

Oracle PartnerNetwork Specialized Remarketer

AT A GLANCE

TOP BENEFITS

- Resell 1-Click Software Products
- Resell Select Oracle Hardware
- 1-Click Guided Learning Paths
- 1-Click Solution Kits
- 1-Click Ordering Process

Start Selling Oracle Products Today with No Fees and No Up-front Commitment.

The Oracle Remarketer initiative provides you access to Oracle’s portfolio of 1-Click products, as well as a limited selection of Oracle hardware products, offering you a unique ability to immediately open new markets and create new sales opportunities. The Remarketer initiative offers you with the ability to resell select Oracle products via regionally located Remarketer authorized distributors with no membership fees and no commitment to Oracle.

Become an Oracle Remarketer to:

- Access the portfolio of Oracle 1-Click software products, containing midsize company focused versions of Oracle’s popular database software, MySQL and more.
- Resell the Oracle Database Appliance, which takes advantage of the world's most popular database—Oracle Database 11g—in a single, easy-to-deploy and manage system.
- Grow your business opportunities with the most affordable and expandable solutions in the market.
- Increase profitability in your business transactions by using a streamlined channel-only ordering process.
- Access business support through a Remarketer authorized VAD for enrollment, training, support and sales enablement – oracle.com/partners/goto/remarketerauthorizedvad.

What Oracle Products Can You Resell as an Oracle Remarketer?

The Oracle Remarketer initiative allows you to resell Oracle 1-Click ordering products and Support offerings, including:

Oracle 1-Click Technology Product Listing

- Products on the Oracle 1-Click Ordering Programs List:
 - 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
 - WebCenter Capture
 - Oracle Internet Developer Suite
- Products on the Oracle 1-Click Ordering Desktop Programs List
 - MySQL Standard Edition Subscription
 - MySQL Enterprise Edition Subscription
 - Crystal Ball
 - Crystal Ball Enterprise Performance Management
 - Crystal Ball Decision Optimizer
 - Crystal Ball Classroom Student Edition
 - Crystal Ball Classroom Faculty Edition
 - AutoVue Office
 - AutoVue 2D Professional
 - AutoVue 3D Professional Advanced
 - AutoVue EDA Professional
 - AutoVue Electro-Mechanical Professional
- Support Offerings:
 - Oracle Linux Support
 - Oracle VM Support



Remarketers may also resell the following Oracle hardware:

- Oracle Database Appliance

Oracle Remarketer Benefits Highlights

- ⁺⁺Ability to resell authorized products
- ⁺⁺ Access to partner-specific education on the OPN Portal
- ⁺⁺ Access to sales and marketing kits
- Access to the 1-Click Ordering Process, a channel-exclusive process that expedites orders from sale to fulfillment

⁺⁺ Product information limited to 1-Click Products

Remarketer Is Free

There are no fees required to begin reselling select Oracle hardware and software as an Oracle Remarketer.

How to Start Selling as a Remarketer

To begin selling select Oracle hardware and software as a Remarketer, simply contact a Remarketer authorized VAD in your region.

The contact list is located at oracle.com/partners/goto/remarketerauthorizedvad

Where to Find More Information

- Access **sales and enablement tools** for selling to midsize companies by going to oracle.com/partners/en/knowledge-zone/database/1-click-for-midsize-021469.htm.
- Get **training, marketing and sales tools** for Oracle 1-Click products by visiting oracle.com/partners/en/knowledge-zone/024159.htm.
- **Stay connected, network with your peers and provide comments, ideas and feedback** directly to Oracle by becoming a member of the Remarketer Mix at mix.oracle.com/groups/11644.
- **Stay connected and provide feedback** directly to Oracle through the Remarketer blog blogs.oracle.com/startsellingtoday/.

Start Making Money Today by Becoming an Oracle Remarketer



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