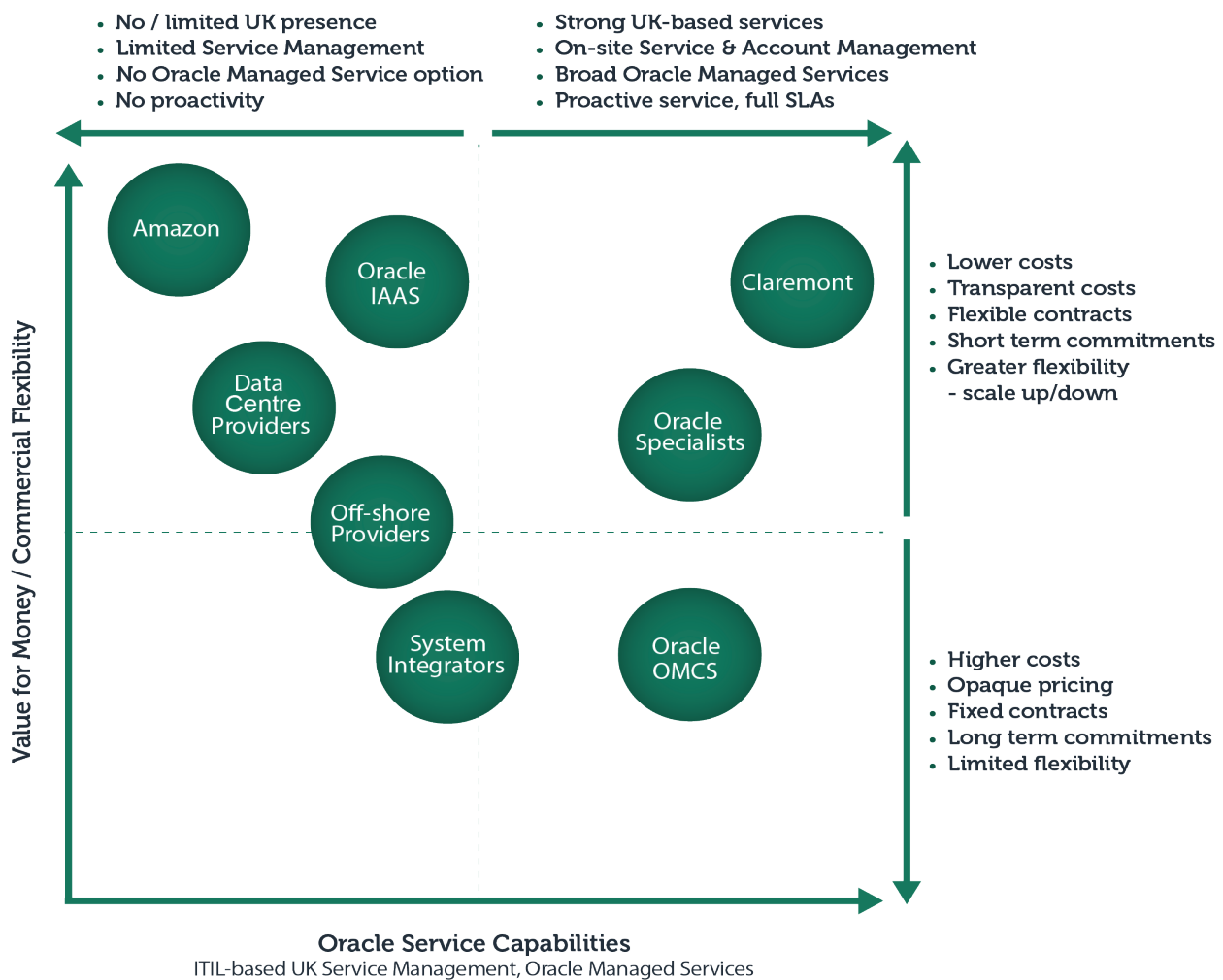# DATASHEET

Claremont Cloud Hosting

The right Oracle hosting partner balances service, capability & cost. No provider excels in every area.

CLAREMONT

- No / limited UK presence
- Limited Service Management
- No Oracle Managed Service option
- No proactivity

- Strong UK-based services
- On-site Service & Account Management
- Broad Oracle Managed Services
- Proactive service, full SLAs

Value for Money / Commercial Flexibility

- Amazon
- Oracle IAAS
- Data Centre Providers
- Off-shore Providers
- System Integrators
- Claremont
- Oracle Specialists
- Oracle OMCS

- Lower costs
- Transparent costs
- Flexible contracts
- Short term commitments
- Greater flexibility
  - scale up/down

- Higher costs
- Opaque pricing
- Fixed contracts
- Long term commitments
- Limited flexibility

Oracle Service Capabilities
ITIL-based UK Service Management, Oracle Managed Services

INNOVATE • INSPIRE • IMPROVE

ORACLE Gold Partner | INVESTORS IN PEOPLE | Gold | FSC