



Oracle Business Intelligence Applications Global Price List
Component Pricing
July 17, 2008

All Business Intelligence Technology products are listed only on the Oracle Technology Global Price List, including prerequisites. Application-Specific Full-Use (ASFU) pricing and licensing is not available for Business Intelligence Application Products, unless specifically provided for in a valid Oracle distribution agreement effective prior to August 2, 2007.

Enterprise Performance Management Applications

	License Price	Software Update License & Support	Licensing Metric	Minimum	Notes
Enterprise Performance Management Applications					
Hyperion Financial Management Plus	5,200	1,144	Application User	25	1
Hyperion Planning Plus	3,500	770	Application User	25	1
Hyperion Workforce Planning	900	198	Application User	25	
Hyperion Capital Asset Planning	900	198	Application User	25	
Integrated Operational Planning	11,000	2,420	Application User	25	
Hyperion Profitability and Cost Management	25,000	5,500	Application User	25	
Hyperion Performance Scorecard Plus	800	176	Application User	25	1
Hyperion Strategic Finance	24,500	5,390	Application User	5	
Hyperion Strategic Finance for Banking	8,100	1,782	Application User	10	
Hyperion Enterprise	2,900	638	Application User	25	
Hyperion Business Modeling (Controlled Availability)	5,800	1,276	Application User	10	
Hyperion Financial Data Quality Management	2,900	638	Application User	25	
Option: Hyperion Financial Data Quality Management Adapter for Financial Management	600	132	Application User	25	2
Option: Hyperion Financial Data Quality Management Adapter Suite	600	132	Application User	25	2
Hyperion Financial Data Quality Management for Hyperion Enterprise	2,300	506	Application User	25	
Option: Hyperion Financial Data Quality Management Adapter Suite	600	132	Application User	25	2,3
Hyperion Data Integration Management	69,000	15,180	Computer	1	4
Option: Hyperion Data Integration Management Source Adapter	57,500	12,650	Computer	1	2,4,5
Option: Hyperion Data Integration Management Team Based Development	17,300	3,806	Computer	1	2,4
Hyperion Data Relationship Management	16	3.52	Record	20,000	
Hyperion Data Relationship Steward	5,800	1,276	Application User		

Oracle Business Intelligence Applications, Fusion Edition (Siebel Analytics-based products)

Please check the Oracle Business Intelligence Applications Price List Supplement for prerequisite product information.

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The products in the vertical content sections are intended for use only with Siebel CRM applications.

	License Price	Software Update License & Support	Licensing Metric	Minimum	Notes
BI Applications, Fusion Edition - CRM Analytics					
Sales Analytics, Fusion Edition	5,800	1,276	Application User	25	
Service Analytics, Fusion Edition	5,800	1,276	Application User	25	
Contact Center Telephony Analytics, Fusion Edition	5,800	1,276	Application User	25	
Marketing Analytics, Fusion Edition	5,800	1,276	Application User	25	
Pricing Analytics, Fusion Edition	5,800	1,276	Application User	25	
Partner Analytics, Fusion Edition	5,800	1,276	Application User	25	
BI Applications, Fusion Edition - ERP Analytics					
Supply Chain and Order Management Analytics, Fusion Edition	5,800	1,276	Application User	25	
Financial Analytics, Fusion Edition	5,800	1,276	Application User	25	
Procurement & Spend Analytics, Fusion Edition	5,800	1,276	Application User	25	
Human Resources Analytics, Fusion Edition	150	33	Employee		
BI Applications, Fusion Edition - Telecom Analytics					
Telecom Sales Analytics Fusion Edition	5,800	1,276	Application User	25	
Telecom Service Analytics Fusion Edition	5,800	1,276	Application User	25	
Telecom Marketing Analytics Fusion Edition	5,800	1,276	Application User	25	

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	License Price	Software Update License & Support	Licensing Metric	Minimum	Notes
BI Applications, Fusion Edition - Financial Services Analytics					
Finance Sales Analytics Fusion Edition	5,800	1,276	Application User	25	
Finance Service Analytics Fusion Edition	5,800	1,276	Application User	25	
Finance Marketing Analytics Fusion Edition	5,800	1,276	Application User	25	
Finance Retail Analytics Fusion Edition	5,800	1,276	Application User	25	
Finance Institutional Analytics Fusion Edition	5,800	1,276	Application User	25	
Financial Services Profitability Analytics	5,800	1,276	Application User	50	6
Financial Services Asset Liability Management Analytics	11,500	2,530	Application User	25	
BI Applications, Fusion Edition - Insurance Analytics					
Insurance Sales Analytics Fusion Edition	5,800	1,276	Application User	25	
Insurance Service Analytics Fusion Edition	5,800	1,276	Application User	25	
Insurance Marketing Analytics Fusion Edition	5,800	1,276	Application User	25	
Insurance Partner Manager Analytics Fusion Edition	5,800	1,276	Application User	25	
BI Applications, Fusion Edition - Life Sciences Analytics					
Pharma Sales Analytics Fusion Edition	5,800	1,276	Application User	25	
Pharma Marketing Analytics Fusion Edition	5,800	1,276	Application User	25	
BI Applications, Fusion Edition - Consumer Goods Analytics					
Consumer Goods Trade Funds Analytics, Fusion Edition	5,800	1,276	Application User	25	
BI Applications, Fusion Edition - Public Sector Analytics					
Case Management Analytics Fusion Edition	5,800	1,276	Application User	25	
Real-Time Decision (RTD) Applications					
Oracle Real-Time Decisions for Siebel Intelligent Offer Generation	1,800	396	Application User	25	

PRICING NOTES

- 1 Customers with legacy Hyperion pre-System 9 product licenses must pay a Foundation Enablement migration fee to migrate to the corresponding Oracle Hyperion licenses, which include Hyperion Foundation Services. Additional information can be found on eSource > Acquisitions > Hyperion > Pricing > Migrations.
- 2 Hyperion product option license quantities must match the number of licenses of the associated Hyperion product. Examples include:
 - The number of Hyperion Financial Data Quality Management Financial Management Adapter Application User licenses must match the number of Hyperion Financial Data Quality Management Application User licenses.
 - The number of Hyperion Data Integration Management SAP BW Adapter Computer licenses must match the number of Hyperion Data Integration Management Computer Licenses.
- 3 When licensing Hyperion Financial Data Quality Management Adapter Suite as an option to Hyperion Financial Data Quality Management for Hyperion Enterprise, only the Tax Adapter and Batch Automation may be used.
- 4 Hyperion Data Integration Management, Hyperion Data Integration Management Team Based Development, and the Hyperion Data Integration Management Adapters for SAP BW, SAP R3, Peoplesoft and Siebel are licensed by Computer. Each Computer license is limited to support the use of up to 8 CPUs and each Computer license must be licensed in increments of 8 CPUs. Each core is recognized as a CPU. For computers that have more than 8 CPUs, additional Computer licenses must be purchased based upon the amount of CPUs that you are using. For example, if you are using Hyperion Data Integration Management on 12 CPUs, you need to purchase 2 Computer licenses; if you are using Hyperion Data Integration Management on 17 CPUs, you need to purchase 3 Computer licenses.

These programs may be used solely in connection with moving data into and out of a Hyperion Data Store(s) (data/metadata repository(ies) delivered with the Hyperion programs.) These programs may not be used to extract data from a non-Hyperion Data Store(s) to load a custom data warehouse (a data warehouse not built solely from data from a Hyperion Data Store(s)).

The Hyperion Data Integration Management Computer license allows for such program to 1) connect to the following relational databases only: Oracle, Sybase, IBM DB2, MS SQL Server and 2) source from and write to an unlimited number of flat file/XML files. Hyperion Data Integration Management Adapters for SAP BW, SAP R3, PeopleSoft and Siebel must be licensed separately to allow Hyperion Data Integration Management to connect to these additional sources.
- 5 Following is the list of available Hyperion Data Integration Management Source Adapters, that must be licensed separately: SAP R3, SAP BW, PeopleSoft and Siebel.
- 6 Financial Services Profitability Analytics is designed to integrate with OFSA. There is no ETL so the Informatica requirement does not apply to Financial Services Profitability Analytics.

DEFINITIONS

Application User: is defined as an individual authorized by you to use the applicable licensed application programs which are installed on a single server or on multiple servers regardless of whether the individual is actively using the programs at any given time. If you license the Oracle Self Service Work Request option in conjunction with Oracle Enterprise Asset Management, you are required to maintain licenses for the equivalent number of Application Users licensed and you are granted unlimited access to initiate work requests, view work request status and view scheduled completion dates for your entire employee population. Application Users licensed for Oracle Order Management are allowed to manually enter orders directly into the programs but any orders entered electronically from other sources must be licensed separately. For Oracle Sourcing, Oracle iSupplier Portal, and Oracle Services Procurement programs, use by your external suppliers is included with your application user licenses.

Computer: is defined as the computer on which the programs are installed. A Computer license allows you to use the licensed program on a single specified computer.

Employee: is defined as all of your full-time, part-time, temporary employees and all of your agents, contractors and consultants. The quantity of the licenses required is determined by the number of Employees and not the actual number of users. In addition, if you elect to outsource any business function(s) to another company, all of the company's full-time, part-time, temporary employees and agents, contractors and consultants that are providing the outsourcing services for you must be counted for the purposes of determining the number of Employees.

Record: The Customer Hub B2B is a bundle that includes two components, Siebel Universal Customer Master B2B and Oracle Customer Data Hub. For the purposes of the Customer Hub B2B application, record is defined as the total number of unique customer database records stored in the Customer Hub B2B application (i.e., stored in a component of Customer Hub B2B). A customer database record is a unique business entity or company record which is stored as an account for the Siebel Universal Customer Master B2B product or as an organization for the Oracle Customer Data Hub product.

The Customer Hub B2C is a bundle that includes two components, Siebel Universal Customer Master B2C and Oracle Customer Data Hub. For the purposes of the Customer Hub B2C application, record is defined as the total number of unique customer database records stored in the Customer Hub B2C application (i.e., stored in a component of Customer Hub B2C). A customer database record is a unique consumer (i.e., physical person) record which is stored as a contact for the Siebel Universal Customer Master product or as a person for the Oracle Customer Data Hub product.

The Product Hub is a bundle that includes two components, Siebel Universal Product Master and Oracle Product Information Management Data Hub. For the purposes of the Product Hub application, record is defined as the total number of unique product database records stored in the Product Hub application (i.e., stored in a component of Product Hub). A product database record is a unique product component or SKU stored in the MTL_SYSTEM_ITEMS table with an active or inactive status and does not include any instance items (i.e. *-star items) or organization assignments of the same item.

For the purposes of the Case Hub program a record is defined as the total number of unique case database records that may be stored in the Case Hub application.. A case database record is a unique request or issue requiring investigation or service stored in S_CASE table with an active or inactive status.

For all application programs licensed as record, please see the application licensing prerequisites as specified in the Applications Licensing Table which may be accessed at <http://oracle.com/contracts> for the grant and restrictions of the underlying Oracle technology.

For the Hyperion Data Relationship Management program, a record is defined as the unique occurrence of any business object or master data construct that you choose to manage within the program. Records may describe any number of enterprise information assets, commonly referred to as base members, including but not limited to cost centers, ledger accounts, legal entities, organizations, products, vendors, assets, locations, regions or employees. Additionally, a record may also be a summary object, commonly referred to as a rollup member, that either summarizes base members or describes hierarchical information associated with underlying base members. Records represent unique occurrences and they do not include any duplicates or shared references that may be essential for master data management purposes.

For a complete list of products offered by Oracle Corporation, please visit the Oracle eDelivery site:

<http://edelivery.oracle.com>

GENERAL LICENSING RULES

TERM DESIGNATION

Term licensing available for all Oracle Products. The list price for a term license is based on a specific percentage of the perpetual license price. Annual terms licenses are available from 1 to 5 years: 1 year - 20% of list; 2 year - 35% of list, 3 year - 50% of list, 4 year 60% of list and 5 year 70% of list. Support for all term licenses is 22% of net perpetual fee.

If your Program License does not specify a term, the Program license is perpetual and shall continue unless terminated as otherwise provided in the Agreement.

5 Year Term:

A Program license specifying a 5 Year Term shall commence on the Effective Date of the order and shall continue for a period of 5 years. At the end of the 5 Year Term the Program license shall terminate automatically.

4 Year Term:

A Program license specifying a 4 Year Term shall commence on the Effective Date of the order and shall continue for a period of 4 years. At the end of the 4 Year Term the Program license shall terminate automatically.

3 Year Term:

A Program license specifying a 3 Year Term shall commence on the Effective Date of the order and shall continue for a period of 3 years. At the end of the 3 Year Term the Program license shall terminate automatically.

2 Year Term:

A Program license specifying a 2 Year Term shall commence on the Effective Date of the order and shall continue for a period of 2 years. At the end of the 2 Year Term the Program license shall terminate automatically.

1 Year Term:

A Program license specifying a 1 Year Term shall commence on the Effective Date of the order and shall continue for a period of 1 year. At the end of the 1 Year Term the Program license shall terminate automatically.

ORACLE SUPPORT SERVICES

Oracle Support Services (OSS) offers the following programs: Software Update License & Support to provide customers with the right to Oracle product upgrades and 24x7 support of all Oracle products, and Oracle Advanced Customer Support for a menu of additional services designed to provide an enhanced level of support. Services may vary by country. For availability, contact your local Support Sales representative. For a complete description of Oracle Support Services programs, refer to the Sales Support website at <http://www.oracle.com/Support>

Software Update License & Support

Software Updates License & Support provides customers with the right to product upgrades and 24x7 technical support, and is available for five years from the release date of the product. Product upgrades includes upgraded versions of software, maintenance releases and patches. Customers receive direct access Oracle experts for product-specific questions about installing and operating Oracle software. Web based support is provided via OracleMetaLink. Features of MetaLink include proactive notifications, customized home pages, technical libraries and forums, product life-cycle information, a bug database, and the ability to log technical

Support Renewals

Prices shown on this price list are annual fees that apply to both perpetual and term licenses for first year support only. The price of a technical support renewal for Software Update License & Support is the technical support fees paid for the same licenses in the prior year, increased by the Inflationary Adjustment Rate (IAR). For licenses with an active Contractual Cap Rate (CCR), support is increased by the lower of the CCR or the IAR. Oracle uses two different renewal adjustments: the Inflationary Adjustment Rate (IAR) and the Local Renewal Adjustment (LRA). Support for all licenses is adjusted by the greater of the LRA or the IAR. In all cases, any valid technical support cap included in a license agreement or ordering document that governs the licenses, limits the renewal adjustment. For more information on renewal adjustments, contact your Support Sales representative.

Advanced Customer Support

Advanced Customer Support is designed to provide an enhanced level of support to Oracle customers. Advanced Customer Support delivers tailored, flexible support solutions built to meet the customers' specific business requirements. Advanced Customer Support customers have the flexibility to purchase standard or combine standard services with specific offerings to provide a full solution.

Contact your local Support Sales representative for Advanced Customer Support information and pricing.

Incident Server Support Packages

Incident Server Support Packages provide incident-based web support for the following limited product sets:

- Oracle Database Server Support Package (2,300 USA (Dollar) for 10 incidents on one server):
Oracle Database Enterprise Edition, Oracle Database Standard Edition, Standard Edition One, Partitioning, Real Application Clusters
- Oracle Application Server Support Package (1,150 USA (Dollar) for 10 incidents on one server):
Internet Application Server Enterprise Edition, Internet Application Server Standard Edition, Internet Application Server Java Edition

With the purchase of Incident Server Support Packages, customers receive access to OracleMetaLink, which provides 24x7 web-based technical support, including web-based Technical Assistance Requests.

Customer Support Services Policies and Definitions

The complete policy can be found in the Technical Support Policies at <http://www.oracle.com/support>

Extended Support

Customers with current Software Updates, License & Support can support their product for a further 3 years, past the initial 5 years from the general availability date of the product, by purchasing Extended Support. Extended Support fees are applied to the desupported Oracle programs only. Extended Support fees consist of the prior year's fee for Software Updates & Support plus the applicable renewal adjustment, plus an additional fee based on the year. Additional fees are as follows:

- Year 6 after product release: 10% of current year's Software Update License & Support
- Year 7 after product release: 20% of current year's Software Update License & Support
- Year 8 after product release: 20% of current year's Software Update License & Support

Extended Support offers the following:

- Updates, fixes and security alerts
- Tax, legal and regulatory updates
- Upgrade scripts
- Technical support
- Major product and technology releases

Sustaining Support

Sustaining Support offered in years 9 and beyond provides technical support—i.e., access to Oracle's online and call-center support—and rights to future products for as long the customer is purchasing support. Sustaining support is charged as per renewal pricing, found in the "Support Renewals" section above.

Sustaining Support provides:

- Technical Support
- Access to MetaLink/Customer Connection
- Major product and technology releases
- Pre-existing fixes

ORACLE ON DEMAND

Oracle offers complete application, database, and hardware management services, which can help lower a customer's IT maintenance costs and increase support resolution time.

Administration Services

Administration Services are system administration, application technology management and monitoring activities provided remotely by Oracle for licensed Oracle programs. Administration Services are contracted on yearly terms; the billing is annual in advance.

Computer and Administration Services

Computer Services must be sold together with Administration Services. Computer and Administration Services are system administration, application technology management, and monitoring activities for licensed Oracle programs that are provided by Oracle from a data center hosting facility to which the customer has remote applications access. Computer and Administration Services are contracted on yearly terms; the billing is annual in advance.