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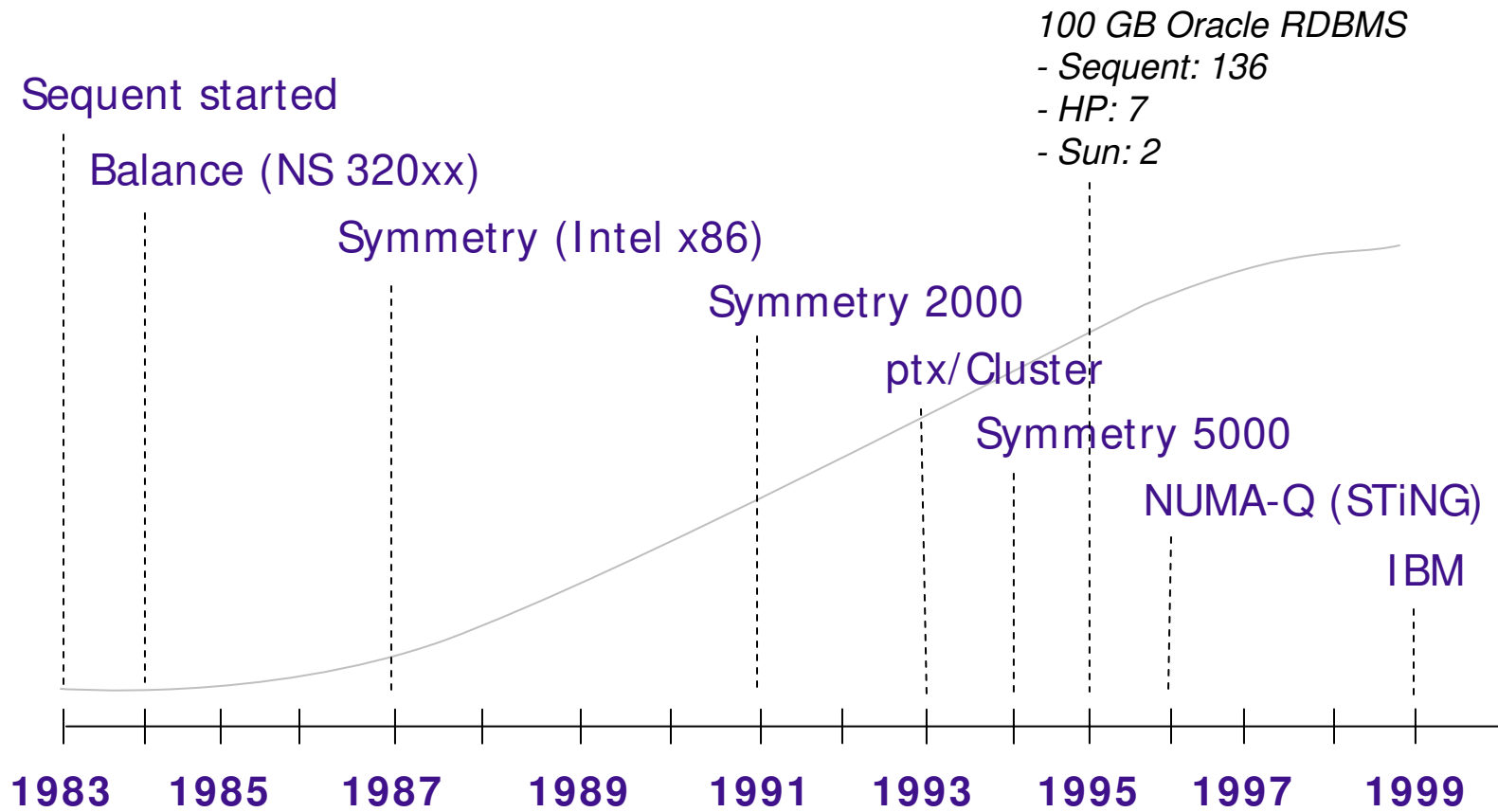
May 31, 2006



Our Business is Your Success

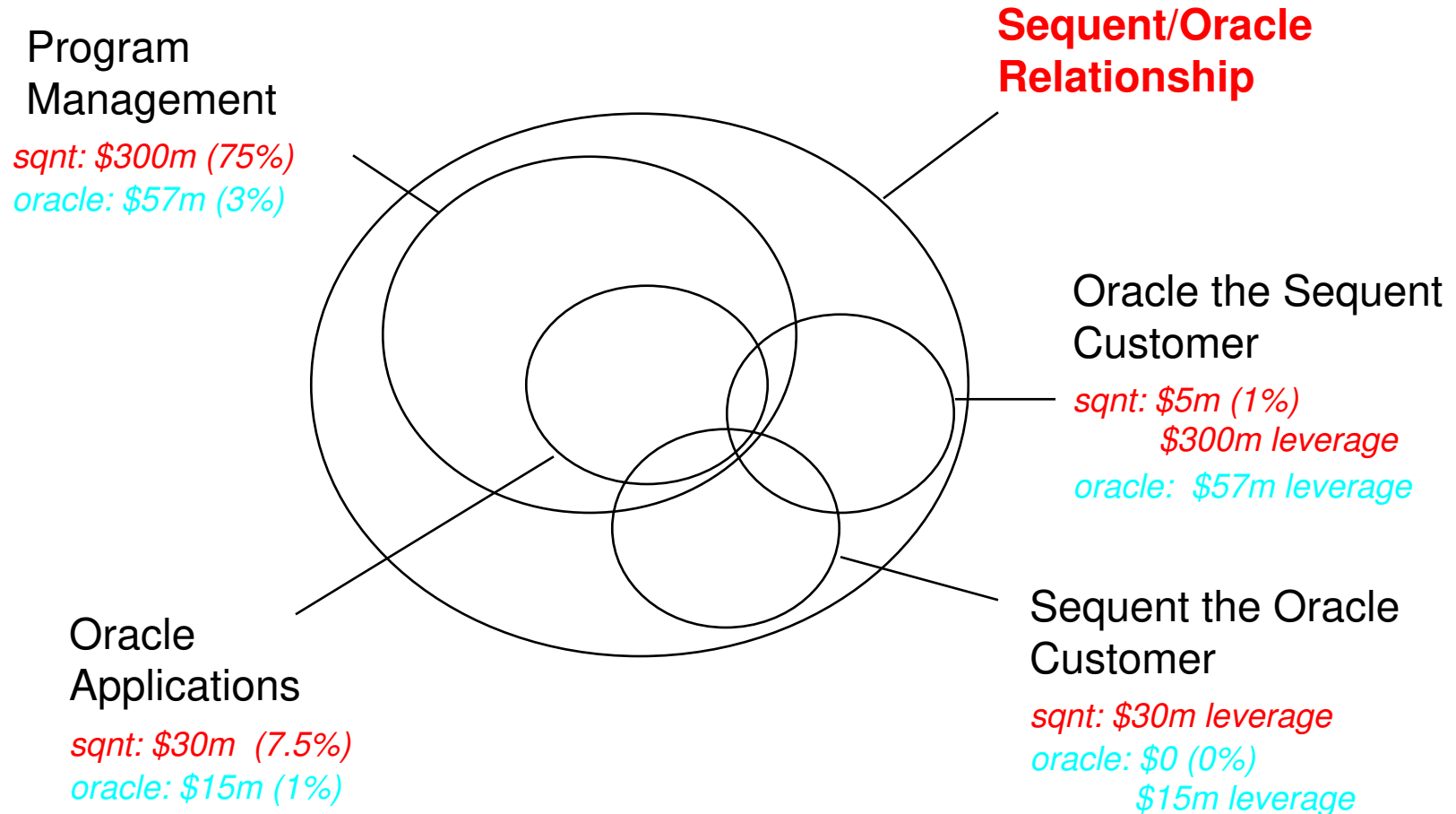
Sequent History

Timeline & Milestones



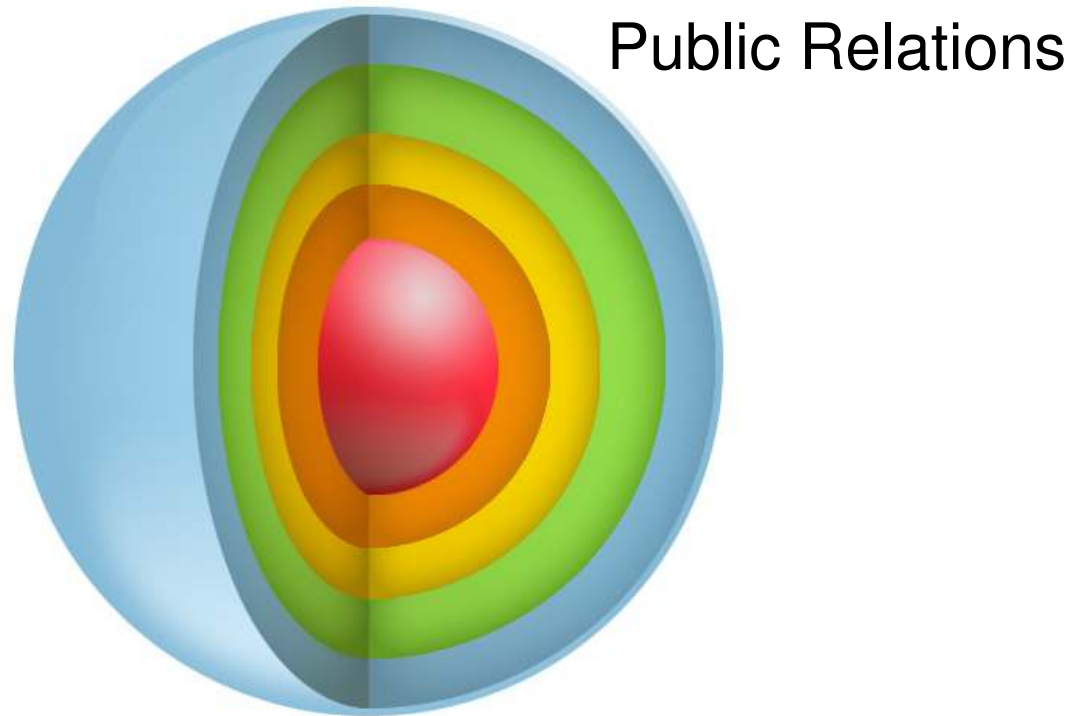
Oracle Program (1995)

Sequent/Oracle Leverage Revenue



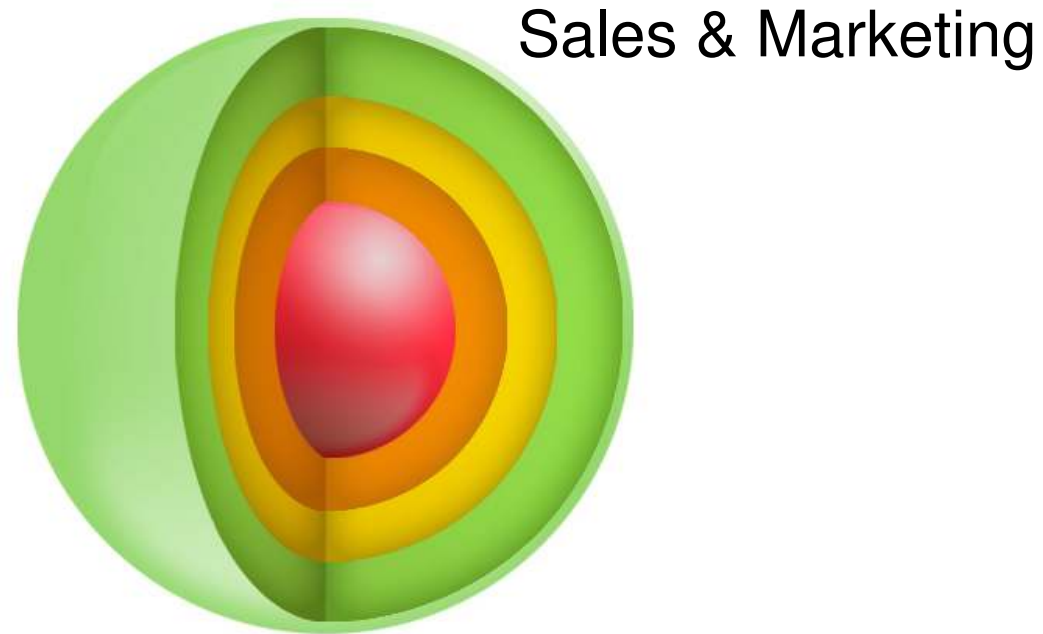
Strategic Alliances

Multi-Layer Partnership Model



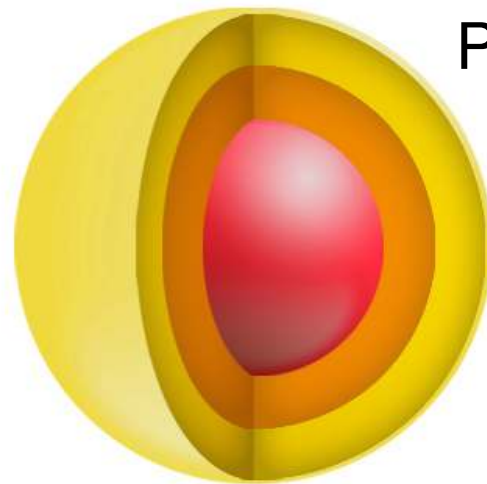
Strategic Alliances

Multi-Layer Partnership Model



Strategic Alliances

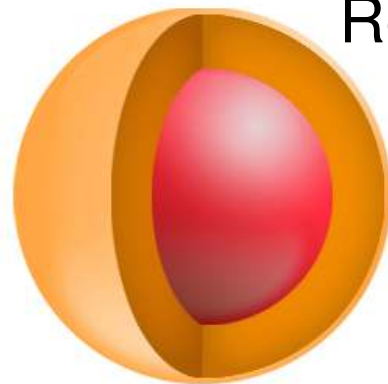
Multi-Layer Partnership Model



Product Development

Strategic Alliances

Multi-Layer Partnership Model



Reciprocal Customers

Strategic Alliances

Multi-Layer Partnership Model



Strategic Alliances

Sequent/Oracle Relationship

Public Relations

- Periodic press releases
- Publish benchmark results
- Publish strategic customer wins

Sales & Marketing

- Joint training & team building
- Joint product collateral
- Success stories
- Bundled product offers
- Reciprocal customer visits

Product Development

- Hardware specific development to increase Oracle performance (e.g. PQO)
- Sequent Engineers on-site in the Oracle core development group
- Specific project groups for strategic initiatives and benchmarks
- Oracle released first on Sequent (reference platform)
- Sequent Engineers on-site in the porting group
- \$10M+ Sequent owned hardware on-site

Reciprocal Customers

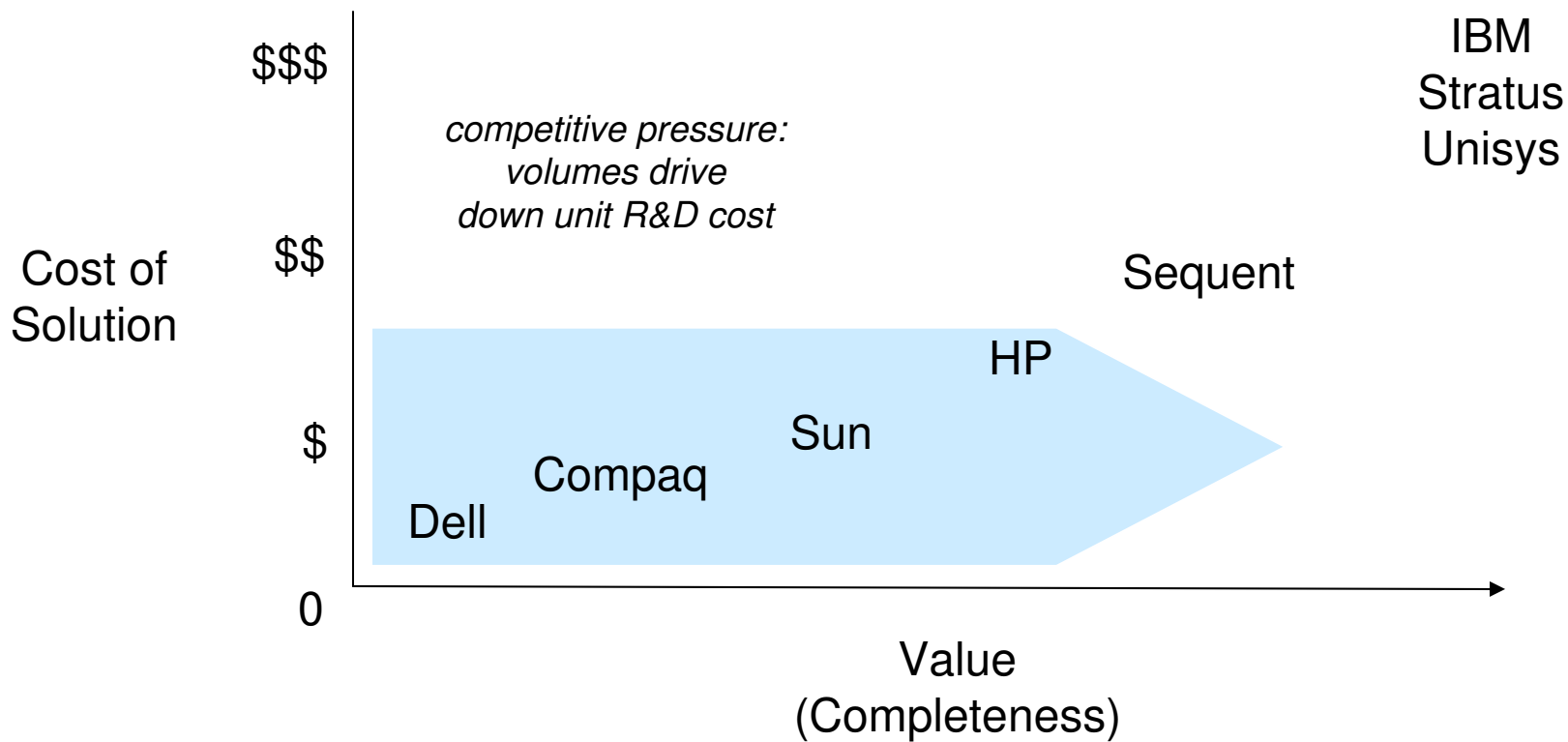
- Oracle ran their business on Sequent
- Oracle developed core software on Sequent
- Sequent ran most benchmarks on Oracle
- Sequent largest Oracle App's site

Strategic Alignment

- Regular executive briefings
- Joint strategic initiatives (VoD, TB+ DB, ...)
- Executive outings & customer calls
- Joint demo's & benchmarks

Market Forces

Cost/Value Natural Selection Model



Applied Business Strategy

Lessons Learned

- Strategic Alliances can be a Competitive Advantage
- Returns Require Investment (time/resources)
- Strategic Alliances are not Created Equal
 - Create a portfolio of partners
 - Group based on strategic importance
 - Set investment level based on importance
- Retain Holistic Market View
 - Natural selection can be your friend
 - Natural selection can be your end
 - Don't become an entree