

Membership Requirements	Partner Type					
	Applications ISV	Hosting Service Provider	Systems Integrator	Platform	Technology ISV	VAR
OPN Enrollment Form (including Code of Conduct questions) and OPN Agreement	Required					
OPN Annual Membership Fee	Required					
Distribution Agreement (either with Oracle or a VAD)	Optional					Required
<b>Enablement</b>						
Minimum Number of Focus Areas (FA) in which Partner needs to be enabled	Two FAs* (Refer to Staff Competency Table for requirements)					
Product/Service Ability/Testing (in Product Focus where competency requirements are met)	Commercially available solutions-integrated with Oracle's Applications. The integration has to be validated on current release by Oracle via the Application Integration Architecture for Partner Initiative (AIAP)	Develop & market a managed service - including hosting infrastructure, fully managed service or Oracle OnDemand	Oracle practice in one or more sales region	Product line supports the current versions of products	Commercially available product integrated with or running on current versions of Oracle products	Oracle sales force in one or more sales regions
Product Demonstration Capability	Required					
Oracle Field Sponsorship	Required in USA, Canada and Latin America Only					
<b>Business Commitment</b>						
Completed Profile in Solutions Catalog	Required					
List Oracle on Partner Website with Link	Required					
Business Plan	Required in UK Only					
Technical Support	Member of Oracle's MultiVendor Support Program (MVSP) or the Technical Support Alliance Network (www.tsanet.org)					
<b>Annual Sales Competency</b>						
Annual Referenceable Oracle Implementations or Integrations						
Group 1	6	8	6	4	6	4
Group 2	4	6	4	4	4	4
Group 3	2	4	4	2	2	4
Group 4	2	2	2	2	2	2
Total Annual Revenue Attainment or number of sales transactions**						
Group 1	\$200k/16	N/A	\$1M	\$500k	\$200k/16	\$600k
Group 2	\$150k/12	N/A	\$500k	\$400k	\$150k/12	\$500k
Group 3	\$100k/8	N/A	\$300k	\$300k	\$100k/8	\$300k
Group 4	\$50k/4	N/A	\$150k	\$150k	\$50k/4	\$150k

*Group	Region	Countries in Region
1	EMEA NAS	UK USA
2	APAC EMEA LAD NAS	Australia, China, India, Japan, Korea, Singapore France, Germany, Italy, Netherlands Brazil Canada
3	APAC EMEA LAD	Hong Kong, Taiwan Belgium, Denmark, Finland, Ireland, Luxembourg, Norway, Russia, Spain, Sweden, Switzerland Mexico
4	All other countries not specified above	

\* Or 2 times the number of staff in one Focus Area. For Application ISVs: Product Focus competencies must be achieved in one or more of the available Application FAs

\*\*Revenue Attainment is an annual requirement measured by ASFU, ESL or Full Use license sales booked in Oracle Order Management. It may also include closed co-sell and referral deals that the partner has registered with Oracle in the Open Market Model.