

ORACLE REFERRAL INITIATIVE: PREPARING YOUR REFERRAL

THE POWER OF ORACLE

YOUR BUSINESS CLIENTS

Oracle Provides Scalable, Industry-Specific and Best-in-Class Functionality for Fast-Growing Companies with Limited Budgets

- Scalable solutions rapidly integrate with existing applications and hardware investments
- Broad industry applications give you built-in, industry-specific functionality integration with key systems
- Best-in-class business flows enable rapid business-process changes to meet your clients challenging business needs

It is recommended that your answers to the questions in the on-line questionnaire within the Oracle Referral Initiative be prepared prior to submitting a Referral. Providing complete and detailed information will allow an Oracle sales representative or partner to respond immediately to your Referral, dramatically increasing the chance for mutual success. The participation requirements of the Oracle Referral Initiative and questions asked throughout the process are replicated below for your convenience:

Participation Requirements

- The end-customer that your company is referring has not been engaged in discussions with Oracle or an Oracle partner regarding a sales opportunity in the last 6 months.
- The business contact of the end-customer your company is referring has a title of manager or above.
- You are willing to set up a teleconference or face-to-face appointment to introduce Oracle and/or an Oracle partner to the contact at the end-customer you are referring.
- You agree that to the best of your knowledge, the end-customer that your company is referring is willing and interested in speaking with Oracle as it pertains to their current business application or technology requirements.
- The company that you are referring is a commercial entity and is not a federal government, state or local government, public higher education, public K-12 school, or public healthcare business entity.
- Your company accepts the Terms for Participation of the Oracle Referral Initiative.

Submittal Questions

A. Please provide your contact information:

- Includes company name, your name, email address, phone number, address, city, state, zip code, country and tax id number.
- What type of legal entity is your company? (e.g., non-profit corporation, private, public, limited liability company or other type of company recognized by local law, or a partnership.) You may not participate in the Oracle Referral Initiative if you are an individual or a sole proprietor.
- What best describes the nature of your industry? Select your industry from a drop-down list.

B. Please provide information about the company you are referring to

Oracle:

- Includes full legal company name, address, city, state, zip, country, phone number and website.
- Name of the person that Oracle can contact about this referral.
- The title/role of your contact, selected from a drop down menu.
- The organizational business unit or department in which your contact is employed.
- Your contact's email address and direct telephone number.
- The annual sales revenue of the company.
- The name of the parent company, if the company is a subsidiary.
- What Oracle solutions are of interest to your client? Choose Oracle Applications (Financials, Customer Relationship Management, Manufacturing, Sales Force Automation, Supply Chain Management and Enterprise Resource Planning) or Oracle Technology (Oracle Database, Application Server, Fusion Middleware, Identity Management).
- What is the industry of the company, answered through selections on a drop down list.
- When does the company wish to begin implementation of a new solution? Answer by selecting the month and year.
- What systems, server platforms, applications and operating systems does the company have in place today?
- What is the business problem the company hopes to resolve with the implementation of a new solution?
- What other vendors, besides Oracle, will the company be evaluating?
- What is the name of the information technology partner that the company works with today?
- What is the company's budget for this project? Choose a range from a drop down menu.
- When will the company be ready to meet with an Oracle sales representative and/or Oracle partner?
- Will you be able to arrange a meeting with the contact at the end-customer you are referring to introduce Oracle and/or an Oracle partner to further discuss the information submitted in this referral?
- A section for additional details about the solution and business requirements of your client is provided.

RELATED PRODUCTS AND SERVICES:

A complete Oracle Referral Initiative Tool Kit is available to maximize your company's success and help your company to find the perfect opportunity. The kit includes:

- Program Information Datasheets & FAQs
- Oracle Accelerate Solution Brief and White Papers

How to Participate

By giving Oracle the opportunity to assist your business client with its business application or technology requirements, your company may be eligible for a Referral fee of up to US\$50,000 once Oracle closes the transaction (subject to the Terms of Participation for the Oracle Referral Initiative and provided your company's referral meets the eligibility requirements of the Oracle Referral Initiative).

To participate, go to www.oracle.com/referral or for questions, send an inquiry to info-referral_ww@oracle.com.