ORACLE CLOUDWORLD 2024 EXPLORING INSIGHTS & OPPORTUNITIES

VIDEO TRANSCRIPT

With Samia Tarraf and Rod Johnson

1

00:00:04,680 --> 00:00:09,240

Hi, everybody. We are so excited for such

2

00:00:07,560 --> 00:00:11,599

a fabulous week that we're having at

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00:00:09,240 --> 00:00:14,040

Oracle Cloud world. I have the privilege

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00:00:11,599 --> 00:00:16,199

of having Rod Johnson here with me today.

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00:00:14,040 --> 00:00:18,680

Rod is the Executive Vice President of

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00:00:16,199 --> 00:00:20,720

cloud applications for Oracle here in

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00:00:18,680 --> 00:00:24,279

North America. Thank you for joining me

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00:00:20,720 --> 00:00:26,679

today. First question. It has been a

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00:00:24,279 --> 00:00:28,400

fantastic week. You guys have made some

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00:00:26,679 --> 00:00:30,679

incredible announcements and you had a

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00:00:28,400 --> 00:00:32,439

phenomenal earning statement.

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00:00:30,679 --> 00:00:35,040

Share with us a little bit about what

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00:00:32,439 --> 00:00:36,760

has been the most exciting for you?

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00:00:35,040 --> 00:00:39,640

The number one thing besides spending

15

00:00:36,760 --> 00:00:42,360

time with you is just all of

16

00:00:39,640 --> 00:00:44,559

our customers, we have 15,000

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00:00:42,360 --> 00:00:46,440

customers here and just to hear their

18

00:00:44,559 --> 00:00:48,239

stories how they're making a difference

19

00:00:46,440 --> 00:00:50,480

with their business, the

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00:00:48,239 --> 00:00:53,480

Transformation. So that's number one.

21

00:00:50,480 --> 00:00:55,840

The customers are doing so many

22

00:00:53,480 --> 00:00:57,960

incredible things to transform finance

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00:00:55,840 --> 00:01:00,320

and employee experience in the supply

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00:00:57,960 --> 00:01:02,399

chain and customer experience and see

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00:01:00,320 --> 00:01:04,680

them up there sharing their stories with

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00:01:02,399 --> 00:01:06,600

other customers is obviously

27
00:01:04,680 --> 00:01:08,080
what this is all about. And, then other

28
00:01:06,600 --> 00:01:11,640
thing is just the pace of innovation.

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00:01:08,080 --> 00:01:14,360
It's staggering to me

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00:01:11,640 --> 00:01:16,600
just to see the immense power of the

31
00:01:14,360 --> 00:01:18,320
Oracle Engineering teams and what

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00:01:16,600 --> 00:01:22,360
they've been working on and obviously

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00:01:18,320 --> 00:01:24,520
generative AI is huge, and 100 new use

34
00:01:22,360 --> 00:01:26,799
cases we've rolled out already the next

35
00:01:24,520 --> 00:01:28,040
intelligent agents we're delivering

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00:01:26,799 --> 00:01:30,439
what we're doing in the supply chain

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00:01:28,040 --> 00:01:33,399
area is to

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00:01:30,439 --> 00:01:35,399
revolutionize how we connect

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00:01:33,399 --> 00:01:37,399
so much wealth of like great

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00:01:35,399 --> 00:01:38,600
innovation. I'll build on that

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00:01:37,399 --> 00:01:40,320

actually and say like when you're

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00:01:38,600 --> 00:01:43,040

talking about our customers and

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00:01:40,320 --> 00:01:45,280

innovation we've got wonderful customers

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00:01:43,040 --> 00:01:46,719

out here with us today. The NFL is one of

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00:01:45,280 --> 00:01:48,360

them and one of the most fascinating

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00:01:46,719 --> 00:01:49,560

things they're doing with Oracle cloud

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00:01:48,360 --> 00:01:52,079

is they're looking at how they're going

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00:01:49,560 --> 00:01:55,159

to use their data to revolutionize the

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00:01:52,079 --> 00:01:56,840

game and where they started was with

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00:01:55,159 --> 00:01:58,320

a finance transformation that is just

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00:01:56,840 --> 00:02:01,039

their starting point and now they

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00:01:58,320 --> 00:02:03,039

are moving into work around on generative AI

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00:02:01,039 --> 00:02:05,560

when you think about your Partnerships

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00:02:03,039 --> 00:02:07,240

actually and Safra has said

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00:02:05,560 --> 00:02:09,360

partnership was the new leadership which

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00:02:07,240 --> 00:02:10,920
I love. So, when you think about

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00:02:09,360 --> 00:02:13,440
all of your partnerships and

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00:02:10,920 --> 00:02:15,920
ours, how do you see those Partnerships

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00:02:13,440 --> 00:02:17,400
evolving with the pace of innovation?

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00:02:15,920 --> 00:02:21,840
I think every customer is sort of

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00:02:17,400 --> 00:02:24,680
asking now is they know that digital tools,

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00:02:21,840 --> 00:02:26,120
digital technologies are essential for any

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00:02:24,680 --> 00:02:28,120
business. That's been true

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00:02:26,120 --> 00:02:30,360
for a long time. I just think

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00:02:28,120 --> 00:02:32,480
that's amplified so much

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00:02:30,360 --> 00:02:34,920
more with this next wave of innovation

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00:02:32,480 --> 00:02:38,000
that we're all sort of trying to harness.

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00:02:34,920 --> 00:02:40,840
So, I think the partnership is just

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00:02:38,000 --> 00:02:41,680
the intimacy of really

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00:02:40,840 --> 00:02:43,400

understanding what are these key

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00:02:41,680 --> 00:02:45,319

outcomes they're trying to grab

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00:02:43,400 --> 00:02:48,080

hold off, whether it's an outcome

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00:02:45,319 --> 00:02:50,120

to one of our one of

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00:02:48,080 --> 00:02:52,159

our clients today in the defense sector

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00:02:50,120 --> 00:02:54,760

like how do we help our

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00:02:52,159 --> 00:02:57,159

military professionals

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00:02:54,760 --> 00:02:58,959

spend less time working on administrative

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00:02:57,159 --> 00:03:01,000

stuff and more time doing their mission and

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00:02:58,959 --> 00:03:02,879

I think that end user and how

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00:03:01,000 --> 00:03:05,159

we're really helping impact is what really

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00:03:02,879 --> 00:03:06,560

matters most. Rod, something we did this

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00:03:05,159 --> 00:03:08,879

week was launch our digital core

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00:03:06,560 --> 00:03:10,519

research together and what I love about

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00:03:08,879 --> 00:03:12,720

talking about digital core research is

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00:03:10,519 --> 00:03:15,319

when our customers buy Oracle Cloud they

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00:03:12,720 --> 00:03:17,599

get a digital core and so

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00:03:15,319 --> 00:03:19,720

when you are thinking about data and

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00:03:17,599 --> 00:03:22,040

what that digital core is, what do our

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00:03:19,720 --> 00:03:23,560

clients need to do now to make sure that

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00:03:22,040 --> 00:03:26,080

they're getting it right, as they are

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00:03:23,560 --> 00:03:28,439

looking at that pace of innovation? What

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00:03:26,080 --> 00:03:32,159

I love about your research is you guys

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00:03:28,439 --> 00:03:34,439

really look at problems holistically.

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00:03:32,159 --> 00:03:36,319

Obviously, you can do little things at

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00:03:34,439 --> 00:03:38,000

the edge that maybe have some advantage

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00:03:36,319 --> 00:03:40,360

but if you don't get the digital core

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00:03:38,000 --> 00:03:42,840

Right, then you don't have

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00:03:40,360 --> 00:03:45,000

that foundation for that platform to have

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00:03:42,840 --> 00:03:46,239

sustained innovation, sustained impact.

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00:03:45,000 --> 00:03:47,560

And I think the biggest topic is that we're

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00:03:46,239 --> 00:03:49,640

spending a lot of time with clients

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00:03:47,560 --> 00:03:52,200

again, is data. That's right. Everyone has

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00:03:49,640 --> 00:03:55,680

recognized data as a business asset

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00:03:52,200 --> 00:03:57,000

and it needs to be protected and

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00:03:55,680 --> 00:03:59,920

secured. But we need to be able to

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00:03:57,000 --> 00:04:01,239

harness it and organize it. And

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00:03:59,920 --> 00:04:03,680

it's obviously something that

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00:04:01,239 --> 00:04:05,120

Oracle is built on.

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00:04:03,680 --> 00:04:07,599

We started as the number one data

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00:04:05,120 --> 00:04:09,640

company. But that's heritage of what

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00:04:07,599 --> 00:04:12,200

we do now in the application layer, what

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00:04:09,640 --> 00:04:14,280

we do with a customer data platform or

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00:04:12,200 --> 00:04:15,519

product data platform or the

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00:04:14,280 --> 00:04:17,919

work we're doing on customers to help

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00:04:15,519 --> 00:04:19,959

them organize and harness the data.

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00:04:17,919 --> 00:04:23,000

Because, if you do that, I think the path

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00:04:19,959 --> 00:04:24,919

to intelligence and all the cognitive

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00:04:23,000 --> 00:04:26,600

stuff that's really cool, the time value

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00:04:24,919 --> 00:04:28,639

is just going to be incredibly fast.

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00:04:26,600 --> 00:04:31,400

It's true and you have to have your

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00:04:28,639 --> 00:04:33,280

digital core ready to actually be able

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00:04:31,400 --> 00:04:36,520

to harness the power of what you can do

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00:04:33,280 --> 00:04:38,120

with generative AI. My final question and I

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00:04:36,520 --> 00:04:41,800

might have a fun one for you at the end

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00:04:38,120 --> 00:04:43,639

but my final question kind of is when

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00:04:41,800 --> 00:04:45,880

you are looking at the next 12 months in

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00:04:43,639 --> 00:04:47,919

generative AI, what are you hearing from

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00:04:45,880 --> 00:04:49,759

your customers on what they are excited

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00:04:47,919 --> 00:04:51,840

about or what they need or what they

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00:04:49,759 --> 00:04:54,600

want with generative AI. I think

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00:04:51,840 --> 00:04:57,840

the biggest thing is you know usually

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00:04:54,600 --> 00:04:59,199

any new technology is overhyped.

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00:04:57,840 --> 00:05:01,000

Everything we can think about in time

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00:04:59,199 --> 00:05:03,039

is overhyped and there's been

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00:05:01,000 --> 00:05:04,720

this period of time, just an illusion,

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00:05:03,039 --> 00:05:05,880

that before it really breaks through, I

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00:05:04,720 --> 00:05:07,680

don't think we're going to see that,

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00:05:05,880 --> 00:05:09,160

particularly the AI. I think people are

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00:05:07,680 --> 00:05:11,759

actually

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00:05:09,160 --> 00:05:15,800

underestimating some of its potential

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00:05:11,759 --> 00:05:18,240

impacts in terms of how we

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00:05:15,800 --> 00:05:20,440

access information at all levels of the

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00:05:18,240 --> 00:05:23,440

Company, how we think about work and

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00:05:20,440 --> 00:05:25,800

Productivity, how it can augment the work

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00:05:23,440 --> 00:05:28,280

of every worker in a company and

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00:05:25,800 --> 00:05:29,960

the sort of productivity opportunity. I

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00:05:28,280 --> 00:05:32,240

think for some people, it's 10 to

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00:05:29,960 --> 00:05:33,919

40 to 50% productivity opportunity

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00:05:32,240 --> 00:05:35,600

out there to harness. Of course, it's

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00:05:33,919 --> 00:05:37,520

going to take time to adopt. It's going

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00:05:35,600 --> 00:05:40,479

to be hard but I think we're limited now

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00:05:37,520 --> 00:05:42,479

more by imagination than by capability.

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00:05:40,479 --> 00:05:44,440

I think that it's

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00:05:42,479 --> 00:05:46,160

Interesting. I'll say two things one I do

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00:05:44,440 --> 00:05:48,199

think sometimes Tech is Art, if you think

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00:05:46,160 --> 00:05:49,720

about it to your point around creativity.

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00:05:48,199 --> 00:05:51,479

And the other thing that I love about

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00:05:49,720 --> 00:05:56,080

Oracle and the value proposition you

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00:05:51,479 --> 00:05:58,720

bring is not only can Oracle bring

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00:05:56,080 --> 00:06:01,440

incredible richness to the

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00:05:58,720 --> 00:06:03,319

application stack, Oracle also offers the

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00:06:01,440 --> 00:06:05,560

security with everything that you bring

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00:06:03,319 --> 00:06:07,520

in your entire digital core.

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00:06:05,560 --> 00:06:09,319

I love that security piece

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00:06:07,520 --> 00:06:10,680

because

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00:06:09,319 --> 00:06:12,240

I'm responsible for the applications,

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00:06:10,680 --> 00:06:14,000

because it's something I don't need to

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00:06:12,240 --> 00:06:15,919

worry about. I just know you listened to

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00:06:14,000 --> 00:06:18,599

Larry yesterday talking about what we're

170

00:06:15,919 --> 00:06:20,440

doing to enhance Network level security

171

00:06:18,599 --> 00:06:22,000

and then we're thinking about stuff,

172
00:06:20,440 --> 00:06:23,720
how do we get these next levels to

173
00:06:22,000 --> 00:06:25,360
Safeguard, so we can really focus

174
00:06:23,720 --> 00:06:27,199
on solving the business problem. Because

175
00:06:25,360 --> 00:06:28,639
we don't take it for granted,

176
00:06:27,199 --> 00:06:30,479
because I know there are thousands of

177
00:06:28,639 --> 00:06:32,440
people who wake up every day to

178
00:06:30,479 --> 00:06:35,080
make sure we got the best, most

179
00:06:32,440 --> 00:06:37,240
robust security layers across

180
00:06:35,080 --> 00:06:39,840
everything that we do. You know who

181
00:06:37,240 --> 00:06:43,479
won the Super Bowl, speaking of the NFL

182
00:06:39,840 --> 00:06:44,440
and data, in 1977 the year that Oracle

183
00:06:43,479 --> 00:06:47,440
was

184
00:06:44,440 --> 00:06:49,280
Founded? Wow, I probably have to guess

185
00:06:47,440 --> 00:06:51,560
something like the Green Bay Packers or

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00:06:49,280 --> 00:06:52,840

something. You know I'm from Minnesota, it

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00:06:51,560 --> 00:06:55,599

was the Oakland Raiders beat the

188

00:06:52,840 --> 00:06:57,360

Minnesota Vikings in the 1977 super bowl.

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00:06:55,599 --> 00:06:58,759

Anyway, Rod, thank you so much for joining

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00:06:57,360 --> 00:07:00,479

me here today. I really appreciate it.

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00:06:58,759 --> 00:07:02,080

I just want to thank you. You are such

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00:07:00,479 --> 00:07:03,199

an amazing partner, not just you, but

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00:07:02,080 --> 00:07:08,479

Accenture is such an amazing part of our

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00:07:03,199 --> 00:07:08,479

Success. More to come.