MGM Resorts

OCI Evaluation Success Criteria

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# Summary

The intent of the document is to make a case and request access to OCI environment (UCC Credits) towards MGM Resorts POC. Based on the success criteria (detailed below) the POC environment to be turned into Production environment for “Project MGM 2020”.

# Background

# A Q2 deal worth approximately $180K ARR has been stopped at the gates by the CFO requesting exploration and evaluation of Oracle Cloud Infrastructure. The successful evaluation and implementation of pre-defined use cases on OCI would result in an overall deal size worth $720K over 4 years.

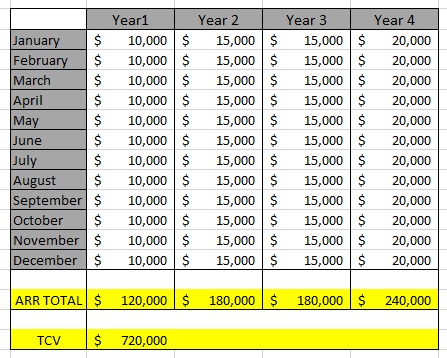
# While the successful completion of the OCI evaluation will hasten the completion of the current deal, it could cement OCI as the cloud vendor for a larger long-term strategic solution implementation.

# Consumption Plan

# The OCI consumption ramp for the current deal would be as follows:-

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| --- | --- | --- | --- | --- |
|  | Year 1  (monthly) | Year 2  (monthly) | Year 3  (monthly) | Year 4  (monthly) |
| OCI Consumption | $10K | $15K | $15K | $20K |

The monthly, ARR and Total Contract Value of the OCI and consumption plan details are as follows.



# Success Criteria

* OCI Tenancy provisioned for MGM for 3 month’s timeframe with $15K a month UCC credits
* Implement DBCS as the data store for MGM’s internal business processes as POC use cases (details below).

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| --- | --- | --- |
| No. | Criteria | Outcome |
| 1. | Why are we doing this PoC? | To establish Oracle and therefor OCI as a reliable and trusted Cloud vendor for MGM’s short-term and long-term strategic use cases. |
| 2. | What are we trying to achieve? | We are trying to cement OCI as the cloud infrastructure for current PaaS use cases as follows:-   * Database Cloud Service * Autonomous Database (ATP) * Oracle Integration Cloud (OIC) * Oracle Analytics Cloud (OAC) |
| 3. | What are we comparing this to? | * No particular competitor * MGM CFO wants a successful evaluation and completion of a POC before establishing a long-term relationship with Oracle for all their Cloud use cases. |
| 4. | Are we testing a specific business process? | * Yes. For the POC we’ll be testing DBCS as the dedicated and secure data store for the following business processes. * Supplier Licensing\* * Wired Applications\* * Translator Solution\*     *\*Please see POC use cases section below for details.* |
| 5. | Do we need to use Oracle’s systems and infrastructure? | * Yes. We will be using Oracle Cloud Infrastructure (OCI) PaaS services |
| 6. | Does the customer require sample data or Will they use their own Data? | * MGM plan to use their own data to support the POC. * At the end of successful POC, MGM certifiably plans to use/adopt the OCI environment as their PRODUCTION environment. |
| 7. | How do they do it today? | * MGM does not have a comprehensive end-to-end solution today. * They are using UCC credits towards these use case from a recent Apps (ERP Cloud) deal. |
| 8. | What’s the real value we are hoping to achieve? | * OCI as the “default” cloud infrastructure for MGM internal business processes. * OCI PaaS as the platform of choice for internal and vendor business processes * Oracle SaaS continues to be Enterprise Application platform for MGM. |
| 9. | Who will maintain the environment, use cases, data and processes after the POC? | * MGM Team * PwC (Pricewaterhouse Coopers) Team (onsite and remote) |
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# Proof of Concept (POC) Use Cases

The Oracle PaaS service as a primary candidate for evaluation would be a combination of Database Cloud Service (DBCS) and Autonomous Database (ATP) for (one or all) the following use cases.

# Supplier Licensing

MGM license management application handling multitude of vendors. The goal is to identify and allocate a vendor with a maximum purchase capacity and highlight/notify if any invoices exceed the allocated purchase limits set by MGM Procurement.

# Wired Applications

MGM application that captures details of users/players who win cash prizes above a certain allowed limit to go to the Approval Manager directly via pre-defined internal processes and initiate payment via ERP Cloud.

# Translator Solution

Modernization and co-existence of MGM's legacy application that feed data into ERP Cloud directly.

# Proof of Concept Team

The Proof of Concept use cases will be implemented by onsite PwC Team in collaboration with MGM’s development team.

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| Oracle | * Shukie Ganguly (ECA) * Danen Bateman (Account Manager) |
| MGM | * Vanessa Bui, VP * Siva Kopiveri |
| Pricewaterhouse Coopers (PwC) | * Vasudeva Murthy, Manager * PwC Team onsite at MGM |