

Overview and Frequently Asked Questions

Overview

How is this acquisition expected to benefit Agile & Cimmety partners?

Partners are essential to Oracle's economy and growth strategy. Oracle is committed to your success and the satisfaction and retention of your customers. Oracle's partners' foundation for success is the Oracle PartnerNetwork (OPN), a worldwide ecosystem of more than 19,000 partners, a management portal, a network of interaction centers for partner support, and a global business program. Through partnership with Oracle, you will have the opportunity to gain access to Oracle's premier products coupled with education, technical services, and go-to-market engagements.

In addition, Oracle expects partners to realize the following benefits:

- Broaden existing ISV and developer partnerships, and an opportunity to establish new partnerships to complete an end-to-end solution footprint for product lifecycle management
- System integrators and partners specializing in product lifecycle management will have the opportunity to provide world-class solutions to customers across multiple industries
- Partners will be able to work with a single vendor to address customer needs for PLM
- Benefit from Oracle's worldwide resources and partner investment
- Benefit from Agile's best-in-class PLM suite solutions
- Preserve partners' investments and experience with Agile
- Benefit from the complementary solutions that provide an opportunity to increase business value and drive down cost of ownership throughout an integrated, standards-based enterprise software stack

If I am a current member of the Agile or Cimmety Alliance Program and a member of Oracle PartnerNetwork, will my Agile or Cimmety Partner Agreement, addendums, and/or contracts continue to be honored?

Yes. To provide for a smooth transition, Oracle's current intent is for existing Agile/Cimmety partner contracts to remain in effect until we make Agile and Cimmety products available for sale via the Oracle PartnerNetwork and Oracle's supporting agreements/contracts. Your existing Agile/Cimmety contracts for support, professional services, and sales remain the same. As contract information changes, we will communicate these changes through normal channels.

How will Oracle support Agile & Cimmety partners throughout the integration and beyond?

Oracle is deeply committed to your success. The message for Agile & Cimmety partners today is one of continuity – business as usual. Every effort is being made to help ensure that your business continues uninterrupted through the transitional period. Agile & Cimmety partners will continue to receive support through their existing contacts until further notice. We will communicate all changes and transitions in advance through these familiar channels.

How will Oracle continue to support and broaden relationships with Agile & Cimmety partners?

Oracle plans to continue to:

- Provide access to Oracle PartnerNetwork and make Agile specific sales and technical tools available to Agile & Cimmety partners
- Support OEM partners and grow relationships

- Accelerate go-to-market capabilities with Agile's & Cimmetry's partners
- Work with key System Integrators to drive further innovation in PLM

How is this acquisition expected to impact any existing project, deployment, or services engagements?

The message for all partners is business as usual. It is not expected that this transaction will impact existing project, deployment or services engagements.

How do Agile & Cimmetry partners learn more about partnering with Oracle?

The Oracle PartnerNetwork (OPN) portal is the best source of information about partnering with Oracle. To contact an Oracle PartnerNetwork representative directly, please go to partner.oracle.com and click on "Contact Us". Also, watch the OPN Portal for upcoming partner news and featured training announcements.

My company is an existing member of the Oracle PartnerNetwork. Can I now gain access to Agile & Cimmetry-related program benefits and information?

Until the transition is complete, partners must have current membership in the Agile & Cimmetry Alliance Program to access associated Agile & Cimmetry benefits and information. It is our intention to blend the Agile & Cimmetry Alliance Program and Oracle PartnerNetwork to form a single, global, best of breed program, to be branded Oracle PartnerNetwork. All benefits and resources will be available to partners through Oracle PartnerNetwork. We will communicate further details about the integration and availability of Agile & Cimmetry products and resources as they become available.

Opportunities for Partners

What does the combination of Agile and Oracle mean to consulting partners?

With this combination, consulting partners will complement and expand existing practices, deepen and broaden enterprise software capabilities and extend industry reach, enabling them to better serve their clients. Consulting partners are also expected to achieve greater efficiencies by combining practices, enabling them to focus on delivering value added services to their clients.

What does the combination of Agile and Oracle mean to Reseller and VAR partners?

The combination of Agile and Oracle delivers a more complete set of applications and technology available for reselling.

What does the combination of Agile and Oracle mean to ISV/OEM partners?

The combination of Agile and Oracle delivers a more complete set of applications and technology available for embedding and reselling.

How will Oracle communicate to Agile & Cimmetry partners?

Oracle will continue to communicate information as it becomes available to both partners and customers. Partners may anticipate regular communications from Oracle Alliances & Channels as details become available about the integration process and, once the integration has been completed, they can expect to receive communications about their partnership from Oracle PartnerNetwork.

Partner Program Membership and Benefits

Does Oracle plan to combine the Agile & Cimmetry Alliance Programs and Oracle PartnerNetwork? If so, when will the integration of the programs be complete?

Yes. Oracle will offer partners in the Alliance Programs the opportunity to expand the breadth and scope of products and solutions available to them by combining the two programs under a single, best-of-breed partner program, Oracle PartnerNetwork.

If a partner belongs to the Agile or Cimmetry Alliance Program, do they also need to join Oracle PartnerNetwork?

With the integration of the Agile & Cimmetry Alliance Programs into Oracle PartnerNetwork ("OPN"), partners that are not currently enrolled in OPN will receive a welcome kit guiding them through the process to join OPN. For more information on Oracle PartnerNetwork or to join Oracle PartnerNetwork, partners should contact their local Oracle PartnerNetwork Interaction Center. Contact information can be found by clicking on the "Contact Us" tab on the Oracle PartnerNetwork portal at partner.oracle.com.

Can an Agile or Cimmetry partner join the Oracle PartnerNetwork before the integration of the two programs?

Yes, Agile & Cimmetry partners may join the Oracle PartnerNetwork independent of their membership in the Agile & Cimmetry Alliance Programs. However, specific Agile & Cimmetry content will not be available through OPN until after the two programs are integrated and OPN partners will not be able to resell Agile or Cimmetry products until further notice. In order to join the Oracle PartnerNetwork program, partners should contact their local Oracle PartnerNetwork Interaction Center (OIC). Specific OIC contact information can be found by clicking on the “Contact Us” tab on the Oracle PartnerNetwork portal at partner.oracle.com.

My company is in the process of completing an application to become an Agile/Cimmetry partner, should we pursue a partnership with Agile?

In general, no new enrollments will be accepted into the Agile and Cimmetry Alliance Programs after July 16, 2007. However, any urgent requests during this transitional period should be forwarded through the Oracle regional Alliances & Channels integration representatives for consideration.

Regional Integration Representatives:

APAC: fiona.paul@oracle.com

EMEA: sylvie.michou@oracle.com

LAD: juliana.castro@oracle.com

NA: glen.frank@oracle.com

Global: milton.howard@oracle.com

What is the Oracle PartnerNetwork program fee structure? Is it the same globally?

The Oracle PartnerNetwork global annual membership fee is US\$1995 (plus any applicable taxes). Fee structures for the combined programs are currently under review in light of what the newly combined program will deliver.

What happens if my company has partnerships with Oracle competitors?

Oracle fully supports your right to partner with our competitors while partnering with us through the Oracle PartnerNetwork. Many members of our global partner ecosystem also have relationships with our competitors.

Do Agile & Cimmetry partners receive Oracle software discounts?

Agile & Cimmetry partners may continue to transact business for Agile/Cimmetry products under existing pricing and discount structures through their existing and current Agile/Cimmetry agreements using current Agile/Cimmetry partner price lists and systems until notified otherwise. Upon joining Oracle PartnerNetwork, Agile/Cimmetry partners will be eligible for the same discounts that all Oracle PartnerNetwork members currently receive.

Partner Agreements, Licensing, Pricing, and Sales Transactions

Will Oracle honor my Agile/Cimmetry partner agreement terms and conditions and accept future orders against such agreement?

Oracle intends to continue to honor the Agile & Cimmetry Alliance Program agreements and contracts until Oracle transitions the Agile & Cimmetry Alliance Program to the Oracle PartnerNetwork and supporting Oracle agreements and contracts (‘transition period’). Assuming Agile & Cimmetry’s standard partner agreement is in place, Oracle will honor the terms and conditions of the Agile & Cimmetry partner agreements during the transition period. Oracle will review orders placed against the Agile & Cimmetry partner agreements through the transition period and will attempt to minimize changes to the existing Agile & Cimmetry agreements and orders except in the event very non standard terms deviating from the Agile & Cimmetry standard partner agreement/order are identified. Upon transitioning to the Oracle PartnerNetwork, Oracle agreements and contracts will be leveraged.

How long will Oracle honor my Agile/Cimmetry partner agreement and corresponding software and education discount structures?

Oracle intends to continue to honor the Agile & Cimmetry Alliance Program agreements and contracts until Oracle transitions the Agile & Cimmetry Alliance Program to the Oracle PartnerNetwork and supporting agreements and contracts. Oracle is currently reviewing the Agile & Cimmetry agreements and will

communicate timing and plans for transition to Oracle PartnerNetwork agreements when available. In the interim, all Agile & Cimmerty partners with current agreements may continue to enjoy their full Agile & Cimmerty partner benefits through the standard Agile/Cimmerty channels.

If I am a current Agile/Cimmerty partner and a member of Oracle PartnerNetwork, will my Agile/Cimmerty contracts and partner program agreement continue to be honored?

Oracle intends to continue to honor the Agile & Cimmerty Alliance Program agreements and contracts until we make Agile and Cimmerty products available for sale via the Oracle PartnerNetwork and Oracle's supporting agreements/contracts available. Agile & Cimmerty partners are encouraged to continue operating under the terms of their current Agile/Cimmerty and OPN agreements for each companies' respective products. Oracle is currently reviewing the Agile & Cimmerty agreements and will communicate timing and plans for transition to Oracle PartnerNetwork agreements when available.

How do partners renew their Agile & Cimmerty Alliance Program Agreement with an expiration date on or after July 16, 2007?

Agile & Cimmerty partner agreements expiring on or after July 16, 2007 will be extended until January 16, 2008. During this time, partners will have full access to the benefits they currently enjoy under their existing agreements. The right to any unused benefits under their existing partner agreement will continue until January 16, 2008, subject to usage limits and availability. Any requests for agreement extensions during this transitional period should be forwarded through the Oracle regional Alliances & Channels integration representatives for consideration.

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Global: milton.howard@oracle.com

Ordering

How will ordering will be managed?

During the transition period, orders are to be placed using the standard Agile/Cimmerty ordering documents and processes. Once the integration of the companies has occurred, the processes will be integrated within Oracle's standard operating framework, and communicated to all partners.

Support

How will support for Agile & Cimmerty products be provided to partners once the companies have been integrated?

The combined companies are working to integrate the support offerings to customers and partners. The intent is to provide similar benefits to partners working with Agile & Cimmerty products as current Oracle PartnerNetwork members receive for Oracle products. Upon becoming an Oracle PartnerNetwork member, partners have access to the many support related benefits of the program, including software updates, the ability to log support service requests (depending on the partner's level in the program), the opportunity to purchase additional support at pricing which reflects your role as a partner, as well as access to the Oracle MetaLink repository of online technical libraries, discussion forums, and other valuable support resources.

Education and Enablement

Can Agile & Cimmerty partners take advantage of Oracle University courses?

As soon as they join Oracle PartnerNetwork, Agile & Cimmerty partners will be able to access Oracle University content and courses at the same discounts our current OPN members enjoy today.

Will Agile & Cimmerty partners receive discounts on Oracle classroom training and online courses?

Agile & Cimmerty partners will begin to have access to Oracle PartnerNetwork educational benefits once their OPN membership has been activated. As members of Oracle PartnerNetwork, they will be able to access Oracle University content and courses at the same discounts our current OPN members enjoy today.

Can Oracle partners take Agile / Cimmerty classes through Oracle University?

Oracle University (OU) intends to integrate Agile/Cimmerty classes into its curriculum. Agile/Cimmerty instructor led classes (both online and classroom based) will become part of the OU schedule and Oracle partners may apply their OPN education discount to these courses at that time. When the Agile/Cimmerty online content is available in the Oracle University Online Library, all members of the Oracle PartnerNetwork program may access it at no cost as part of their membership benefits. We will announce availability of the Agile/Cimmerty courses on the OPN portal and newsletters.

Go to Market**Should Agile & Cimmerty partners put their current marketing projects on hold?**

No, it's business as usual.

More Information**How do partners contact an Oracle PartnerNetwork representative in their respective countries?**

The local Oracle PartnerNetwork Interaction Center representative is always available to assist partners. By clicking on the "Contact Us" tab on the Oracle PartnerNetwork portal, partners easily access local phone and email contact information.