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HARDWARE.  
COMPLETE.**



**ORACLE®**  
PARTNERNETWORK

Specialized. Recognized by Oracle.  
Preferred by Customers.

## Oracle PartnerNetwork Specialized: Platinum Level

Unlimited support, unlimited specializations, and now the opportunity for advanced specializations. As a Platinum level member, you can showcase the breadth and depth of your organization's expertise. Oracle offers Platinum partners a high level of commitment, engagement, and benefits, helping them provide their customers with the very best Oracle solutions.

As a Platinum partner in Oracle PartnerNetwork (OPN) Specialized, you receive support and benefits that strengthen your strategy for long-term growth and help you provide continuous enhancements to your customers.

### Dedicated Support

As an OPN Specialized Platinum partner, you receive free, dedicated support from Oracle. Use your Platinum support code to ensure a faster response time and VIP support. This Platinum support shows Oracle's commitment to you and to our mutual customers, and includes

- Assistance broadening your areas of specialization
- Free consultations from Oracle Advanced Customer Services
- Oracle's online support knowledge base, including 100 free software support service requests (SRs) and 100 Linux SRs

### Maximum Recognition

As a Platinum partner, you receive recognition from Oracle that

acknowledges your skills and in-depth expertise. Oracle knows that Platinum partners make significant investments and offers you unprecedented access to channel, alliance, and partner managers.

### Unlimited Specializations

Platinum members of OPN Specialized must have at least five areas of specialization. However, because there is no upper limit, Platinum partners can continue to achieve as many specializations as they need to support their customers and grow their business.

### Advanced Specializations

Advanced Specialization is a new program element where specialized partners at the Gold, Platinum, and Diamond levels can showcase the depth and breadth of their global implementation resources. To qualify for an advanced specialization, eligible partners must meet standard OPN Specialized business and competency criteria for specialization plus have 50 or more Oracle certified implementation specialists on staff.

*"The focus that Oracle PartnerNetwork has put on specialization closely aligns with our business in North America Sales and allows us to quickly recognize and select a qualified partner for joint opportunities."*

**Keith Block**, Executive Vice President,  
North America Sales, Oracle

### PRIORITY PLACEMENT IN THE OPN SOLUTIONS CATALOG

Organizations around the world—from midsize businesses to large, international organizations—use the partner listings in the OPN Solutions Catalog to identify, locate, and contact potential partners. Customers are looking for partners that have the extended capabilities and the specific market, functional, or industry expertise to help them deploy Oracle solutions in their business.

Platinum partners have priority placement for their listing in the OPN Solutions Catalog and may also be featured on product pages of the Oracle Website (oracle.com).

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**FACT:** Just a few months after OPN Specialized was announced, leading partners from around the globe had already achieved Platinum status.



*“The new focus on specialization recognizes what we’ve invested in Oracle and how we can best help our customers. OPN Specialized is now giving us the ability to differentiate ourselves based on our skills both to our prospects and customers as well as to the Oracle sales force. This will help us more effectively engage with Oracle and provide better services to our customers.”*

**Jason Watson**, Territory Account Manager, Idhasoft

### The Benefits of Platinum

At the Platinum level, you receive all the benefits available to Gold partners, along with exclusive Platinum-level benefits. This elite set of benefits includes access to the entire Oracle technology product stack and the ability to apply to be a reseller of all packaged Oracle Applications and server and storage offerings (see the OPN portal for a complete list).

Education and enablement benefits for Platinum partners include

- Free, online, role-based training plans and education roadmaps from the OPN Competency Center
- Free access to the Oracle University Knowledge Center Passport
- Twenty-five percent discount on Oracle University products and services
- Six free vouchers to cover the cost of certain assessments
- Attendance at online seminars, selected training events, and workshops

Development benefits help bring better solutions to your customers and include

- Unlimited integration licenses for application products, and demonstration licenses for all products
- Unlimited development licenses for Oracle technology programs
- SOA Application Integration Architecture for Partners validation (a US\$9,500 value)

- Access to affordable platforms, such as Linux, with the highest level of discounts on Oracle Enterprise Linux support
- Discounts on Oracle products for internal use in your business
- Participation in early beta programs

Platinum partners can use the sales and marketing content and tools available on the OPN portal to promote and publicize their business and areas of specialization. As a Platinum partner, you can also

- Apply for market development funds
- Access marketing lists and campaign toolkits—tailored to customer needs—to drive demand for your solutions
- Collaborate with Oracle to produce joint customer success stories, and be eligible for inclusion in the “Partner News” section of *Oracle Magazine*

Platinum partners also receive dedicated support from Oracle that includes

- Free Oracle support that provides assistance for your specializations
- Up to 100 free SRs to use with the development, demonstration, and integration licenses for Oracle Applications and technology in addition to any SRs earned with specializations—up to 250 SRs per membership year
- Free software updates to keep your Oracle technology current

### The Benefits of Membership in OPN Specialized

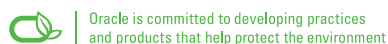
OPN Specialized gives partners at all levels new opportunities for their business while helping them provide existing customers with the very best Oracle solutions.

By embracing new technologies and leveraging Oracle’s reliability, security, and innovation, partners in the OPN Specialized program can more effectively address the needs of their customers—with specialized solutions that have been integrated with a range of next-generation services and resources.

### Join OPN Specialized

You can start experiencing the unparalleled benefits of membership in OPN Specialized today—Oracle’s multilevel partner program that’s designed to evolve with your business. When you join OPN Specialized, you

- Differentiate yourself through your expertise in leading Oracle IT solutions
- Get recognized by Oracle for your specialized services and solutions
- Are preferred by customers seeking value-added solutions for their business



### CONTACT US

To learn more, visit [partner.oracle.com](http://partner.oracle.com)  
To find the phone number for your local Oracle Partner Business Center team, visit [oracle.com/corporate/contact/global.html](http://oracle.com/corporate/contact/global.html)

