
Partner Frequently Asked Questions

How is this acquisition expected to benefit Hyperion 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 partners know that their foundation for success with Oracle 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.

If I am a current member of the Hyperion Global Partner Program and a member of Oracle PartnerNetwork, will my Hyperion Global Alliance Agreement, Hyperion Master Program Agreement, addendums, and/or contracts continue in effect?

Yes. To provide for a smooth transition, Oracle's current intent is for existing Hyperion partner contracts to remain in effect, and your existing Hyperion 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 Hyperion partners throughout the integration and beyond?

Oracle is deeply committed to your success. The message for Hyperion 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. Hyperion partners will continue to receive support through their existing contacts until further notice. We will communicate all changes and transitions occurring in advance through these familiar channels.

How do Hyperion 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.

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.

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

Until the transition is complete, partners must have current membership in the Hyperion Global Partner Program to access associated Hyperion benefits and information. It is our intention to blend the Hyperion Global Partner 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 Hyperion products and resources as it becomes available.

OPPORTUNITIES FOR PARTNERS

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

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

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

Hyperion enhances and expands the Oracle business intelligence footprint significantly. For Hyperion 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 Hyperion 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 Hyperion and Oracle mean to OEM partners?

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

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

Platform partners will benefit from consolidation of resources and optimization of a broader product portfolio against their product lines, enabling them to provide greater value to their business, their customers, and the industry.

How will Oracle communicate to Hyperion 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 Hyperion Global Partner Program and Oracle PartnerNetwork? If so, when will the integration of the programs be complete?

Yes. Oracle will offer partners in the Hyperion Global 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, Oracle PartnerNetwork.

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

With the integration of the Hyperion Global Partner Program into Oracle PartnerNetwork, 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 a Hyperion partner join the Oracle PartnerNetwork before the integration of the two programs?

Yes, Hyperion partners may join the Oracle PartnerNetwork (OPN) independent of their membership in the Hyperion partner program. However, Hyperion specific content will not be available through OPN until after the two programs are integrated and OPN partners will not be able to resell Hyperion 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 a Hyperion partner, should we pursue a partnership with Hyperion?

In general, no new enrollments will be accepted into the Hyperion partner program after April 13, 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: guna.c@oracle.com

EMEA: jean-pierre.degombert@oracle.com

LAD: francisco.chang@oracle.com

NA: glen.frank@oracle.com or steve.mchale@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 Hyperion partners receive Oracle software discounts?

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

Will there be a combined Oracle PartnerNetwork portal for Hyperion and Oracle users?

Our goal is to service all of our partners through the Oracle PartnerNetwork portal. Until such time as the two programs are fully integrated, Hyperion partners will continue to access their benefits through the Hyperion partner website.

How do Hyperion partners connect with existing Oracle PartnerNetwork members offering complementary solutions and services?

Hyperion partners can connect with existing Oracle PartnerNetwork members by leveraging the Oracle PartnerNetwork Solutions Catalog, a comprehensive global directory of partner solutions and services, used by partners, customers, and Oracle sales to identify and connect with Oracle PartnerNetwork community members. The Oracle PartnerNetwork Solutions Catalog can be found at oracle.com/partnerships.

PARTNER AGREEMENTS, LICENSING, PRICING, AND SALES TRANSACTIONS

If I am a current Hyperion partner and a member of Oracle PartnerNetwork, will my Hyperion contracts and partner program agreement continue in effect?

Oracle intends to continue to operate under the Hyperion Global program agreements and contracts until further notice. Hyperion partners are encouraged to continue operating under the terms of their current Hyperion and OPN agreements for their companies' respective products. Oracle is currently reviewing the Hyperion agreements and will communicate timing and plans for transition to Oracle PartnerNetwork agreements when available.

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

Oracle intends to continue to operate under the Hyperion partner program agreements and contracts until they expire or until further notice. Oracle is currently reviewing the Hyperion agreements and will communicate timing and plans for transition to Oracle PartnerNetwork agreements when available. In the interim, all Hyperion partners with current agreements may continue to enjoy their full Hyperion partner benefits through the standard Hyperion channels.

How do partners renew their Hyperion Global Partner Program Agreement or Global Alliance Agreement with an expiration date on or after April 13, 2007?

Hyperion partner agreements expiring on or after April 13, 2007 will be extended until October 31, 2007. During this time, partners will have full access to the benefits they currently enjoy under their existing agreements. The right to any unused services under their existing partner agreement will continue until October 31, 2007, 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.

Regional Integration Representatives:

APAC: guna.c@oracle.com

EMEA: jean-pierre.degombert@oracle.com

LAD: francisco.chang@oracle.com

NA: glen.frank@oracle.com or steve.mchale@oracle.com

Global: milton.howard@oracle.com

ORDERING

How will ordering will be managed?

During the transition period, orders are to be placed using the standard Hyperion 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 Hyperion 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 Hyperion 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 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

Will Oracle University recognize the Hyperion Education certification status?

Oracle University intends to recognize any applicable Hyperion Education certification status during the transition phase and until further notice.

Can Hyperion partners take advantage of Oracle University courses?

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

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

Hyperion 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 Hyperion classes through Oracle University?

Oracle University (OU) intends to integrate Hyperion classes into its curriculum. Hyperion 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 Hyperion 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 Hyperion courses on the OPN portal and newsletters.

GO TO MARKET

Should Hyperion partners put their current Hyperion 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.