

## Comparison between SAP and Oracle

	Item	SAP	Oracle
<b>Company Information</b>	<b>Headquarter</b>	<ul style="list-style-type: none"> <li>Germany</li> </ul>	<ul style="list-style-type: none"> <li>USA</li> </ul>
	<b>Position in Market</b>	<ul style="list-style-type: none"> <li>The largest vender of management software;</li> <li>Third-largest independent software company</li> </ul>	<ul style="list-style-type: none"> <li>The largest vender of data base software</li> <li>Second largest independent software company</li> </ul>
	<b>Product Line</b>	<ul style="list-style-type: none"> <li>ERP (including Financial, Human Resource, etc)</li> <li>Customer Relationship Management Software</li> <li>Enterprise Performance Management Software</li> <li>Internal Audit&amp; Compliance Software</li> <li>Supply Train Management Software</li> <li>Business Intelligence</li> <li>NetWeaver Tech Platform</li> <li>Core System</li> </ul>	<ul style="list-style-type: none"> <li>Oracle</li> <li>Oracle Business Intelligence (Financial)</li> <li>PeopleSoft</li> <li>Data Base Software</li> <li>Siebel Client Management Software</li> <li>Hyperion Enterprise Performance Management Software</li> <li>BEA middleware products</li> <li>Oracle business</li> </ul>
<b>Experience in Insurance Domain</b>	<b>Product Line</b>	<ul style="list-style-type: none"> <li>Policy Administration System</li> <li>Claim Administration System</li> <li>Reinsurance Administration System</li> <li>Commission Administration System</li> <li>Billing&amp; Payment Administration System</li> <li>Insurance Industry Client Relationship Administration System</li> <li>Financial Assets Administration System</li> <li>ERP</li> <li>BI</li> </ul>	No core system for insurance industry. To purchase third-party software vender to fulfill the project
	<b>International Client</b>	<ul style="list-style-type: none"> <li></li> </ul>	<ul style="list-style-type: none"> <li></li> </ul>
	<b>Local Client</b>	<ul style="list-style-type: none"> <li></li> </ul>	<ul style="list-style-type: none"> <li></li> </ul>
	<b>Partner</b>	<ul style="list-style-type: none"> <li>IBM</li> <li>Accenture</li> <li>PWC</li> </ul>	<ul style="list-style-type: none"> <li>凯捷</li> <li>宇信易诚</li> <li>汉德</li> </ul>

		<ul style="list-style-type: none"> <li>• Dimension InfoTech</li> <li>• CSC</li> </ul>	<ul style="list-style-type: none"> <li>• IBM</li> </ul>
<b>Software Package &amp; Technical Support</b>	<b>Modules of Finance Sub System</b>	<ul style="list-style-type: none"> <li>• Financial Accounting Management</li> <li>• Capital Management</li> <li>• Asset Management</li> <li>• Financial Reporting Platform</li> <li>• Budget Management</li> <li>• Expense Management</li> <li>• Financial Performance Management</li> <li>• Audit Information System</li> <li>• GRC</li> <li>• New-Version Budget planning</li> </ul>	<ul style="list-style-type: none"> <li>• Oracle Financial</li> <li>• OFSA</li> <li>• I-Expense</li> <li>• Treasury</li> <li>• Hyperion</li> </ul>
	<b>Other Function</b>	<ul style="list-style-type: none"> <li>• Software package includes system performance monitor, Backup &amp; Restore, System function, etc.</li> </ul>	<ul style="list-style-type: none"> <li>• There is no System function in the software package</li> </ul>
	<b>Purchase Method</b>	<ul style="list-style-type: none"> <li>• Not based on module</li> </ul>	<ul style="list-style-type: none"> <li>• Base on module</li> <li>• User accounts &amp; licenses will also be taken into price consideration</li> </ul>
		<ul style="list-style-type: none"> <li>• Financial accounting and management accounting are independent, to support cost management and analysis in more efficient way</li> </ul>	<ul style="list-style-type: none"> <li>• Complicate in COA setting, not flexible</li> </ul>
	<b>Expense Allocation</b>	<ul style="list-style-type: none"> <li>• Management accounting is flexible</li> </ul>	<ul style="list-style-type: none"> <li>• There is no expense allocation function</li> </ul>
	<b>Interface between Bank and Insurance</b>	<ul style="list-style-type: none"> <li>• Experienced in interface between bank and insurance</li> </ul>	<ul style="list-style-type: none"> <li>• No such experience</li> </ul>
	<b>Focus on</b>	<ul style="list-style-type: none"> <li>• Business user capability</li> </ul>	<ul style="list-style-type: none"> <li>• IT capability</li> </ul>
	<b>Satisfy CIRC regulation</b>	<ul style="list-style-type: none"> <li>• Easy</li> </ul>	<ul style="list-style-type: none"> <li>• Not very easy</li> </ul>
	<b>Enhancement</b>	<ul style="list-style-type: none"> <li>• Configuration can satisfy many enhancement requirement</li> </ul>	<ul style="list-style-type: none"> <li>• Many enhancement Need to be developed</li> </ul>
	<b>Maintenance Issue</b>	<ul style="list-style-type: none"> <li>• User orientation</li> </ul>	<ul style="list-style-type: none"> <li>• IT orientation</li> </ul>
<b>Technical support</b>	<ul style="list-style-type: none"> <li>• SAP worldwide technical support</li> </ul>	<ul style="list-style-type: none"> <li>• Oracle worldwide technical support</li> </ul>	

		<p>includes: delivery of new version, service pack, call center, remote support/update, SAP Early Watch Alert, website support</p> <ul style="list-style-type: none"> <li>• Specific contact, regular system check, Service Level Agreement (SLA), etc</li> <li>• SAP implementation guarantee service (optional)</li> <li>• SAP Max Attention (Optional)</li> </ul>	<p>includes: technical support hotline: 800 810 0366</p> <ul style="list-style-type: none"> <li>• 24*7 worldwide telephone transfer</li> <li>• E-Business service: Oracle Metalink</li> <li>• Net meeting tools</li> </ul> <p>Update&amp; Support service</p>
<b>Platform</b>	<b>Develop Language</b>	<ul style="list-style-type: none"> <li>• Java</li> <li>• Open-SQL</li> </ul>	<ul style="list-style-type: none"> <li>• Java</li> </ul>
	<b>Data Base</b>	<ul style="list-style-type: none"> <li>• IBM DB2</li> <li>• Oracle</li> <li>• MS SQL</li> </ul>	<ul style="list-style-type: none"> <li>• Oracle</li> </ul>
	<b>Open Source</b>	<ul style="list-style-type: none"> <li>• Yes</li> </ul>	<ul style="list-style-type: none"> <li>• No</li> </ul>
	<b>C/S or B/S</b>	<ul style="list-style-type: none"> <li>• C/S</li> <li>• B/S</li> </ul>	<ul style="list-style-type: none"> <li>• B/S</li> </ul>
<b>Future Vision</b>	<b>Product Line</b>	<ul style="list-style-type: none"> <li>• SAP is a mature all-in-one solution, of which all function modules have successful cases in Chinese insurance industry;</li> <li>• The product line is clear</li> </ul>	<ul style="list-style-type: none"> <li>• Many products under Oracle brand are acquired in recent two years, which may face the merge failure in the future;</li> <li>• The birth of new-generation product named Fusion has been delayed again and again, which will cost existing clients in both time and money</li> </ul>
	<b>Consulting Team</b>	<ul style="list-style-type: none"> <li>• There are lots of SAP consultants in China</li> </ul>	<ul style="list-style-type: none"> <li>• Oracle consultants are quite few, especially for PeopleSoft and Siebel</li> </ul>
	<b>Total Cost</b>	<ul style="list-style-type: none"> <li>• Full function, the cost of development, integration and maintenance is low</li> </ul>	<ul style="list-style-type: none"> <li>• The product line is consisted by many acquired products, thus many functions have to be developed, further maintenance will become larger and larger</li> </ul>
	<b>Coming-after Cost</b>	<ul style="list-style-type: none"> <li>• The quotation price given by SAP is all-in-one price mode. The coming-after cost will be low</li> </ul>	<ul style="list-style-type: none"> <li>• The quotation price given by Oracle is based on function module, the coming-after purchase price will grow higher</li> </ul>

		<ul style="list-style-type: none"><li>• SAP also provides the core system for insurance, bank and other financial corporation.</li></ul>	<p>and higher</p> <ul style="list-style-type: none"><li>• Oracle product line is focusing on a relatively short period, and the development platform is limited, without open source</li><li>• Oracle is not experience in Financial industry, including insurance.</li></ul>
--	--	--	---