



Oracle PartnerNetwork Specialized Remarketer Partner Level

AT A GLANCE

TESTIMONIAL

"In the past, only larger, enterprise resellers were able to invest in building an Oracle practice. Now, with the Remarketer program, the start-up costs with Oracle have been eliminated, so all of my resellers are able to participate in growing a profitable Oracle business".

Jodi Honore
Vice President,
Ingram Micro
Oracle Remarketer Authorized
VAD, USA Egypt

TOP BENEFITS

- Resell 1-Click products
- 1-Click Guided Learning Paths
- 1-Click Solution Kits

Jump-start into an Oracle resell business today with no commitment.

Joining Oracle PartnerNetwork as an Oracle Remarketer Partner gives you a unique ability to immediately open new markets and sales opportunities. This level provides companies with the ability to resell select Oracle products via regionally located Remarketer authorized distributors with no membership fee.

Become a Remarketer Partner to:

- Grow your business opportunities with the most affordable and expandable solutions in the market; Oracle 1-Click products
- Increase profitability in your business transactions by using a streamlined channel-only ordering process
- Get business support through the Remarketer authorized VADs for enrollment, training, support and sales enablement

What Oracle Products Can You Resell as an Oracle Remarketer Partner?

As a Remarketer Partner, you can resell Oracle 1-Click ordering products, including:

- Oracle Database, Personal Edition
- Oracle Database, Standard Edition
- Oracle Database, Standard Edition One
- Oracle Application Server Standard Edition One
- Oracle Application Server Standard Edition
- Oracle Business Intelligence Standard Edition One
- Oracle WebLogic Server Standard Edition
- Oracle Universal Content Management Standard Edition
- Oracle Document Capture
- Oracle Internet Developer Suite

Oracle Remarketer Benefits Highlights

- Access to partner-specific education through Guided Learning Paths available in the Oracle PartnerNetwork Competency Center (1-Click products only)
- Marketing kits (1-Click products only)
- Ability to resell authorized products (1-Click products only)
- Sales kits (1-Click products only)
- Rewards for referring Oracle business through the Oracle Open Market Model Referral Initiative
- Access to the 1-Click Partner Ordering Process, a channel-exclusive process that expedites orders from sale to fulfillment

Enablement 2.0
DEVELOP • SELL • IMPLEMENT

Remarketer Partner Membership Is Free

There is no membership fee required to become an Oracle Remarketer Partner.

How to Join

Two simple ways:

1. Get more details about this partner level at partner.oracle.com > **OPN Program** > **OPN Details by Levels** > click on **Remarketer level**.
2. Go to partner.oracle.com > click on **Join Now** to start your application.

For assistance contact the Oracle Partner Business Center or an Oracle Value Added Distributor.

Where to Find More Information

- More details at partner.oracle.com > **OPN Program** > **OPN Details by Levels** > click on **Remarketer**
- Check the 1-Click Technology for Midsize Companies Knowledge Zone, on OPN portal, for sales and enablement tools designed to help you start today.
- Stay connected: provide comments, ideas, and feedback directly to Oracle by becoming a member of the Remarketer Mix at mix.oracle.com/groups/11644.

Start Making Money Today by Becoming an Oracle Remarketer



Oracle is committed to developing practices and products that help protect the environment

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