

## Sunopsis Data Integration May Fuel Oracle Fusion Middleware

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Technology acquired from Sunopsis could expand Oracle's data integration capability to include non-Oracle data repositories through a service-oriented architecture approach.

### Event

On 9 October 2006, Oracle announced that it has purchased the privately held data integration services tool vendor Sunopsis. Terms of the deal were not disclosed. Oracle stated that it plans to integrate Sunopsis' data integration products into the Oracle Fusion Middleware (OFM) offerings.

### Analysis

By purchasing Sunopsis, Oracle has acquired a server-independent and platform-independent data integration tool, which will be renamed Oracle Data Integrator (ODI). OFM and Oracle Applications customers will welcome the addition of the ODI's database independence. In particular, the acquisition could provide needed new momentum for Fusion Middleware. Fusion Middleware customers have heterogeneous IT environments, as do former PeopleSoft, Siebel Systems and JD Edwards customers, who have an ongoing requirement for integration with non-Oracle systems. The acquisition will provide OFM with a data integration tool that is capable of deploying small-grained data services within a service-oriented architecture (SOA) environment. This capability could have a positive influence on Fusion Middleware — if Oracle leverages the Sunopsis philosophy.

Oracle Warehouse Builder (OWB) has been widely adopted for Oracle-deployed data warehouses. Before this acquisition, Oracle was exploring enhancements to OWB that would directly target non-Oracle database management system (DBMS) platforms. However, market adoption for OWB in heterogeneous environments is low and Sunopsis is ready-made for this task. For this reason, Gartner believes that Oracle will not pursue heterogeneous targets for OWB, even though Oracle has announced plans to integrate the OWB and ODI to provide a unified data integration solution.

Sunopsis fits into Oracle's longtime strategy of building operating-system- and hardware-independent tools. We think the Sunopsis acquisition demonstrates that Oracle has matured into a more realistic view that, regardless of how strong Oracle is at a given customer site, IT organizations run heterogeneous environments. Gartner believes Sunopsis technology will enable Oracle to address data management services within an SOA approach. It remains to be seen whether Oracle will begin to manage its application and data management services products as two sides of the same SOA coin, or will keep operations separate. Developers from Oracle Applications and OFM appear to be working together to address Fusion Middleware requirements. Furthermore, executives from the former application server business are overseeing OFM's more data-centric products (such as Siebel Analytics). However, Oracle will continue to enhance OWB for Oracle-targeted warehouses separately from ODI (aimed at Oracle's DBMS-independent data integration strategy). Oracle's product road map calls for the integration of ODI and OWB, but we believe neither will replace the other because they are managed separately (through Database and Fusion Middleware, respectively).

### RECOMMENDATIONS

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- **OWB customers:** Evaluate Sunopsis software deployment capabilities if you have a heterogeneous environment. For now, continue to use OWB, but consider using component constructs (such as prebuilt OWB transforms) to facilitate quick substitution with emerging Sunopsis capabilities.

- **Siebel customers who use Informatica through an OEM agreement:** Expect Oracle support to continue, but prepare for a replacement strategy that pushes the common data integration platform.
- **Fusion Middleware prospects:** Expect Sunopsis capabilities to be included in Fusion Middleware by 1H07. This is likely to accelerate the resolution of some current data integration issues.
- **OFM customers:** Identify cross-database and data platform issues that can be addressed by the acquisition and prepare for the introduction of Sunopsis by 2Q07.
- **Sunopsis customers:** Oracle has stated that it intends to maintain Sunopsis products. Expect Oracle to increase funding for research and development, beyond what Sunopsis could have afforded. By contrast, the indications for quality of product support and maintenance are less clear. Smaller vendors like Sunopsis offer a more intimate level of support, while Oracle's customer support organization has a mixed track record, including both awards and customers reporting varying levels of frustration.

*Additional research contribution and review: Andreas Bitterer, Massimo Pezzini, Gene Phifer, Donald Feinberg, Bill Gassman*

## **RECOMMENDED READING**

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- "Magic Quadrant for Extraction, Transformation and Loading, 1H05" — Partnerships and merger and acquisition activity are fueling growth and increasing the pressure on pure-play extraction, transformation and loading vendors. **By Ted Friedman and Bill Gassman**
- "Who's Who in Extraction, Transformation and Loading Tools, 1Q06" — We offer advice on when to use products from 10 vendors that offer software which integrates data from multiple databases, changes its syntax and delivers it to target databases. **By Ted Friedman and others**

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