

Enablement 2.0 Boot Camp

Fact Oracle is committed to further educate and enable its partners to be successful around its broad portfolio of applications and technology products.

Designed exclusively for partners, the Enablement 2.0 Boot Camp program is a 'jump start' role-based training initiative covering Oracle's technology and applications products including those recently acquired.

Offering a combination of classroom lectures, hands-on lab exercises, and case studies, the Enablement 2.0 Boot Camps provide Oracle Partners with solid foundational skills upon which to grow their business.

- "Training and enablement strategies are central to the success of partner ecosystems, especially in an environment filled with multiple acquisitions. By continuing to invest in partner performance, productivity and capabilities as well as program integration, an organization will create a healthy and profitable partner base. The channel is continually being challenged to keep up with customers' increased demand and training is one way to ensure the market needs are met." –

TIFFANI BOVA

Vice President Research

New Strategy Increases Oracle Emphasis on Partner Education

Oracle has committed to a new and improved partner enablement strategy, the Enablement 2.0 - to better train more Oracle Partners by providing quality course content through an increased number of delivery options including self-paced on demand and instructor led offerings, online and in person. Guided Learning Paths, Solution Kits, and Boot Camps are packaging examples of the quality training content produced as part of the Enablement 2.0.

The new partner training strategy is comprised of three levels:

Tier 1 – Delivered by Oracle University and includes Oracle's Premium Education offering, instructor-led training and live web class, and an exclusive Oracle Certification Track.

Tier 2 – Delivered in-person by Oracle or third party Delivery Partners in each geographic region and includes open source Boot Camp content and assessments.

Tier 3 – Delivered by Oracle via Live Web Classes, and leveraging identical content to Tier 2 Boot Camps, includes online Guided Learning Paths and assessments.

This strategy also utilizes Web 2.0 constructs to enable greater interaction and collaboration between Oracle and its partners, as well as between partners.

'Jump Start' Your Implementation Skills

Enablement 2.0 Boot Camps 'jump start' your implementation skills by providing hands-on foundational experience to get started on the path to successful deployment, get faster ROI, and adapt more quickly to changes in your business environment.

- “Our clients benefit greatly by having our practitioners exposed to Oracle Boot Camp content. This fast track training enables our IBM GBS consultants the ability to more quickly and more efficiently deliver tangible business results to our joint IBM/Oracle clients.”

- **BRIAN MITCHELLI**

Oracle Practice Lead Executive
IBM GBS

Concise, intensive, and real time training

Through the Enablement 2.0 Boot Camp training program, partners have the opportunity to gain hands-on experience and up-to-date technical information on Oracle’s latest releases and new acquisitions. Concise, intensive, and real-time training gives partners a competitive advantage as they prepare to build powerful solutions for their customer base.

Tailored modular sessions and open sourced content

- **Flexible and modular delivery approach:**

- In person/In class instruction
- Live web class – instructor led via the web

- **Content is open-sourced.** Content for the Boot Camps is contributed by members of Oracle Product Development, Partner Technical Services (PTS), regional Alliances & Channels, Consulting and Services teams, as well as partner contributions through other collaborative vehicles. Developed in an ‘open-source-like’ fashion, content is continually updated based on feedback from partners. Oracle seeds the content, which is then updated and improved based on real word experience, and shared with the community of practice; all while preserving individual recognition for any given contribution.

- **Boot Camp Bill of Materials includes:** pre-requisite Guided Learning Paths on OPN Competency Center, data sheet, email invitation, scripted course slides, print-ready workbooks, lab environments and solution files, reference materials, evaluation forms, and assessment.

Enablement 2.0 Boot Camps

Following the announcement of Enablement 2.0 Boot Camp training program at Oracle OpenWorld 2008, Oracle released several new training topics and extended the program to cover Service-Oriented Architecture, Content Management, Oracle E-Business Suite, Siebel, Enterprise Management Performance and Business Intelligence.

For a current list of Enablement 2.0 Boot Camps available, please visit

<http://competencycenter.oracle.com>

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Visit <http://competencycenter.oracle.com> to learn more.

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