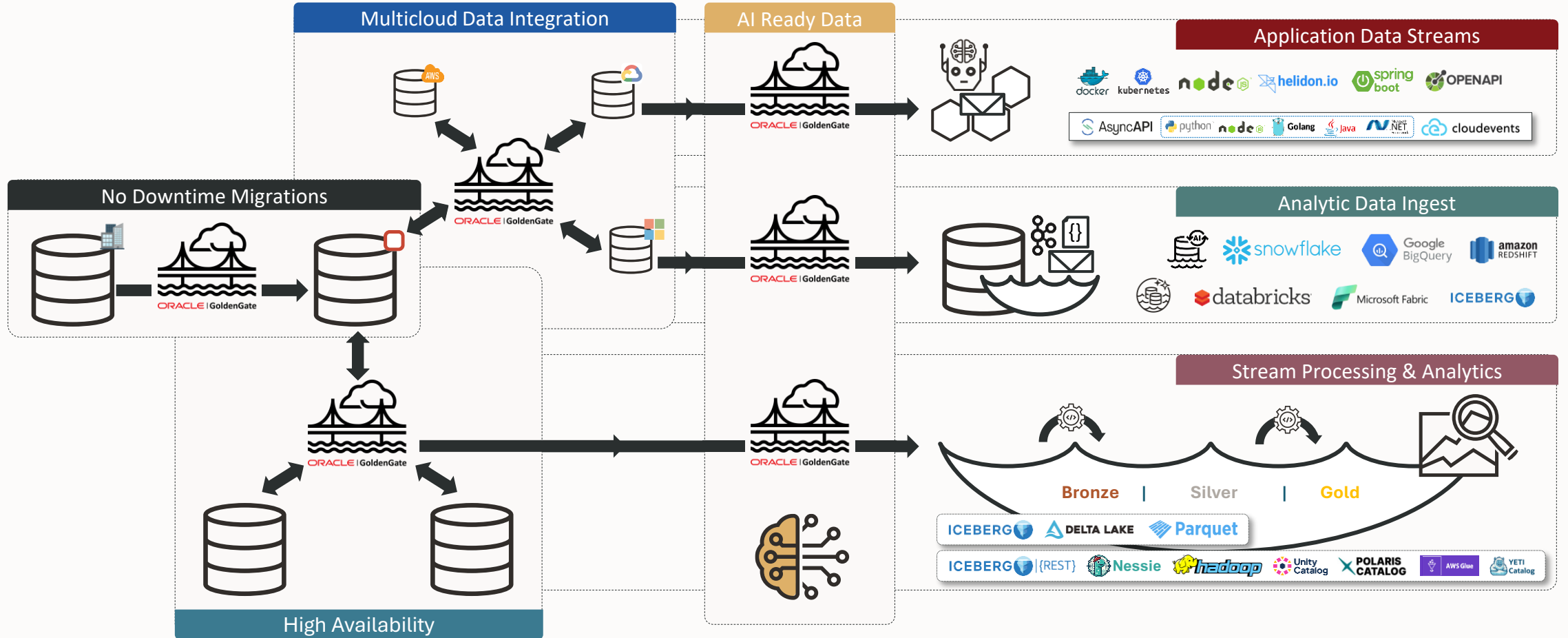
CTOs: What’s preventing Oracle from powering your AI strategy? **CFOs:** What would 40–75% cost reduction mean for innovation? **CEOs:** If competitors ship AI features 10x faster, what’s your move?

Autonomous Database: A fully automated and managed Oracle Database



- Built on **Oracle Database**, the primary custodian of the world's business data
- Available in **OCI, customer data centers, Azure, Google Cloud**, and coming soon in **AWS**
- Provides the **highest performance, availability, security, and scalability** via **Real Application Clusters on Exadata Cloud Infrastructure**
- Securely supports **any workloads** from the simplest to the most mission critical
- **Elastically scales CPUs** from as small as two ECPU to handle the most demanding applications

Top 7 Use Cases



Thank you