



# Oracle PartnerNetwork Specialized Gold Partner Level

## AT A GLANCE

### TESTIMONIAL

"OPN Specialized addresses the current realities and needs of Oracle partners and the market in which they operate. There are now clear paths to differentiation through specialization, and incentives to guide partners to take advantage of these. The new OPN is a good fit for Oracle's ever-expanding offering."

Aydin Ersoz  
Co-CEO,  
iNOVA Bilisim Cozumleri A.S.

### TOP BENEFITS

Silver-level benefits, plus

- Ability to resell all Oracle technology products
- Eligibility to resell Oracle Applications
- Ability to earn specializations
- Telephone based account development
- -25% Oracle University discount
- Authority to purchase Oracle Support request packs
- Migration resources
- Oracle Financing

For full benefits table go to [partner.oracle.com](http://partner.oracle.com) > **Most Popular Resources** and click on **View Benefits by Membership Level**

*Capture new Oracle business opportunities, use Enablement 2.0 tools, and earn specializations.*

*Gold is the first level of Oracle PartnerNetwork Specialized that opens up the Oracle product portfolio. Gold is also the level where you start developing your specializations, allowing you to grow your business by increasing your expertise, reach higher levels of customer retention and create differentiation in the marketplace.*

### Become a Gold Partner to:

- Broaden your sales opportunities through access to information and apply for resell rights for all of Oracle's products and solutions
- Differentiate your organization through specialization; become recognized by Oracle and preferred by customers
- Leverage Enablement 2.0 online training and onsite bootcamps to develop your specialization(s)
- Leverage pro-active support and engagement from our business development team within the Oracle Partner Business Center to support your path to specialization and business growth through our Programmatic Partner Enablement Initiative
- Take advantage of a 25 percent partner-exclusive Oracle University (OU) discount and two assessment/exam vouchers to gain a competitive edge by achieving specialization
- Benefit from Oracle's award-winning online Oracle Support knowledge-base and partner-discounted support service packs to bolster your solutions
- Gain access to specially designed Knowledge Zones to get all the related product information you need to accelerate your business

### Oracle Gold Benefits Highlights

All benefits available to Silver Partners, plus

- Ability to resell all Oracle technology products
- Eligible to resell Oracle packaged applications and industry solutions
- Telephone-based account development
- 25 percent discount on OU products and services
- Two free assessment/exam vouchers
- Authority to purchase Oracle Support at special partner discounts
- Ability to earn specializations
- Discount on Oracle Advanced Customer Services
- Software updates and access to "My Oracle Support" for all Oracle products
- Discount on purchase of Oracle licenses for internal use

**Enablement 2.0**  
DEVELOP • SELL • IMPLEMENT



**Specialized**  
Oracle Database

*This image is an example of an Oracle PartnerNetwork Specialized logo and is for illustration purposes only*

## TESTIMONIAL

"We are very excited about the launch of Oracle's new OPN Specialized program. This is a significant enhancement to the existing Enablement 2.0 program and will enable Infosys to showcase the depth of our expertise across Oracle solutions and differentiate our capabilities to our customers and prospects."

Ravi Kumar S  
Infosys Global Head, Oracle  
Practice,  
Infosys

## Gold Partner Membership Cost

The annual fee for your Gold level membership is US\$2,995 for Worldwide or Standard membership types.

Companies joining as associates, of a Gold partner, receive a 50 percent discount on their annual membership fees.

## How to Join

Two simple ways:

1. Get more details about this partner level at [partner.oracle.com](http://partner.oracle.com) > **OPN Program** > **OPN Details by Levels** > click on **Gold level**.
2. Go to [partner.oracle.com](http://partner.oracle.com) > click on **Join Now** to start your application.

For assistance, contact the Oracle Partner Business Center or an Oracle Value Added Distributor.

## Where to Find More Information

For all the details, plus the full benefit listing visit [partner.oracle.com](http://partner.oracle.com) > **OPN Program** > **OPN Details by Levels** > click on **Gold level**.

**ORACLE**

**PARTNERNETWORK**

Specialized. Recognized by Oracle.  
Preferred by Customers.

**Start your path to specialization.  
Become an Oracle PartnerNetwork Specialized Gold  
partner today.**



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