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# Oracle Acquires BEA

## Partner Overview and Frequently Asked Questions

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### Overview

Oracle has acquired BEA Systems, Inc., a leading provider of enterprise application infrastructure solutions. The combination of Oracle and BEA brings together two companies with complementary assets and a common vision of an open-standards, service-oriented architecture (SOA) infrastructure. The combination also brings together two of the leading experts in Java and SOA middleware technologies and accelerates innovation for the combined companies' customer bases. The transaction extends Oracle's strategic relationships with customers and partners, and preserves and enhances customers' investments in BEA products.

The combined Oracle and BEA offerings provide a comprehensive and complementary product footprint in enterprise application infrastructure solutions as the Oracle Fusion Middleware product family. The combined product portfolio includes world-class, open-standards middleware products such as a highly scalable messaging and transaction processing platform, the leading Java application server, a comprehensive business process and SOA infrastructure and a collaborative user interaction environment. Oracle Fusion Middleware also includes leading products for identity management, business intelligence and enterprise performance management, enterprise content management, and data integration.

Customers benefit from the combined Oracle and BEA solutions by building applications that maximize data center investments, preserve investments in existing enterprise applications, better manage existing Web-based applications, and help develop new Web-based applications faster. Moreover, the transaction will significantly strengthen the Java community, and powerfully advance the vision of open, standards-based computing.

The combination of Oracle and BEA accelerates product innovation due to a larger combined R&D budget, provides a larger global footprint of sales and services professionals to address customer needs, and ensures a more consistent level of

support across multiple product areas. These synergies and benefits may be further enhanced for BEA customers with investments in Oracle Database and Oracle Applications.

Oracle expects that its Fusion Middleware portfolio will evolve as the centerpiece of the combined companies' middleware offerings going forward, with BEA products becoming a part of the Fusion Middleware product family. Oracle intends to preserve and enhance customers' investments in BEA products as Oracle has done with its other acquisitions. BEA customers can continue to use their existing BEA products going forward, or choose to use Oracle and BEA products as part of the ongoing evolution of Fusion Middleware. Either way, it will be the customer's choice. Oracle is committed to 100% customer retention and satisfaction.

### How is this acquisition expected to benefit partners?

Oracle and BEA partners are expected to benefit by working with a single, leading vendor to address customer needs for enterprise application infrastructure solutions.

Oracle partners are expected to benefit from improved access, support and training for BEA product and solutions.

BEA partners are expected to benefit from Oracle's increased support of BEA partners and increased investment in the combined solutions.

Both companies' partners are expected to benefit from the complementary solutions that provide an opportunity to increase business value and drive down the cost of ownership throughout an integrated, standards-based enterprise software stack.

### How will Oracle continue to support and broaden relationships with BEA partners?

Oracle expects to:

- Provide BEA partners with opportunities to build relationships and collaboration with Oracle's extensive ecosystem of partners around the world
- Provide access to Oracle PartnerNetwork (OPN), a unified partner program with a framework for worldwide partnership as well as localized engagement
- Provide a Product Focus Area within OPN with product, education, marketing, and sales resources around BEA products
- Accelerate go-to-market capabilities with BEA's 2,000+ partners and introduce new revenue opportunities around Oracle's broad product and services portfolio
- Support BEA OEM partners and grow those relationships
- Enable platform partners and resellers with a more complete set of middleware solutions to offer customers
- Provide BEA software partners with a new applications and technology ecosystem that can boost sales potential and a set of tools which can mitigate cost and risk in the development cycle
- Work with key system integrators to broaden offerings, achieve efficiencies, and drive further innovation in enterprise application infrastructure solutions

### How will Oracle support BEA partners throughout the integration and beyond?

Partners are essential to Oracle's economy and growth strategy. Oracle is committed to our partners' success and the satisfaction and retention of their customers. The message for BEA 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. BEA partners will continue to receive support through their existing contacts until further notice; we will communicate in advance all changes and transitions through these familiar channels.

### How do BEA partners learn more about partnering with Oracle?

The foundation for a successful partnership with Oracle is the Oracle PartnerNetwork (OPN): a worldwide ecosystem of more than 19,500 partners, a management portal, a network of interaction centers for partner support, and a global business program. OPN, Oracle's global world-class partner program, provides partner access to Oracle's premier products along with education, development, support, marketing, sales, technical services, and go-to-market engagements.

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

### 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 expected that this transaction will not impact any existing project, deployment, or services engagement.

### Opportunities For Partners

#### What does the combination of BEA and Oracle mean to system integrator partners?

With this combination, system integrator partners will complement and expand existing practices, and deepen and broaden their middleware solution services, including identity management, business intelligence and performance management, enterprise content management, and vertical-specific technologies like a communications service delivery platform. 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 BEA and Oracle mean to reseller partners?

The combination of BEA and Oracle delivers a more complete set of middleware solutions for resale, including identity management, business intelligence and performance management, enterprise content management, and vertical-specific technologies like a communications service delivery platform.

### What does the combination of BEA and Oracle mean to software partners?

The combination of Oracle and BEA will bring together two leading product development experts in open-standards technology. For BEA software partners that have not previously worked with Oracle, an entirely new applications and technology ecosystem becomes available to them. This will not only increase the potential for incremental sales significantly, but also offers these software partners a whole array of tools and programs designed to become enabled on market leading technology which can take cost and risk out of their existing development cycle. For existing Oracle ISVs who have not worked with BEA previously, this creates an opportunity to add another robust product line to their partner offerings, enabling the ISV to engage with Oracle around more sales opportunities.

### What does the combination of BEA and Oracle mean to OEM partners?

The combination of BEA and Oracle delivers a more complete set of middleware solutions available for embedding and reselling, including identity management, business intelligence and performance management, enterprise content management, and vertical-specific technologies like a communications service delivery platform.

### What does the combination of BEA and Oracle mean to platform partners?

Platform partners will benefit from accelerated innovation through the consolidation of BEA and Oracle's common vision of a modern service-oriented architecture (SOA) infrastructure. The combination enables platform partners to provide greater value to their customers.

### How will Oracle communicate to BEA partners?

As we begin the transition to Oracle PartnerNetwork, partners may expect to receive communications from Oracle PartnerNetwork.

### Partner Program Membership, Fees and Benefits

#### Does Oracle plan to combine the BEA Partner Program and Oracle PartnerNetwork? If so, when will the integration of the programs be complete?

Yes. Oracle will offer partners in the BEA Partner Program 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: OPN. BEA partners may expect to receive communications from OPN shortly, outlining the transition process into the blended global partner program, OPN.

#### If a partner belongs to the BEA Partner Program, do they also need to join Oracle PartnerNetwork?

Yes. With the integration of the BEA Partner Program into OPN, partners that are not currently enrolled in OPN will receive a Welcome Kit to guide them through the process to join OPN. For more information about OPN, or to join, partners can also contact their local OPN Interaction Center. Contact information can be found by clicking on the "Contact Us" tab on the OPN portal at [partner.oracle.com](http://partner.oracle.com).

#### Should a BEA partner join the Oracle PartnerNetwork before the integration of the two programs?

Our intent is to combine the two programs, and BEA partners are welcome to join the OPN program now to begin to explore partnership and opportunities. However, please note: until legal entity combination, BEA products must only be sold to/through partners under BEA contracts, and Oracle products must only be sold to/through partners through Oracle agreements.

While legal entity combination dates vary by country, as of the first legal combination in early June, BEA and Oracle products are anticipated to be available to all OPN members in all countries.

#### If my BEA partner program membership expires prior to the integration of the two programs, do I need to renew my membership?

In order to ensure that BEA partners are able to continue to leverage partner program benefits throughout the transition, it is our intent to extend partner program memberships expiring from April 29 (Change in Control) through August 31, 2008 until September 30. Extensions will be handled according to the standard BEA partner program renewal process.

### **Can a BEA partner, with current program fees, receive a credit from BEA for BEA Partner Program fees to be applied to OPN membership fees or a refund of fees paid to BEA for any unused fees?**

Oracle does not issue refunds or credits for partner program fees paid. If your BEA Partner Program membership is set to expire prior to August 31, 2008, it is our intent to extend your membership for through September 30, 2008.

We provide this approach to allow BEA partners with current fees to continue to enjoy program benefits throughout the transition to OPN.

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

The OPN global annual membership fee is US\$1995 (plus any applicable taxes).

### **How do I get access to development licenses for the BEA products?**

BEA partners with a current BEA partner program membership may continue to access development licenses as usual. For partners whose membership has been extended through the September 30, 2008 date, you may request licenses through the BEA partner program at [partners@bea.com](mailto:partners@bea.com).

BEA products will also be available to Oracle PartnerNetwork members as a membership benefit. OPN members receive an unlimited number of development and demonstration licenses, free of charge, that can be used to build or demonstrate your commercial application, solution, or service offering. The OPN agreement and OPN policies as well as the distribution agreements provide the terms under which you may use these licenses.

### **When will the BEA products be available for licensing through Oracle?**

We anticipate that the BEA products will be available to Oracle PartnerNetwork members for licensing in early June.

### **Do BEA partners receive Oracle software discounts?**

BEA partners will continue to transact business for BEA products under existing pricing and discount structures through their existing and current BEA agreements using current BEA partner price lists and systems until their agreements are terminated and they join OPN. Upon joining OPN, BEA partners will be eligible for the same discounts that all OPN members currently receive.

### **Will there be a combined Oracle PartnerNetwork portal for BEA and Oracle users?**

Our goal is to service all of our partners through the OPN portal. Throughout the transition, BEA partners may continue to access their benefits through the BEA partner website.

### **How will partners access BEA products and resources when they join Oracle PartnerNetwork?**

All BEA partners will be automatically enrolled in OPN's Oracle Fusion Middleware Product Focus Area, a primary source of product information, development, support, marketing, and educational resources for continued success.

### **How do BEA partners connect with existing Oracle PartnerNetwork members offering complementary solutions and services?**

BEA partners can connect with existing OPN members by leveraging OPN's Solutions Catalog, a comprehensive global directory of partner solutions and services, used by partners, customers, and Oracle sales to identify and connect with OPN partners. Once a company has joined OPN, they can publish (and continually maintain) a profile in the Solutions Catalog and receive leads. The OPN Solutions Catalog can be found at [Oracle.com/partnerships](http://Oracle.com/partnerships).

### **Partner Agreements, Licensing, Pricing, And Sales Transactions**

#### **How long will Oracle operate under my BEA partner agreement and corresponding software and education discount structures?**

Oracle's review of the BEA agreements is underway and we will develop plans for transitioning these agreements to the OPN agreements. During the weeks ahead, you may expect to receive a series of communications from Oracle outlining the process for transition to OPN and for terminating your BEA partner agreement.

#### **How will BEA partner agreements be terminated?**

Partners can expect to receive a communication shortly that will outline the approach.

#### **When the BEA partner agreement is terminated, will access to the BEA Partner Program benefits be terminated?**

Once a partner terminates their BEA Partner agreement, regardless of whether they join OPN or not, access to the BEA Partner Program benefits is also terminated.

## Can a legacy BEA partner resell Oracle products?

In order to resell Oracle products, a partner must execute the OPN agreement and the appropriate Oracle distribution agreement. You may look forward to receiving communications from OPN in the upcoming weeks to guide you through the process to join OPN.

## Ordering

### How will ordering will be managed?

During the transition period, orders are to be placed using the standard BEA ordering documents and processes; any updates to these processes to facilitate the booking process will be communicated in advance of implementation. 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 BEA products be provided to partners once the companies have been integrated?

We are working to integrate the support offerings to customers and partners. The intent is to provide similar benefits to partners working with BEA products as current OPN members receive for Oracle products. Upon becoming a member in OPN, 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 deep discounts, as well as access to the Oracle MetaLink repository of online technical libraries, discussion forums, and other valuable support resources.

## Education and Enablement

### Can BEA partners take advantage of Oracle University courses?

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

### Will BEA partners receive discounts on Oracle classroom training and online courses?

BEA partners will begin to have access to OPN educational benefits once their OPN membership has been activated. As members of OPN, 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 BEA classes through Oracle University?

Oracle University (OU) intends to integrate BEA classes into its curriculum. BEA 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 BEA online content is available in the Oracle University Online Library, all members of the OPN program may access it at no cost as part of their membership benefits. We will announce availability of the BEA courses on the OPN portal and newsletters.

## Marketing

### Can a BEA partner continue to use the BEA partner logo appropriate to its level?

No, per Oracle branding guidelines, partners should cease use of the BEA partner program logos. Partners will need to join OPN to gain access to partner logos relevant for their respective membership levels and competencies (e.g. Partner/Certified Partner/Certified Advantage Partner). Please note, partners are not permitted to use Oracle's corporate and product logos or the general OPN community logo.

### If a partner has existing materials with the BEA partner logo printed on them, can they still use them?

Yes, if partners have existing printed BEA branded materials, they may continue to use these until the material is gone. Online materials should be updated with appropriate OPN branding, as soon as the partner has joined OPN.

## Sales

### How long will the BEA Finder Fee process continue?

Oracle is in the process of evaluating the BEA Finder Fee program, and how best to integrate it into Oracle's Open Market Model. Please stay tuned for additional details concerning the BEA Finder Fee program and Oracle's Open Market Model in future communications.

### Does Oracle have a similar program that partners in which partners can participate?

Yes. As an OPN member, partners are eligible to participate in Oracle's Open Market Model (OMM). OMM is a comprehensive channel engagement strategy designed to provide partners with maximum opportunities to benefit from registering transactions with Oracle. The model consists of three initiatives:

- Resale Initiative: Register opportunities upfront that you plan to resell.

- Referral Initiative: Refer opportunities for Oracle to sell directly and qualify to earn a referral fee.

- Non-Commission Co-Sell Initiative: Receive acknowledgement from Oracle for playing a strategic role in an end user's decision to choose Oracle.

Note: Participation in the Resale Initiative requires executing the Oracle PartnerNetwork Agreement and an Oracle Distribution Agreement, and being approved into the relevant Product Focus Area. Please consult your OPN Interaction Center for more details.

### Do I need to join OPN to register deals?

While Non-OPN partners may register certain opportunities under Oracle's Open Market Model (OMM), it is primarily structured to benefit OPN partners. Registering opportunities enables partners to be eligible to receive compensation per the OMM guidelines when those transaction close. You can learn more about OMM at [partner.oracle.com](http://partner.oracle.com).

### Where should BEA partners send questions?

Partners may email inquiries to [bea-partners\\_ww@oracle.com](mailto:bea-partners_ww@oracle.com).

Partners may also contact a representative from their local OPN Interaction Center at [partner.oracle.com](http://partner.oracle.com) > "Contact Us."

### Can partners still access the BEA partner website?

Yes, partners will continue to have access to the BEA partner portal during the period of their BEA partner program membership. The plan is to integrate the BEA partner portal into the OPN portal. Partners will receive advance notice prior to any decommission of the BEA partner portal.

### How do partners contact an Oracle PartnerNetwork representative in their respective countries?

The local OPN Interaction Center representative is always available to assist partners. By clicking on the "Contact Us" tab on the OPN portal at [partner.oracle.com](http://partner.oracle.com), partners easily access local phone and email contact information.

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