



Differentiate Your Business with Oracle PartnerNetwork

Specialized. Recognized by Oracle.
Preferred by Customers.

ORACLE[®]
PartnerNetwork



FACT: OPN OFFERS MEMBERS THE ABILITY TO DEVELOP, SELL AND IMPLEMENT THE MOST COMPELLING PORTFOLIO OF MARKET-LEADING PRODUCTS—EVIDENCED BY ORACLE'S LARGE CUSTOMER INSTALLED BASE THAT INCLUDES TOP ORGANIZATIONS IN VIRTUALLY EVERY INDUSTRY.

Joining Oracle PartnerNetwork differentiates your business, connects you with customers, and gives you access to the most comprehensive portfolio of cloud services, software and hardware products in the enterprise IT industry.

With Oracle PartnerNetwork (OPN), Oracle is transforming the way its partners develop their businesses. OPN offers members access to partner-specific training, resources, go-to-market tools, and support. These valuable benefits enable partners to participate in programs that reward and recognize their particular expertise. Differentiation through OPN contributes to increased revenue and higher customer satisfaction. Open new business opportunities and deliver more value to your customers by taking advantage of all that OPN has to offer.

Unparalleled Product Portfolio

Oracle offers its partners an unprecedented ability to participate in delivering the world's most complete and integrated array of applications, databases, servers, storage and cloud technologies to empower modern business.

Massive Customer Installed Base

With more than 420,000 customers around the world and Oracle's broad product portfolio, the up-sell and cross-sell possibilities are unique in the industry.

Compelling Channel Economics

Companies benefit from high-value sales and very profitable services opportunities when they develop, sell, integrate, or implement Oracle products and solutions. In addition to standard resale margins, the OPN Incentive Program rewards highly aligned partners that focus on specific areas of resell or referral business.

Oracle PartnerNetwork

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PARTNER BUSINESS CENTERS—ON THE JOB AROUND THE WORLD

Once you become a member at the Silver level or above, your benefits from the Oracle Partner Business Center include:

- » A global network of more than 1,000 dedicated partner business consultants
- » Access to world-class call centers located in Buenos Aires, Bucharest, Bangalore, and Beijing
- » Round-the-clock support available in 24 languages
- » E-mail, phone, and chat support

Streamlined: Making It Simple, Keeping It Strong

Oracle PartnerNetwork allows Oracle partners to participate at the level that best matches their business model. Partners can select their level and type of engagement with Oracle. They can elect to become deep experts in one solution area or offer a range of solutions. All options are recognized—and rewarded—in OPN.

Platinum

The Platinum level is the highest level in OPN. To qualify, partners must have attained at least five qualifying specializations, Oracle Exastack Ready applications, or Oracle Validated Integrations. OPN members at the Platinum level are recognized for their expertise across a broad range of products and technologies, and earn exclusive promotion and dedicated support.

Gold

Gold level OPN members are eligible to develop, sell, and implement the full stack of Oracle products and solutions. Gold is the level at which most partners choose to join, and is the first level at which partners can qualify for specialization and other programs such as the Oracle Cloud Excellence Implementer Program. These partners develop skills by taking advantage of the extensive training, sales, and marketing resources available at this level.

Silver

Partners at the Silver level can resell and develop products available through the Oracle 1-Click Ordering program, as well as Infrastructure as a Service (IaaS), Platform as a Service (PaaS) and certain hardware products such as Oracle Database Appliance. By providing a cost-effective yet scalable way for partners to join OPN, Silver level membership helps partners quickly become more competitive and enables them to grow their businesses with Oracle.

Remarketer

Remarketers resell select Oracle products from the Oracle 1-Click Ordering program through our Remarketer Authorized Value Added Distributors (VADs). Remarketers do not have to sign Oracle partner agreements and do not pay an OPN membership fee.



Recognizing Partner Commitment and Expertise

Oracle formally recognizes partners that have invested time and resources in developing significant expertise in specific Oracle products and solutions. We are committed to delivering value to three primary groups: our community of partners, our end customers, and our Oracle internal sales force. OPN offers a number of ways for partners to differentiate themselves in order to be recognized by these three audiences.

Specialization

OPN members at the Gold level or above may earn Specialized status, a designation demonstrated through an assessment of the partner's level of competency and business success in a specific area. Partners may select from a wide range of specializations from Oracle's growing product portfolio.

Excellence in Cloud Implementation

The Oracle Cloud Excellence Implementer (CEI) program recognizes OPN members who demonstrate expertise, project success, and customer satisfaction during Oracle SaaS Cloud implementations. This dynamic program rewards firms for proven and sustained exceptional performance in implementing a specific cloud service module within a defined geography. Achieving CEI status is an unparalleled opportunity for further market differentiation, recognition, high value OPN benefits and deeper engagement with Oracle.

Oracle Cloud Managed Service Providers

OPN members with proven skills, tools and processes to build, deploy, run, and manage Oracle and non-Oracle workloads on Oracle Cloud Platform may qualify for the Oracle Cloud Managed Service Provider (MSP) program. The program enables members to offer a complete managed service solution for workloads running on Oracle PaaS and IaaS.

OPN Cloud Program

An innovative set of tiered designations complementing OPN program levels provides tiers of recognition and progressive benefits. Qualification into these tiers is based on critical Cloud specific performance metrics that exemplify excellence in Oracle Cloud solutions.

Empowering Customers

With more than 25,000 Oracle partners from which to choose, Oracle customers need an easy, efficient way to find, evaluate, and compare potential partners for proposed or ongoing IT initiatives. By making the process easier and more intuitive, OPN accelerates the sales cycle—matching customers to partners more rapidly and effectively, and speeding successful deployment of Oracle solutions. Whether customers seek help with an enterprise application or a solution for a particular vertical market, OPN helps them locate a partner with the right insight and knowledge.

BENEFITS FOR PARTNERS WITH SPECIFIC DESIGNATIONS

Oracle partners that attain Specialized, Oracle Cloud Excellence Implementer, Oracle Cloud MSP, OPN Cloud Designations, Oracle Exastack Optimized, or Validated Integration status are eligible for enhanced benefits, including but not limited to:

- » Maximum recognition within Oracle for possessing in-depth expertise with Oracle products
- » Priority placement in the OPN Solutions Catalog
- » Exclusive branding

FACT: ORACLE IS COMMITTED TO ITS PARTNERS. PARTNERS REPRESENT APPROXIMATELY 40 PERCENT OF ORACLE'S REVENUES AND APPROXIMATELY 80 PERCENT OF ORACLE'S TRANSACTIONS.

Most Valuable Resources

Enablement

OPN members can build their competencies and skills through a variety of educational opportunities and expanded training choices that include:

- » Access to the OPN Competency Center, a free online training tool with role-based, guided learning paths to facilitate individuals becoming Oracle specialists across a variety of functions including sales, presales, support, and implementation
- » Discounted Cloud Learning Subscriptions
- » Discounted rates at Oracle University for live or live virtual classes

Oracle Solutions Catalog

Oracle has established a system of preference that helps our customers quickly find the right partner with the expertise that they need. The Solutions Catalog is an Oracle-hosted online directory that provides customers, prospects, and Oracle employees with instant access to OPN member solutions and services worldwide.

Oracle Branding

OPN members may leverage the power of the Oracle brand by using OPN logos intended for a variety of marketing materials including collateral, web sites, advertising, stationery, business cards, and signage. The individual program differentiation offerings have specific branding to create recognition for our partners' unique expertise.

Demonstration and Development Licenses

OPN members can access Oracle Technology software licenses free of charge for development and demonstration purposes. Additionally, OPN members can qualify to access integration and demonstration licenses for Oracle Applications.

Demonstration Environment Access

Oracle Demonstration Services provides demonstration environments based on availability of the requested environment to qualified OPN members, allowing partners to leverage the competitive advantages of Oracle's products.

Get Started with Oracle PartnerNetwork Today

Start today. Visit oracle.com/partner and go to Partner with Oracle > Get Started for more information.



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Integrated Cloud Applications & Platform Services

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