

Enablement 2.0 Delivery Partner Frequently Asked Questions

What is Enablement 2.0?

Enablement 2.0 is an initiative 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 provided online and in person.

What is an Enablement 2.0 Delivery Partner?

An Enablement 2.0 Delivery Partner is a partner that possesses the subject matter expertise on a specific Oracle product that is also willing to train other partners using the Oracle-supplied Partner Boot Camp curriculum materials.

What is the desired profile of an Enablement 2.0 Delivery Partner?

An Enablement 2.0 Delivery Partner:

- Is a proven subject matter expert
- Has at least three reference implementations
- A current OPN member
- Plusses include:
 - Ability to deliver in multiple regions
 - Multiple language capabilities.

What are the benefits of being an Enablement 2.0 Delivery Partner?

There are several benefits of becoming an Enablement 2.0 Delivery Partner. The main benefit is clearly the exposure and recognition you will receive throughout Oracle, the Oracle PartnerNetwork, and ultimately our customer base. This exposure could lead to sales/project opportunities, Oracle OpenWorld speaking opportunities, and possibly even membership to Oracle product advisory boards.

Other benefits include:

- Access to the Partner Boot Camp Content Repository
- Invitation to the Train-the-Trainer sessions
- Early access to release information
- Advanced partner level status.

Why would I want to train other partners?

By training other partners, you are helping Oracle increase the number of qualified, implementation-ready consultants available to our customers. More qualified consultants mean more successful project implementations. This should lead to greater market share for the Oracle products, ultimately resulting in more project opportunities for you.

How will these Partner Boot Camps be scheduled?

Each Oracle Regional Alliances & Channels team will work proactively with the Delivery Partner to determine instructor availability. Once delivery dates have been confirmed, Oracle will facilitate the demand generation and registration of partner attendees.

Will Enablement 2.0 Delivery Partners be compensated for their time and expenses?

Yes. Upon completion of the delivered Boot Camp, the Delivery Partner may invoice Oracle for the time and expenses incurred.

Do the Enablement 2.0 Delivery Partners need to certify their instructors?

There is no official certification of the instructors. There is, however, a screening process where the region running the Boot Camp may request the resumes of the instructors and conduct phone interviews to insure technical competency, language skills, etc.

What is the process of becoming an Enablement 2.0 Delivery Partner?

The process of becoming an Enablement 2.0 Delivery Partner is as follows:

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- Express your interest in becoming a delivery partner by contacting the Partner Enablement Team at opnbootcamp_ww@oracle.com
- The responsible Oracle Alliances & Channels representative will then contact you to confirm your interest, identify your product focus areas, and validate your capabilities
- Delivery Partner signs their version of the Delivery Partner Agreement (DPA) which will specify what product focus areas and geographies you can conduct Partner Boot Camps
- Once Oracle receives the signed DPA, you will then be granted access to the Delivery Partner Dashboard where you can begin reviewing and downloading Boot Camp curriculum materials
- Delivery Partner and Oracle Regional Alliances & Channels team work on scheduling Train-the-Trainer session (if needed).

What is covered in the Delivery Partner Agreement?

The Delivery Partner Agreement covers the basic terms and conditions, rights, and limitations of the Enablement 2.0 Delivery Partner initiative. Highlights of this agreement include:

- Delivery Partner is granted the right to deliver designated Partner Boot Camps in approved regions
- Delivery Partner has the rights to make copies of materials for student use
- Delivery Partner agrees to deliver content as received
- Delivery Partner can only use boot camp materials to train other partners or their internal staff. These materials **cannot** be delivered to customers
- Oracle reserves the right to audit the training to insure quality standards are met

- Standard Infringement Indemnity and OPN Non-Disclosure Agreement apply.

Where do I direct further inquiries about Enablement 2.0 Delivery Partners?

If you have further questions on Enablement 2.0 Delivery Partners, you may contact us at: opnbootcamp_ww@oracle.com.



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