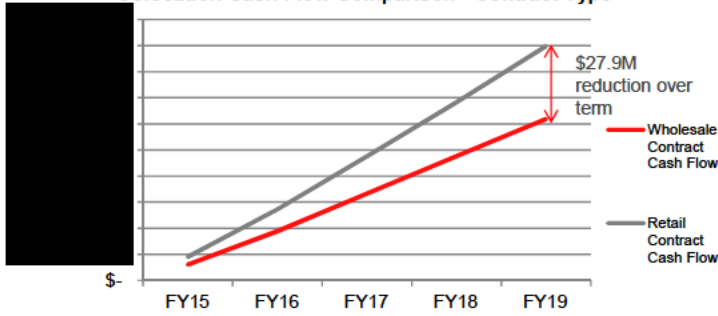


# Oracle Cloud FY15 Deployment Cash Flow – Options Analysis

Colocation Cash Flow Comparison - Contract Type



Contract Structure:

- 5 year term
- 1 to 1.5 year ramp period on space cost – pending negotiations
- Full metered power billing model. Removing stranded operational expense on unused power

Benefits:

- Reduce and lock in price point on recurring cost for future requirements
- Allows contiguous growth, reduction of capex
- Leverage space for consolidation or relocation initiatives out of high cost contracts

Our new contract structure will result in budget reduction and significant avoidance of stranded OPEX between equal contracted capacities. The new contract structure will extend budget requested supporting FY15 growth from 3 to 5 years

	Retail Contract Annual Fixed Cost	Wholesale Contract Annual Fixed Cost	Wholesale Contract Fixed + Variable (based on power draw projections)
FY15	Black	Black	Green
FY16	Black	Black	Green
FY17	Black	Black	Green
FY18	Black	Black	Green
FY19	Black	Black	Green
Total	Black	Black	Red

