The logo for Mosaic Technology Corporation is a stylized mosaic design. It features a large diamond shape at the top, composed of smaller triangles in shades of blue, orange, and white. Below this, there are several rows of squares in various shades of blue, orange, and white, arranged in a pattern that suggests a staircase or a grid. The overall design is geometric and colorful.

Mosaic Technology Corporation

Oracle Session

Bill Moulin,
Vice President, Reseller Sales
ASCDI, Venice, June 2013



Refurb Sun/EU: Overview

- Oracle Vision and Roadmap
- Changes in secondary market
- Counterfeit Products



Oracle Vision and Roadmap

- Sunfire X64 Intel Servers
 - X3-2/X4170M3, X3-2L/X4270M3, X2-4/X4470M2, X2-8/X4800M2
 - Oracle Database Appliance (ODA) – X3-2 (Intel/AMD)
 - Solaris, Windows, Redhat
- Sun Cool Threads CMT Servers
 - T4, T5, M5
 - Sparc T4/T5, Solaris
- Sun Sparc Enterprise Servers
 - M5-32
 - M10
 - Sparc64, Solaris
- Blades
 - SB6000 Gen2 Rev2
 - T4-1B, T5-1B, X3-2B




Oracle Vision and Roadmap

- Netra
 - Netra Sparc T4-1/T4-2
 - X3-2 AC/DC
 - Netra 6000 Blade Chassis AC/DC
 - Netra Sparc Blade T4-1B/X3-2B
- T3-T4 = 5X Performance Increase
- T4-T5 = 2.5X Performance Increase, 30% Clock Speed, 4 X Scalability
- Hardware/Database/License Tightly Coupled Performance and Pricing
- Aggressive pricing strategy to purchase bundle
- Take back lost hardware market share from HP, Dell, IBM,...



Changes in Secondary Market

- Move to TP Service and Spares.
 - Good support and re-certification of EOL product.
 - New = New = Oracle/Sun Sales Order Authentication for Oracle/Sun Service.
 - Service uplift in Oracle/Sun Pricelist.
- 



Counterfeit Product

- Large amounts continue to pollute supply lines.
- Mostly memory and disk...some ethernet/fc HBA's.
- Combination of visual and electronic.
- Heavy penalties (fines and incarceration) in US.
- Erosion of "real" product markets.
- Quarantine requirements (US)
- Trade Service Involvement and Enforcement