

OPN BENEFIT TABLE

OPN Benefits and Resources	Membership Level		
	Partner	Certified Partner	Certified Advantage Partner
Membership Benefits & Tools			
Partner Welcome Package (Level Specific)	Y- Region Specific	Y- Region Specific	Y- Region Specific
Access to OPN Partner Portal	Full View of all OPN content available for this level	Full View of all OPN content available for this level	Full View of all OPN content available for this level
Partner newsletter (OPN)	Y	Y	Y
Partner forum and lounge at the Oracle Open World (OOW) in San Francisco	Y	Y	Y
Execute Partner Forum	N	N	By Invitation Only - Region Specific**
OPN Interaction Centers (OPN IC)	Y	Y	Y
Access to a Partner Manager	N	N	Y
Telephone-based partner management support (PPE)	Y- Region Specific	Y- Region Specific	N
Access to OPN Partner Community in Oracle Mix	Y	Y	Y
Enablement Benefits & Tool			
Access to Specially Design Dashboards by Focus Areas	Y	Y	Y
Partner-specific education Guided Learning Paths	Y	Y	Y
Free attendance at partner only online seminars, selected training events and workshops	Y	Y	Y
25% discount on Oracle University products and services	Y	Y	Y
Free Oracle Certified Professional (OCP) exam vouchers	2	4	6
25% discount on exam fees for certification of additional OCPs	Y	Y	Y
Free access to Oracle University Knowledge Center (OUKC) Passport	Y	Y	Y
35% discount on Learning Credits if purchased within the first 30 days of OPN membership or renewal	Y	Y	Y
Development Benefits & Tools			
Technology product licenses for development	Y	Y	Y
Eligible to apply to Early Beta Programs	Y	Y	Y
Resources to help you migrate to Oracle (tool kits, workbench & third-party migration providers)	Y	Y	Y
Collaborate with developers through Oracle Technology Network community	Y	Y	Y
Developer collaboration tools	OTN	OTN	OTN
Marketing Benefits			
Access Marketing Development Fund (MDF)*	N	Eligible	Eligible
Post Papers in OTN and Metalink	Y	Y	Y
Whitepapers.oracle.com	Y	Y	Y
Use of Oracle partner branding and logos	Y	Y	Y
Purchase list of Oracle publishing subscribers for your campaigns		Y	Y
Participate in demand generation activities through Go-to-Market Initiatives	N	Base on eligibility and availability	Base on eligibility and availability
Professional development of joint customer success stories	N	Base on eligibility and availability	Base on eligibility and availability
Discount to advertise in Oracle publications	N	Y	Y
Product marketing kits for your customer collateral and messaging	Y	Y	Y
Template and approval for Oracle-related press releases	Y	Quotes from Oracle Executive	Quotes from Oracle Executive - Joint Releases with prior written Oracle approval. Must be related to joint initiatives, joint events and/or joint customers
20% Discount on Corporate advertising opportunities if OPN logo is display in the Add	N	Y	Y

Learn about product directions, strategy and partner initiatives at regional Oracle boot-camps, seminars and Oracle PartnerNetwork Days	Y	Y	Y
Speaking Opportunity at Oracle Customer Facing activities (Call for Papers)	N	Eligible	Eligible
Eligible to Exhibit at OOW	Y	Y	Y
Eligible to be listed on the Partner News section in Oracle magazine	N	N	Y
Sales Benefits & Tools			
Ability to Resell the products authorized according to your membership level and the Terms and Conditions of your Distribution Agreement	All Oracle Technology Products authorized in the active Distribution Agreement	All Oracle Products authorized in the active Distribution Agreement	All Oracle Products authorized in the active Distribution Agreement
Partner-only distribution discount for Reselling Licenses	Y	Y	Y
Partner-only distribution discount for Reselling First Year Support	Y	Y	Y
Partner-only distribution discount for Reselling Education Learning Credits	Y	Y	Y
30% Discount on Purchase of Oracle Licenses for Internal Use	N	Y	Y
30% Discount on Purchase CRM On Demand Licenses for Internal Use	Y	Y	Y
Your Company's and solutions' profile published through Oracle PartnerNetwork Solutions Catalog	Y	Priority placement	Highest priority placement
Access to Leads generated via Solutions Catalog	Y	Y	Y
Register your net new opportunities under the Oracle Open Market Model Resale Initiative	Y	Y	Y
Earn 5-10% when you refer Oracle business through the Oracle Open market Model Referral Initiative	Y	Y	Y
Product Sales Kits by Product Focus Area (customer positioning, market trends, objection handling)	Y	Y	Y
Business practice and pricing training with handbook	Y	Y	Y
Offer your customer Oracle Financing	Y	Y	Y
Unlimited Technology product demonstration and developer licenses	Y	Y	Y
Unlimited Application product demo licenses**	Y	Y	Y
Technology product demonstration tools (TDS)	N	Y	Y
Application product demonstration tools (ADS)	N	Y - Available only for Resellers	Y - Available only for Resellers
Support Benefits & Tools			
Access to Metalink	Y	Y	Y
Support Services Requests for Oracle Technology products	N	100	200
Purchase Service Request packs for Oracle Technology products	Y	Y	Y
Software Update	Y	Y	Y
Support Services Requests for Oracle Applications products	N	25	50
Purchase Service Request packs for Oracle Applications products	Y	Y	Y
Support Services Requests for Enterprise Linux Basic Support for Development	N	100	200
30% Discount on Enterprise Linux Support for Development	Y	Y	Y
10% Discount on Advanced Product Support offerings	Y	Y	Y
Product support documentation (includes user, admin reference and error manuals)	Y	Y	Y
Release control documentation for Oracle E-Business Suite	N	Y	Y
Access to Methodologies for implementation of Oracle E-Business Suite	N	Subject to acceptance	Subject to acceptance
The OPN Resources and benefits listed above are available to you in support of the software programs and services that you are authorized to receive under your OPN Agreement and the OPN Policies			
Availability of benefits is subject to regional restrictions and compliance with the OPN criteria set forth in the Oracle PartnerNetwork Policies. You are responsible for reviewing the Benefits decommission policy. Oracle reserve the right to correct errors or omissions in the above OPN Benefits and Resources by Membership Level table at any time and at Oracle's sole discretion			
*Partners in North America must request MDF via their Regional Channel Manager			
** To access these licenses you need to achieve a minimum training requirement. Check proper PFA for details			