



OPN Partner Categories and Program Membership Levels

Oracle embraces all types of partners delivering resources and benefits that align with your business model and relationship with Oracle. Oracle's four distinct Product Focus and Specialization Areas address these different partner models and allow simplified access to information based on your interests. Included are selling and marketing resources, training and certification resources, technical resources and support, development resources, and business discounts and rewards that help partners, regardless of size or market reach, create unique solutions across the broad spectrum of Oracle platforms and applications

Partner Category	Membership Level		
	Partner	Certified Partner (CP)	Certified Advantage Partner (CAP)
Application Independent Software Vendor (ISV)	X	X	X
Hosting Service Provider	X	X	X
Platform	X	X	X
Systems Integrator	X	X	X
Technology Independent Software Vendor (ISV)	X	X	X
Value-Added Reseller (VAR)	X	X	X
Content Provider	X	X	-
Management Consultancy	X	X	-
Service Partner	X	X	-
Education Providers	X	-	-
Professional Association	X	-	-

Disclaimer:

The benefits and requirements described herein as being provided to members of the Oracle PartnerNetwork program are available to you only if you: 1) have executed an Oracle PartnerNetwork Agreement in a country, or with an Oracle subsidiary in a country, other than those countries listed here; 2) are approved by Oracle into the PeopleSoft Enterprise, JD Edwards EnterpriseOne, and JD Edwards World product focus; and 3) are located in any country other than one of the countries listed here.