

## **Accelerate Solution Office - Services Provided to Partners**

### **1. Accelerate Solution 'Blitz'**

- Purpose: Engage with first-time Accelerate solution providers to quickly and efficiently build and review their solution.
- Overview of the Service: Accelerate solutions can be created and reviewed quickly if the partner is clear on the process and has the appropriate level of expertise in the areas of: industry, product, rapid implementation. Once the partner and their partner manager have agreed on the target market and scope of the Accelerate Solution (as documented in the "Application to Deliver an Accelerate Solution"), the Accelerate Solutions Office will work on-site with the partner team to build and review the Solution. The partner can expect to dedicate the appropriate functional and technical resources to work with the Accelerate Solutions Office for two to three days at which time the Solution will be ready for launch into the market.
- Price: \$3,000+ Travel and expenses. This service is free to Accelerate partners who are nominated by their partner manager to receive this service.
- Request: Contact your partner manager to learn more and to request this service

### **2. Accelerate Lifestyle Workshop**

- Purpose: Partners will learn about the business practices of those partners (VAR's and SI's) who have transformed their business into profitable, high-volume sales and innovative delivery services models ('the Accelerate Lifestyle.)
- Overview of the Service: Partners will identify distinct markets where they will work with Oracle's Global Accelerate Program Office (GAPO) to grow their business. This 4-hour session will include a financial analysis of your business in the mid-size applications market and will yield detailed action plans, aligned with leaders from Oracle Sales and Alliances & Channels.
- Price: \$2,000+ Travel and expenses. This service is free to Accelerate partners who are nominated by their partner manager to receive this service.
- Request: Contact your partner manager to learn more and to request this service

For additional information on Oracle Accelerate Services, contact [acceleratesolutionsoffice\\_us@oracle.com](mailto:acceleratesolutionsoffice_us@oracle.com).