



Oracle PartnerNetwork Specialized Silver Partner Level

AT A GLANCE

TESTIMONIAL

"The Oracle partner program provides partners with sales, marketing and training support that is unparalleled in the industry. Oracle's partner program supports partners to become specialists in Oracle products and partner services."

Frank J. Vukmanic
Senior Vice President and
General Manager
V-Soft

Grow your Oracle business faster by leveraging a direct Oracle engagement

The Oracle Silver partner level is a cost-effective yet scalable way to start your membership with Oracle PartnerNetwork (OPN) Specialized. Access to the Oracle Partner Business Center and a substantial set of benefits enables Silver partners to develop, sell, and implement Oracle's 1-Click product portfolio to increase competitive positioning and profitability with midsize companies.

TOP BENEFITS

- Business development and support via Oracle Partner Business Consultants
- 1-Click product support
- Development licenses
- Begin a strong relationship with Oracle as a member of Oracle PartnerNetwork Specialized
- Maximize your utilization of the OPN program, portal, and tools by leveraging our experts within the Oracle Partner Business Center, your first-line business assistance in 24 languages across 190 countries
- Leverage Enablement 2.0 online training and onsite boot camps to increase your knowledge and grow your competitive edge
- Start developing your Oracle solution with development licenses and support
- Take advantage of a 20 percent partner-exclusive Oracle University (OU) discount to differentiate your staff by obtaining industry-recognized OU certification

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

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

- Oracle Database, Personal Edition
- Oracle Database, Standard Edition One
- Oracle Database, Standard Edition
- 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
- AutoVue
- Oracle Crystal Ball
- Oracle Enterprise Linux support
- Oracle VM support

Oracle Silver Benefits Highlights

- 1-Click product support (My Oracle Support)
- Development licenses
- Lead registration via Open Market Model
- Discount on Oracle Enterprise Linux and Oracle VM support
- Restricted OPN portal access
- Solutions Catalog entry and lead flow
- Program branding
- Press release support

Enablement 2.0
DEVELOP • SELL • IMPLEMENT



For complete list of benefits go to partner.oracle.com.

TESTIMONIAL

"OPN Specialized will allow customers and Oracle Direct sales reps to quickly understand Cloud Creek's core specialties, since we are certified by Oracle in those specialties. They can have complete trust that we know what we are doing."

Lori Fazeli
Sales Executive
Cloud Creek Systems

Silver Partner Membership Cost

The annual fee for your Silver level membership is US\$500.

How to Join

Two simple ways:

1. Get more details about this level at partner.oracle.com > **OPN Program** > **OPN Details by Levels** > click on **Silver 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 **Silver**
- Check the 1-Click Technology for Midsize Companies Knowledge Zone, on OPN portal, for sales and enablement tools designed to help you start today.



Specialized. Recognized by Oracle.
Preferred by Customers.

**Benefit from a direct partnership. Boost your growth.
Become an Oracle PartnerNetwork Specialized Silver
partner today.**



Copyright © 2009, Oracle and/or its affiliates. All rights reserved.

This document is provided for information purposes only and the contents hereof are subject to change without notice. This document is not warranted to be error-free, nor subject to any other warranties or conditions, whether expressed orally or implied in law, including implied warranties and conditions of merchantability or fitness for a particular purpose. We specifically disclaim any liability with respect to this document and no contractual obligations are formed either directly or indirectly by this document. This document may not be reproduced or transmitted in any form or by any means, electronic or mechanical, for any purpose, without our prior written permission.

Oracle is a registered trademark of Oracle Corporation and/or its affiliates. Other names may be trademarks of their respective owners.
0109