

**Hardware and Software  
Engineered to Work Together**



**ORACLE**

**PARTNERNETWORK**

Specialized. Recognized by Oracle.  
Preferred by Customers.

## Oracle PartnerNetwork Specialized: Gold Level

The difference is specialization. As a Gold-level member in the Oracle PartnerNetwork (OPN) Specialized program, you can use your OPN specializations—and advanced specializations—to both attract new business and enhance solutions for current customers. Your skills and expertise differentiate your business from the competition. Specialized. Recognized by Oracle. Preferred by customers.

Gold partners in OPN Specialized have a competitive advantage. As a Gold partner, you can

- Ensure that your applications are Oracle Exastack-ready or Oracle Exastack-optimized
- Access the entire Oracle technology product stack and apply to resell all packaged Oracle Applications and server and storage offerings
- Develop skills and expertise that differentiate your business
- Take advantage of exclusive telephone-based business development support
- Provide customers with access to Oracle Financing to help close deals
- Access complimentary development licenses
- Receive free software updates and patches for technical and application products

### Access the Entire Oracle Portfolio

With authorization to sell all the technology products in the Oracle stack, as well as Oracle's software-as-a-service (SaaS)

solutions, you expand your business opportunities.

### Develop a Specialization

The Gold level of OPN Specialized offers specialization as a way to showcase your Oracle-certified expertise.

### Make Your Applications Oracle Exastack-Ready

Once your applications are Oracle Exastack-ready, you can promote them using special logos that highlight their status.

### Achieve Oracle Exastack-Optimized Status

Optimizing your solutions for Oracle Exastack gives you access to Oracle Exastack experts who promote your optimized status to customers. They also engage Oracle technical resources on your behalf, and have access to dedicated lab environments where they can test and tune software applications on Oracle Exadata Database Machine and Oracle Exalogic Elastic Cloud component products including Oracle Solaris, Oracle Linux, Oracle VM, Oracle Database, and Oracle WebLogic Server.

*"The focus that Oracle PartnerNetwork has placed on specialization provides us with the ability to select qualified partners that have demonstrated expertise in a specific product or solution. This program eliminates the guesswork and helps ensure we find the right partner to fit our needs."*

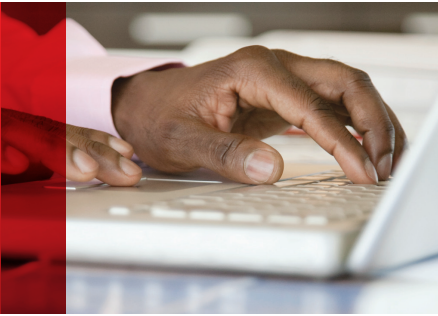
**Dave Lyons**, Director, Information Technology, Baptist General Convention of Texas

### COMMITTED TO PARTNER EDUCATION: ENABLEMENT 2.0

Enablement 2.0 represents Oracle's commitment to investing in the continuing education of Oracle partners. OPN Specialized partners that take advantage of the Enablement 2.0 offerings—which include everything from "boot camps" to live Web classes to instructor-led training—are better equipped to sell and implement Oracle products, and develop Oracle-based solutions that deliver better results to customers.

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**FACT:** Only Oracle partners that have achieved Gold, Platinum, or Diamond levels of specialization are authorized to sell Oracle's entire portfolio of products, which encompasses database, middleware, storage, and server systems as well as packaged applications and industry solutions.



*"The OPN Specialized program provides an easy way for customers to identify qualified partners in specific products or industries. Hitachi Consulting is growing our practices in the applications area under this program, and we are already seeing the benefits. We welcome this program and we believe that it can help us strengthen our position in the market."*

**Daisuke Nishimura**, Board Member / Managing Director, Hitachi Consulting

### Achieve Advanced Specialization

Advanced specialization allows specialized partners at the Gold level and above to showcase the depth and breadth of their global implementation resources.

### Take Advantage of Business and Development Support

Partners at the Gold level have exclusive access to proactive, outbound, telephone-based support for business/administrative functions and account development.

### Make Financing Available

As a Gold partner, you can offer your customers a variety of ways to finance their purchase through Oracle Financing.

### Benefits of Gold

Partners at the Gold level get all the benefits available to partners at the Silver level, including discounts on OPN products and services, and access to Oracle's partner business centers.

Education and enablement benefits include

- Free, online, role-based training plans and education roadmaps from the OPN Competency Center
- Free access to the Oracle University Knowledge Center Passport
- A 25 percent discount on Oracle University products and services
- Free attendance to online seminars and selected training events and workshops

Development benefits include

- Migration toolkits, workbenches, and third-party migration solutions
- SOA-based Oracle-validated integration (available for a fee)
- Discounts on Oracle Enterprise Linux support
- Unlimited access to development licenses for Oracle technology
- Opportunities to highlight added value and differentiated Oracle-based solutions and services to customers via preferential placement across the OPN ecosystem, including the OPN Solutions Catalog and Oracle.com Web pages

As a Gold-level partner, you also benefit from joint sales and marketing efforts that can boost your sales by advertising your partnership with Oracle. These include

- Professional development of joint customer success stories
- Oracle partner branding and logos to use on collateral, Websites, and other marketing materials

In addition to exclusive, telephone-based support, Gold-level support benefits include

- Free software updates
- Discounts on service request packs
- Discounts on selected offerings from Oracle Advanced Customer Services

### Join OPN Specialized

You can start experiencing the benefits of membership in OPN Specialized today. When you join OPN Specialized and achieve specialization, you are

- **Verified** as having certified skills and competency achievements across key areas of your business
- **Recognized** by Oracle for your trusted relationships, based on in-depth product and industry knowledge and proven value that you've added for customers
- **Preferred** by customers and Oracle's own sales team with validated references for each area of specialization

OPN offers members access to Oracle's compelling product portfolio and the ability to sell products that are market-leading and well accepted in the marketplace—as evidenced by Oracle's large installed base.

By providing training, education, and support; specialization certifications that increase partner revenues and customer satisfaction; and a streamlined way to conduct business with Oracle that simplifies your operations, OPN Specialized opens business opportunities and helps you deliver even more value to your customers.



Oracle is committed to developing practices and products that help protect the environment

### CONTACT US

To learn more, call +1.800.ORACLE1 to speak to an Oracle representative or visit [oracle.com](http://oracle.com). Outside North America, visit [oracle.com/corporate/contact/global.html](http://oracle.com/corporate/contact/global.html) to find the phone number for your local Oracle office.