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Specialization Guide

The **Specialization Guide** offers a consolidated view of the Specialization Competency Readiness for all launched and planned Specializations and the Criteria that need to be met for joining the OPN Specialized program.

Specialization Competency Readiness

The **Specialization Competency Readiness** lists all the Specializations launched and planned that are/will be part of the OPN Specialized program. The Specializations aim to cover the broad range of Oracle's technology and applications products including those recently acquired. The list is regularly reviewed and aligned with the priorities as expressed by our customers, our partners, and Oracle subject matter experts.

The Specializations' curriculum and accreditations are being developed by Oracle experts using a rigorous instructional design methodology to qualify partner skills in four roles: *Sales, PreSales, Support, and Implementation*.

Every new released Oracle Certification goes through a beta cycle, an evaluation process to ensure that partners are taking relevant certification. Passing a beta exam is the same as passing a production exam. For more details on beta exams, please visit:

[Oracle Certification Program Beta Exams.](#)

The expected availability of each element of the competency criteria is given by the quarters in the cells below. As dates are confirmed they will be added to this guide. These plans are subject to change at Oracle's sole discretion.

Current as of May 15, 2012

The dates are referring to Oracle's Fiscal Year:

FY12 - Q4 = March 1, 2012 thru May 31, 2012.

FY13 - Q1 = June 1, 2012 thru August 31, 2012

FY13 - Q2 = September 1, 2012 thru November 30, 2012

FY13 - Q3 = December 1, 2012 thru February 28, 2013

FY13 - Q4 = March 1, 2013 thru May 31, 2013.



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Specialization Competency Readiness

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| Database | | | | | | |
|---|-----------|---------------------------|------------------------------|-----------------------------|---------------------------------|-----------------------|
| Specialization Name | Release # | Sales Assessment (online) | PreSales Assessment (online) | Support Assessment (online) | Implementation Exam (proctored) | Specialization Active |
| <u>Oracle Database</u> | 11g | ✓ | ✓ | ✓ | ✓ | ✓ |
| <u>Oracle Real Application Clusters</u> | 11g | ✓ | ✓ | ✓ | ✓ | ✓ |
| <u>Oracle Database Performance Tuning</u> | 11g | ✓ | ✓ | ✓ | ✓ | ✓ |
| <u>Oracle Database Security Options</u> | 11g | ✓ | ✓ | ✓ | ✓ | ✓ |
| <u>Oracle Data Warehousing</u> | 11g | ✓ | ✓ | ✓ | ✓ | ✓ |
| Oracle Exadata | | | | | | |
| Prerequisite specializations: | | | | | | |
| - Oracle Database | | | | | | |
| - Oracle Real Application Clusters | 11g | ✓ | ✓ | ✓ | ✓ | ✓ |
| - Oracle Database Performance Tuning | | | | | | |
| - Oracle Data Warehousing | | | | | | |
| - Oracle Linux OR Oracle Solaris | | | | | | |



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Specialization Competency Readiness (continued)

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| Database | | | | | | |
|---|------------|---------------------------|------------------------------|-----------------------------|---------------------------------|-----------------------|
| Specialization Name | Release # | Sales Assessment (online) | PreSales Assessment (online) | Support Assessment (online) | Implementation Exam (proctored) | Specialization Active |
| <u>Oracle Database Appliance</u> | | | | | | |
| Prerequisite specializations: | | | | | | |
| - Oracle Database | | ✓ | ✓ | ✓ | N/A | ✓ |
| - Oracle Linux | | | | | | |
| <u>Oracle Enterprise Manager</u> | 11g | ✓ | ✓ | ✓ | ✓ | ✓ |
| Oracle Enterprise Manager 12c | 12c | FY12 - Q4 | FY12 - Q4 | FY12 - Q4 | ✓ Beta | FY12 - Q4 |
| <u>Oracle Enterprise Manager Application Quality Management</u> | 11g | ✓ | ✓ | ✓ | ✓ | ✓ |
| <u>MySQL</u> | | ✓ | ✓ | ✓ | ✓ | ✓ |
| <u>Oracle Spatial 11g</u> | 11g | ✓ | ✓ | ✓ | ✓ Beta | ✓ |



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Specialization Competency Readiness (continued)

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| Middleware | | | | | | |
|--|---------------|---------------------------|------------------------------|-----------------------------|---------------------------------|-----------------------|
| Specialization Name | Release # | Sales Assessment (online) | PreSales Assessment (online) | Support Assessment (online) | Implementation Exam (proctored) | Specialization Active |
| <u>Service-Oriented Architecture</u> | 11g | ✓ | ✓ | ✓ | ✓ | ✓ |
| <u>Oracle Business Intelligence Foundation</u> | 10.1.3 | ✓ | ✓ | ✓ | ✓ | ✓ |
| <u>Oracle Essbase</u> | | ✓ | ✓ | ✓ | ✓ | ✓ |
| <u>Oracle Application Grid</u> | WLS 11g, C3.5 | ✓ | ✓ | ✓ | ✓ | ✓ |
| <u>Oracle WebLogic Server</u> | 12c | ✓ | ✓ | ✓ | ✓ | ✓ |
| <u>Identity Administration and Analytics</u> | 11g | ✓ | ✓ | ✓ | ✓ | ✓ |
| <u>Oracle WebCenter Content</u> | 11g | ✓ | ✓ | ✓ | ✓ | ✓ |
| <u>Oracle WebCenter Portal</u> | 11g | ✓ | ✓ | ✓ | ✓ | ✓ |
| <u>Oracle WebCenter Sites</u> | 11g | FY13 - Q1 | FY13 - Q1 | FY13 - Q1 | FY13 - Q1 | FY13 - Q1 |
| <u>Oracle GoldenGate</u> | 10 | ✓ | ✓ | ✓ | ✓ | ✓ |
| <u>Oracle Application Integration Architecture</u> | | ✓ | ✓ | ✓ | ✓ | ✓ |
| <u>Oracle Unified Business Process Management</u> | | ✓ | ✓ | ✓ | ✓ | ✓ |



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Specialization Competency Readiness (continued)

Passing a beta exam is the same as passing a production exam. To get a free voucher for a Beta exam contact opn-edu_ww@oracle.com

| Specialization Name | Release # | Sales Assessment (online) | PreSales Assessment (online) | Support Assessment (online) | Implementation Exam (proctored) | Specialization Active |
|--|--------------|---------------------------|------------------------------|-----------------------------|---------------------------------|-----------------------|
| Middleware (continued) | | | | | | |
| <u>Exalogic Elastic Cloud</u> | | | | | | |
| Prerequisite specializations: | | | | | | |
| - Oracle Application Grid | X2-2 | ✓ | ✓ | ✓ | ✓ | ✓ |
| - Oracle Linux OR Oracle Solaris | | | | | | |
| - Oracle Enterprise Manager | | | | | | |
| <u>Oracle Application Development Framework</u> | | | | | | |
| | | ✓ | ✓ | ✓ | ✓ | ✓ |
| Oracle Endeca Information Discovery | | FY13 - Q1 | FY13 - Q1 | FY13 - Q1 | FY13 - Q1 | FY13 - Q2 |
| <u>Java Platform, Micro Edition</u> | | N/A | N/A | N/A | ✓ | ✓ |
| <u>Java Platform, Standard Edition</u> | | N/A | N/A | N/A | ✓ | ✓ |
| <u>Java Platform, Enterprise Edition</u> | | N/A | N/A | N/A | ✓ | ✓ |
| Oracle Business Intelligence Foundation Suite 11g | | FY12 - Q4 | FY12 - Q4 | FY12 - Q4 | FY12 - Q4 | FY12 - Q4 |
| <u>Oracle Business Intelligence Applications</u> | 7.9.6 | ✓ | ✓ | ✓ | ✓ | ✓ |



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Specialization Competency Readiness (continued)

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| Middleware (continued) | | | | | | |
|------------------------------------|-----------|------------------------------|---------------------------------|--------------------------------|------------------------------------|-----------------------|
| Specialization Name | Release # | Sales Assessment (online) | PreSales Assessment (online) | Support Assessment (online) | Implementation Exam (proctored) | Specialization Active |
| Oracle Exalytics In-Memory Machine | | FY13 - Q1 | FY13 - Q1 | FY13 - Q1 | FY13 - Q1 | FY13 - Q2 |

| Middleware (continued) | | | | | | |
|---|-----------|------------------------------|---------------------------------|--------------------------------|----------------------------------|-----------------------|
| Specialization Name | Release # | Sales Assessment (online) | PreSales Assessment (online) | Support Assessment (online) | Architecture Exam (proctored) | Specialization Active |
| <p><u>Oracle IT Architecture Release 3</u> Prerequisite specializations: - Oracle Database - Oracle Application Grid - Oracle Linux OR Oracle Solaris - Oracle Service-Oriented Architecture OR Oracle Unified Business Process Management OR Oracle Applications Integration Architecture</p> | | N/A | N/A | N/A | | |



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Specialization Competency Readiness (continued)

Passing a beta exam is the same as passing a production exam. To get a free voucher for a Beta exam contact opn-edu_ww@oracle.com

| Applications | | | | | | |
|---|-----------|---------------------------|------------------------------|-----------------------------|---------------------------------|-----------------------|
| Specialization Name | Release # | Sales Assessment (online) | PreSales Assessment (online) | Support Assessment (online) | Implementation Exam (proctored) | Specialization Active |
| <u>Oracle E-Business Suite Financial Management</u> | 12.1 | ✓ | ✓ | ✓ | ✓ | ✓ |
| <u>Oracle E-Business Suite Supply Chain Management</u> | 12.1 | ✓ | ✓ | ✓ | ✓ | ✓ |
| <u>Oracle E-Business Suite Human Capital Management</u> | 12.1 | ✓ | ✓ | ✓ | ✓ | ✓ |
| <u>Oracle E-Business Suite Project</u> | 12.1 | FY13 - Q1 | FY13 - Q1 | FY13 - Q1 | FY13 - Q1 | FY13 - Q1 |
| <u>PeopleSoft PeopleTools</u> | 8.51 | ✓ | ✓ | ✓ | ✓ | ✓ |
| <u>PeopleSoft Human Capital Management</u> | 9.1 | ✓ | ✓ | ✓ | ✓ | ✓ |
| <u>PeopleSoft Financial Management</u> | 9.1 | ✓ | ✓ | ✓ | ✓ | ✓ |
| <u>Siebel Customer Relationship Management</u> | 8.1.1 | ✓ | ✓ | ✓ | ✓ | ✓ |



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Specialization Competency Readiness (continued)

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| Applications (continued) | | | | | | |
|--|-----------|---------------------------|------------------------------|-----------------------------|---------------------------------|-----------------------|
| Specialization Name | Release # | Sales Assessment (online) | PreSales Assessment (online) | Support Assessment (online) | Implementation Exam (proctored) | Specialization Active |
| <u>Oracle CRM On Demand</u> | 16 | ✓ | ✓ | ✓ | ✓ | ✓ |
| <u>JD Edwards EnterpriseOne Financial Management</u> | 9.0 | ✓ | ✓ | ✓ | ✓ | ✓ |
| <u>JD Edwards EnterpriseOne Distribution</u> | 9.0 | ✓ | ✓ | ✓ | ✓ | ✓ |
| <u>JD Edwards EnterpriseOne CNC</u> | 9.0 | ✓ | ✓ | ✓ | ✓ | ✓ |
| <u>JD Edwards EnterpriseOne Projects</u> | 9.0 | ✓ | ✓ | ✓ | ✓ | ✓ |
| <u>JD Edwards EnterpriseOne Manufacturing</u> | 9.0 | ✓ | ✓ | ✓ | ✓ | ✓ |



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Specialization Competency Readiness (continued)

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| Applications (continued) | | | | | | |
|--|-----------|---------------------------|------------------------------|-----------------------------|---------------------------------|-----------------------|
| Specialization Name | Release # | Sales Assessment (online) | PreSales Assessment (online) | Support Assessment (online) | Implementation Exam (proctored) | Specialization Active |
| <u>Oracle Hyperion Financial Management</u> | 11.1.1 | ✓ | ✓ | ✓ | ✓ | ✓ |
| <u>Oracle Hyperion Planning</u> | 11.1.1 | ✓ | ✓ | ✓ | ✓ | ✓ |
| <u>Oracle Policy Automation</u> | 10 | ✓ | ✓ | ✓ | ✓ | ✓ |
| <u>Agile Product Lifecycle Management</u> | 9.3 | ✓ | ✓ | ✓ | ✓ | ✓ |
| <u>Value Chain Planning - Demand Management (Demantra)</u> | 7.3 | ✓ | ✓ | ✓ | ✓ | ✓ |
| <u>Oracle Unified Method</u> Prerequisite specialization: - Any Active specialization, except for specializations under Server and Storage | 5 | N/A | N/A | N/A | ✓ | ✓ |



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Specialization Competency Readiness (continued)

Passing a beta exam is the same as passing a production exam. To get a free voucher for a Beta exam contact opn-edu_ww@oracle.com

| Applications (continued) | | | | | | |
|---|-----------|---------------------------|------------------------------|-----------------------------|---------------------------------|-----------------------|
| Specialization Name | Release # | Sales Assessment (online) | PreSales Assessment (online) | Support Assessment (online) | Implementation Exam (proctored) | Specialization Active |
| <u>Oracle Transportation Management</u> | 6.2 | ✓ | ✓ | ✓ | ✓ | ✓ |
| <u>Oracle Global Trade Management</u> | 6.2 | ✓ | ✓ | ✓ | ✓ Beta | ✓ |
| <u>Oracle Customer Hub and Oracle Data Quality</u> | 8.2 | ✓ | ✓ | ✓ | ✓ Beta | ✓ |
| <u>Oracle Hyperion Data Relationship Management</u> | 11 | FY12 - Q4 | FY12 - Q4 | FY12 - Q4 | FY12 - Q4 | FY12 - Q4 |
| <u>Oracle User Productivity Kit</u> | 11 | FY12 - Q4 | FY12 - Q4 | ✓ | ✓ Beta | FY12 - Q4 |
| <u>Oracle Fusion Financials</u> | 11g | ✓ | ✓ | ✓ | ✓ Beta | ✓ |
| <u>Oracle Fusion Human Capital Management</u> | 11g | ✓ | ✓ | ✓ | ✓ Beta | ✓ |
| <u>Oracle Fusion Customer Relationship Management</u> | 11g | ✓ | ✓ | ✓ | ✓ Beta | ✓ |
| <u>Oracle Fusion Supply Chain Management</u> | 11g | FY12 - Q4 | FY12 - Q4 | FY12 - Q4 | FY12 - Q4 | FY13 - Q2 |
| <u>Oracle Fusion Procurement</u> | 11g | FY12 - Q4 | FY12 - Q4 | FY12 - Q4 | FY12 - Q4 | FY13 - Q2 |
| <u>Governance, Risk, and Compliance</u> | | FY13 - Q2 | FY13 - Q2 | FY13 - Q2 | FY13 - Q3 | FY13 - Q3 |



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Specialization Competency Readiness (continued)

Passing a beta exam is the same as passing a production exam. To get a free voucher for a Beta exam contact opn-edu_ww@oracle.com

Applications (continued)

| | Specialization Name | Release # | Sales Assessment (online) | PreSales Assessment (online) | Support Assessment (online) | Implementation Exam (proctored) | Specialization Active |
|-------|---|-----------|---------------------------|------------------------------|-----------------------------|---------------------------------|-----------------------|
| PGBU | <u>Primavera P6 Enterprise Project Portfolio Management</u> | 8 | ✓ | ✓ | ✓ | ✓ | ✓ |
| | <u>Primavera Contract Management</u> | 14 | ✓ | ✓ | ✓ | ✓ Beta | ✓ |
| | Primavera Portfolio Management | 9 | FY12 - Q4 | FY12 - Q4 | FY12 - Q4 | FY12 - Q4 | FY12 - Q4 |
| HSGBU | <u>Oracle Argus Safety Suite</u> | 6 | ✓ | ✓ | ✓ | ✓ | ✓ |
| | <u>Oracle Life Sciences Data Hub</u> | 2 | ✓ | ✓ | ✓ | ✓ | ✓ |
| | Oracle Healthcare Master Person Index | 2 | ✓ | ✓ | ✓ | FY13 - Q1 | FY13 - Q1 |
| FSGBU | <u>Oracle Flexcube Universal Banking</u> | 11 | ✓ | ✓ | N/A | ✓ Beta | ✓ |
| | Oracle Flexcube - DB | 11 | FY12 - Q4 | FY12 - Q4 | N/A | ✓ | FY12 - Q4 |
| | Oracle Flexcube - PB | 11 | FY13 - Q1 | FY13 - Q1 | N/A | FY13 - Q1 | FY13 - Q1 |
| | Oracle Financials Services Analytic Applications | | FY12 - Q4 | FY12 - Q4 | N/A | FY13 - Q1 | FY13 - Q1 |



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Specialization Competency Readiness (continued)

Passing a beta exam is the same as passing a production exam. To get a free voucher for a Beta exam contact opn-edu_ww@oracle.com

| Applications (continued) | | | | | | |
|--------------------------|---|---------------------------|------------------------------|-----------------------------|---------------------------------|-----------------------|
| Specialization Name | Release # | Sales Assessment (online) | PreSales Assessment (online) | Support Assessment (online) | Implementation Exam (proctored) | Specialization Active |
| Insurance | <u>Oracle Insurance Policy Administration</u> | 9 | ✓ | ✓ | ✓ | ✓ |
| | <u>Oracle Documaker</u> | 12 | ✓ | ✓ | ✓ | ✓ |
| | Oracle Insight | 7 | FY12 - Q4 | FY12 - Q4 | FY12 - Q4 | FY12 - Q4 |
| | Oracle Insurance Insbridge Rating & Underwriting | 4 | FY12 - Q4 | FY12 - Q4 | ✓ | FY12 - Q4 |
| | Oracle Insurance Claims Adjudication for Health | | FY13 - Q1 | FY13 - Q1 | FY13 - Q1 | FY13 - Q1 |
| CGBU | <u>Oracle Communications Service Delivery Platform 5</u> | 5 | ✓ | ✓ | ✓ | ✓ Beta |
| | <u>Oracle Communications Billing and Revenue Management 7</u> | 7 | ✓ | ✓ | ✓ | FY12 - Q4 |
| | <u>Unified Communication Suite</u> | | ✓ | ✓ | ✓ | FY13 - Q1 |



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Specialization Competency Readiness (continued)

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| Applications (continued) | | | | | | |
|--------------------------|---|---------------------------|------------------------------|-----------------------------|---------------------------------|-----------------------|
| Specialization Name | Release # | Sales Assessment (online) | PreSales Assessment (online) | Support Assessment (online) | Implementation Exam (proctored) | Specialization Active |
| eCommerce | <u>Oracle iStore</u> | 12.1 | ✓ | ✓ | ✓ | ✓ |
| | <u>Oracle ATG Web Commerce</u> | 10 | ✓ | ✓ | ✓ | ✓ |
| | Oracle Endeca Commerce | 3.1 | FY13 - Q2 | FY13 - Q2 | FY13 - Q2 | FY13 - Q2 |
| Tax | <u>Oracle Enterprise Taxation Management</u> | 2 | ✓ | ✓ | ✓ | ✓ |
| Utilities | <u>Oracle Utilities Customer Care & Billing</u> | 2 | FY12 - Q4 | FY12 - Q4 | ✓ | ✓ |
| | Oracle Utilities Meter Data Management | 2.x | FY13 - Q1 | FY13 - Q1 | FY13 - Q1 | FY13 - Q1 |



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Specialization Competency Readiness (continued)

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Applications (continued)

| Specialization Name | Release # | Sales | PreSales | Support | Implementation | Specialization Active |
|---|-----------|------------------------|------------------------|------------------------|---------------------|-----------------------|
| | | Assessment (online) | Assessment (online) | Assessment (online) | Exam (proctored) | |
| Oracle Retail Merchandise Operations Management | 13.2 | FY13 - Q2 | FY13 - Q2 | FY13 - Q2 | FY13 - Q2 | FY13 - Q2 |
| Oracle Retail Planning and Optimization | | FY13 - Q2 | FY13 - Q2 | FY13 - Q2 | FY13 - Q2 | FY13 - Q2 |
| Oracle Retail Pricing | 13.2 | FY13 - Q2 | FY13 - Q2 | FY13 - Q2 | FY13 - Q2 | FY13 - Q2 |
| Oracle Retail Store Inventory Management | 13.2 | FY13 - Q2 | FY13 - Q2 | FY13 - Q2 | | FY13 - Q2 |
| Oracle Retail Store Point-of-Service | 13.2 | FY13 - Q2 | FY13 - Q2 | FY13 - Q2 | FY13 - Q2 | FY13 - Q2 |
| Oracle Retail Supply Chain Management | 13.3 | FY13 - Q2 | FY13 - Q2 | FY13 - Q2 | FY13 - Q2 | FY13 - Q2 |

Retail

Specialization Competency Readiness (continued)

Passing a beta exam is the same as passing a production exam. To get a free voucher for a Beta exam contact opn-edu_ww@oracle.com

| Server and Storage Systems | | | | | | |
|---|-----------|---------------------------|------------------------------|-----------------------------|---------------------------------|-----------------------|
| Specialization Name | Release # | Sales Assessment (online) | PreSales Assessment (online) | Support Assessment (online) | Implementation Exam (proctored) | Specialization Active |
| <u>Oracle Linux</u> | 5 | ✓ | ✓ | ✓ | ✓ | ✓ |
| <u>Oracle Linux 6</u> | 6 | FY13 - Q2 | FY13 - Q2 | FY13 - Q2 | FY13 - Q2 | FY13 - Q2 |
| <u>Oracle VM</u> | 2 | ✓ | ✓ | ✓ | ✓ | ✓ |
| <u>Oracle VM 3.0</u> | | FY12 - Q4 | FY12 - Q4 | FY12 - Q4 | ✓ | FY12 - Q4 |
| <u>Oracle Solaris</u> | | ✓ | ✓ | ✓ | ✓ Beta | ✓ |
| <u>Oracle Solaris 11</u> | | FY12 - Q4 | FY12 - Q4 | ✓ | ✓ | FY12 - Q4 |
| <u>Oracle Solaris Cluster</u> | | ✓ | ✓ | ✓ | ✓ | ✓ |
| <u>SPARC Enterprise Entry-Level and Midrange M-series Servers</u> | | ✓ | ✓ | ✓ | ✓ | ✓ |
| <u>SPARC Enterprise High-End M-series Servers</u> | | ✓ | ✓ | ✓ | ✓ | ✓ |
| <u>SPARC T2 and T3-Based Servers</u> | | ✓ | ✓ | ✓ | ✓ | ✓ |
| <u>SPARC T4-Based Servers</u> | | FY12 - Q4 | FY12 - Q4 | ✓ | ✓ Beta | FY12 - Q4 |
| <u>SPARC SuperCluster T4-4</u> | | FY13 - Q1 | FY13 - Q1 | FY13 - Q1 | FY13 - Q1 | FY13 - Q1 |
| <u>Sun ZFS Storage Appliance</u> | | ✓ | ✓ | ✓ | ✓ | ✓ |
| <u>Oracle StorageTek Tape Libraries</u> | | ✓ | ✓ | ✓ | ✓ | ✓ |



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Specialization Competency Readiness (continued)

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| Server and Storage Systems (continued) | | | | | | |
|--|-----------|------------------------------|---------------------------------|--------------------------------|------------------------------------|-----------------------|
| Specialization Name | Release # | Sales Assessment (online) | PreSales Assessment (online) | Support Assessment (online) | Implementation Exam (proctored) | Specialization Active |
| <u>Oracle Sun Flash Storage</u> | | ✓ | ✓ | ✓ | ✓ | ✓ |
| <u>Sun Storage 6000 Arrays</u> | | ✓ | ✓ | ✓ | ✓ | ✓ |
| <u>Pillar Axiom 600</u> | | ✓ | ✓ | ✓ | ✓ | ✓ |
| Oracle Virtual Desktop Infrastructure | 3 | ✓ | ✓ | ✓ | FY12 - Q4 | FY12 - Q4 |



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Specialization Competency Readiness (continued)

Passing a beta exam is the same as passing a production exam. To get a free voucher for a Beta exam contact opn-edu_ww@oracle.com

Industry

Partners applying for Industry Specializations must already be a specialized partner in two product/solution areas. There are no roles or levels associated with Industry specializations. To append an industry specialization to an existing solution specialization, partners must complete the respective industry guided learning path and pass the corresponding exam.

| Specialization Name | Industry Assessment (online) | Specialization Active |
|-------------------------------------|---------------------------------|-----------------------|
| <u>Aerospace and Defense</u> | ✓ | ✓ |
| <u>Automotive</u> | ✓ | ✓ |
| <u>Chemicals</u> | ✓ | ✓ |
| <u>Consumer Goods</u> | ✓ | ✓ |
| <u>Education and Research</u> | ✓ | ✓ |
| <u>Engineering and Construction</u> | ✓ | ✓ |
| <u>Healthcare</u> | ✓ | ✓ |
| <u>High Technology</u> | ✓ | ✓ |
| <u>Industrial Manufacturing</u> | ✓ | ✓ |
| <u>Life Sciences</u> | ✓ | ✓ |
| <u>Media and Entertainment</u> | ✓ | ✓ |
| <u>Natural Resources</u> | ✓ | ✓ |



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Industry

Partners applying for Industry Specializations must already be a specialized partner in two product/solution areas. There are no roles or levels associated with Industry specializations. To append an industry specialization to an existing solution specialization, partners must complete the respective industry guided learning path and pass the corresponding exam.

| Specialization Name | Industry Assessment (online) | Specialization Active |
|--|---------------------------------|-----------------------|
| <u>Oil and Gas</u> | ✓ | ✓ |
| <u>Oracle Accelerate for Midsize Companies</u> | ✓ | ✓ |
| <u>Professional Services</u> | ✓ | ✓ |
| <u>Public Sector</u> | ✓ | ✓ |
| <u>Travel and Transportation</u> | ✓ | ✓ |
| <u>Wholesale Distribution</u> | ✓ | ✓ |
| <u>Retail</u> | FY13 - Q1 | FY13 - Q1 |
| <u>Communications</u> | FY13 - Q1 | FY13 - Q1 |
| <u>Financial Services</u> | FY13 - Q1 | FY13 - Q1 |
| <u>Insurance</u> | FY13 - Q1 | FY13 - Q1 |
| <u>Utilities</u> | FY13 - Q1 | FY13 - Q1 |

Specialization Criteria

The **Specialization Criteria** is a quick reference to the available Specializations and to the Business and Competency Criteria that need to be met for joining the OPN Specialized program. It offers a consolidated view on business transactions, customer references, and the tests/exams that count towards meeting the competency criteria.

The Competency Criteria covers the tests/exams designed to qualify partners' skills in four roles: Sales, PreSales, Support, and Implementation.

The Sales, PreSales and select Support tests are online and earn an Oracle Sales/PreSales/Support Specialist credential. Select Support and Implementation exams are proctored and earn a Certified Implementation/Support Specialist credential. This guide shows for each Specialization the available Oracle Specialist tests/exams as well as the acceptable accreditations that count towards the competency criteria for individual Specializations. Please note that certifications may require mandatory training, and are marked with an accordingly with an asterisk: *

Every new released Oracle Certification goes through a beta cycle, an evaluation process to ensure that partners are taking relevant certification. Passing a beta exam is the same as passing a production exam. Oracle Certification Beta Exams can be easily identified as their IDs begin with "1Z1", while Oracle Certification Production Exam IDs begin with "1Z0".

For more details on beta exams, please visit: [Oracle Certification Program Beta Exams](#).

Oracle is actively building/developing new Specialist tests/exams and these will be added as soon as available. For the estimated time of delivery, please refer to the Specialization Competency Readiness part of this guide.

Current as of May 15, 2012

| Database | | | | | | | | | | | |
|---|-----------|---------------------|-------------------|---|---------------------|--|------------------------|--|-----------------------|--|-------------------------|
| Specialization Name | Release # | Customer References | # of Transactions | Sales Specialist Test Acceptable Test (last acceptable date - valid until) | # Sales Specialists | PreSales Specialist Test Acceptable Test (last acceptable date - valid until) | # PreSales Specialists | Support Specialist Test/ Acceptable Test (last acceptable date - valid until) | # Support Specialists | Certified Implementation Specialist/ Acceptable Certified Exam (last acceptable date - valid until) | # Certified Specialists |
| Oracle Database | 11g | 5 | 3 | Oracle Database 11g Sales Specialist | 2 | Oracle Database 11g PreSales Specialist | 2 | Oracle Database 11g Technology Support Specialist | 1 | Oracle Database 11g Certified Implementation Specialist (1Z0-514) OR Oracle Database 11g Administrator Certified Associate OR Oracle Database 11g Administrator Certified Professional* OR Oracle Database 11g Administrator Certified Master* OR | 2 |
| Oracle Real Application Clusters | 11g | 3 | 2 | Oracle Real Application Clusters Sales Specialist | 2 | Oracle Real Application Clusters PreSales Specialist | 2 | Oracle Real Application Clusters Technology Support Specialist | 1 | Oracle Certified Expert, Oracle Real Application Clusters 11g and Grid Infrastructure Administrator * OR Oracle Database 10g Real Application Clusters Administrator Certified Expert * | 3 |
| Oracle Database Performance Tuning | 11g | 3 | 2 | Oracle Database 11g Performance Tuning Sales Specialist | 2 | Oracle Database 11g Performance Tuning PreSales Specialist | 2 | Oracle Database 11g Performance Tuning Technology Support Specialist | 1 | Oracle Database 11g Performance Tuning Certified Expert * | 1 |
| Oracle Database Security Options | 11g | 3 | 2 | Oracle Database 11g Security Options Sales Specialist | 2 | Oracle Database 11g Security Options PreSales Specialist | 2 | Oracle Database 11g Security Options Technology Support Specialist | 1 | Oracle Database 11g Security Certified Implementation Specialist (1Z0-528) | 1 |
| Oracle Data Warehousing | 11g | 3 | 2 | Oracle Data Warehousing 11g Sales Specialist | 1 | Oracle Data Warehousing 11g PreSales Specialist | 2 | Oracle Data Warehousing 11g Support Specialist Oracle Exadata 11g Technology Support Specialist | 1 | Oracle Data Warehousing 11g Certified Implementation Specialist (1Z0-515) | 2 |
| Oracle Exadata | 11g | - | - | Oracle Exadata 11g Sales Specialist | 2 | Oracle Exadata 11g PreSales Specialist | 2 | Oracle Exadata 11g Technology Support Specialist | 1 | Oracle Exadata 11g Certified Implementation Specialist (1Z0-536) | 2 |
| Oracle Database Appliance | | 3 | 8 | Oracle Database Appliance Sales Specialist | 2 | Oracle Database Appliance PreSales Specialist | 2 | Oracle Database Appliance Support Specialist | 1 | N/A | |
| Oracle Spatial 11g | 11g | 3 | 2 | Oracle Spatial 11g Sales Specialist | 1 | Oracle Spatial 11g PreSales Specialist | 1 | Oracle Spatial 11g Support Specialist | 1 | Oracle Spatial 11g Certified Implementation Specialist (1Z1-595) | 1 |
| Oracle Enterprise Manager | 11g | 2 | 2 | Oracle Enterprise Manager Sales Specialist | 1 | Oracle Enterprise Manager PreSales Specialist | 2 | Oracle Enterprise Manager Support Specialist | 1 | Oracle Enterprise Manager 11g Certified Implementation Specialist (1Z0-530) | 1 |
| MySQL | | 2 | 2 | MySQL Sales Specialist | 1 | MySQL PreSales Specialist | 1 | MySQL Support Specialist | 1 | Oracle Certified Associate, MySQL 5.0/5.1/5.5 OR Oracle Certified Professional, MySQL 5.0 Developer OR Oracle Certified Professional, MySQL 5.0 Database Administrator | 1 |
| Oracle Enterprise Manager Application Quality Management | 11g | 2 | 2 | Oracle Enterprise Manager 11g Application Quality Management Sales Specialist | 2 | Oracle Enterprise Manager 11g Application Quality Management PreSales Specialist | 2 | Oracle Enterprise Manager 11g Application Quality Management Support Specialist | 1 | Oracle Enterprise Manager 11g Application Quality Management Certified Implementation Specialist (1Z0-529) | 1 |

Specialization Criteria (continued)

| Middleware | | | | | | | | | | | |
|--|---------------|---------------------|-------------------|--|---------------------|---|------------------------|--|-----------------------|---|-------------------------|
| Specialization Name | Release # | Customer References | # of Transactions | Sales Specialist Test Acceptable Test (last acceptable date - valid until) | # Sales Specialists | PreSales Specialist Test Acceptable Test (last acceptable date - valid until) | # PreSales Specialists | Support Specialist Test/ Acceptable Test (last acceptable date - valid until) | # Support Specialists | Certified Implementation Specialist/ Acceptable Certified Exam (last acceptable date - valid until) | # Certified Specialists |
| Service-Oriented Architecture | 11g | 2 | 2 | Oracle Service-Oriented Architecture 11g Sales Specialist | 3 | Oracle Service-Oriented Architecture 11g PreSales Specialist | 3 | Oracle Service-oriented Architecture Technology Support Specialist | 1 | Oracle Service-Oriented Architecture Certified Implementation Specialist (120-451) | 2 |
| Oracle Business Intelligence Foundation | 10.1.3 | 2 | 2 | Oracle Business Intelligence Foundation Sales Specialist | 2 | Oracle Business Intelligence Foundation PreSales Specialist | 2 | Oracle Business Intelligence Foundation Support Specialist | 1 | Oracle Business Intelligence Foundation 10 Certified Implementation Specialist (120-526) | 2 |
| Oracle Essbase | 11 | 2 | 2 | Oracle Essbase Sales Specialist | 2 | Oracle Essbase PreSales Specialist | 2 | Oracle Essbase Support Specialist | 1 | Oracle Essbase 11 Certified Implementation Specialist (120-531) | 2 |
| Oracle Application Grid | WLS 11g, C3.5 | 2 | 2 | Oracle Application Grid 11g Sales Specialist | 3 | Oracle Application Grid 11g PreSales Specialist | 3 | Oracle Application Grid 11g Technology Support Specialist | 1 | Oracle Application Grid 11g Certified Implementation Specialist (120-523) | 2 |
| Identity Administration and Analytics | 11g | 2 | 2 | Oracle Identity Administration and Analytics Sales Specialist | 2 | Oracle Identity Administration and Analytics PreSales Specialist | 2 | Oracle Identity Management Support Specialist | 1 | Identity Administration and Analytics 11g Certified Implementation Specialist (120-545) | 2 |
| Oracle WebCenter Content | 11g | 1 | 2 | Oracle WebCenter Content 11g Sales Specialist Assessment | 2 | Oracle WebCenter Content 11g PreSales Specialist | 2 | Oracle WebCenter Content Support Specialist | 1 | Oracle WebCenter Content 11g Certified Implementation Specialist (120-542) | 2 |
| Oracle WebCenter Portal | 11g | 1 | 2 | Oracle WebCenter Portal 11g Sales Specialist Assessment Oracle WebCenter 11g Sales Specialist Assessment (Jan 04, 2012 - Jan 04, 2013) | 2 | Oracle WebCenter Portal 11g PreSales Specialist Oracle WebCenter 11g PreSales Specialist Assessment (Jan 04, 2012 - Jan 04, 2013) | 2 | Oracle WebCenter Portal 11g Support Specialist | 1 | Oracle WebCenter Portal 11g Certified Implementation Specialist (120-541) | 2 |
| Oracle GoldenGate | 10 | 2 | 1 | Oracle Golden Gate 10 Sales Specialist | 1 | Oracle Golden Gate 10 PreSales Specialist | 1 | Oracle Golden Gate 10 Support Specialist | 1 | Oracle GoldenGate 10 Certified Implementation Specialist (120-539) | 1 |
| Oracle Application Integration Architecture | 11g | 2 | 2 | Oracle Application Integration Architecture 11g Sales Specialist | 3 | Oracle Application Integration Architecture 11g PreSales Specialist | 3 | Oracle Application Integration Architecture Support Specialist | 1 | Oracle Application Integration Architecture 11g Certified Implementation Specialist (120-543) | 4 |
| Oracle Unified Business Process Management | 11g | 1 | 1 | Oracle Unified Business Process Management Suite 11g Sales Specialist | 2 | Oracle Unified Business Process Management Suite 11g PreSales Specialist | 2 | Oracle Unified Business Process Management Suite 11g Support Specialist | 1 | Oracle Unified Business Process Management Suite 11g Certified Implementation Specialist (120-560) | 2 |
| Exalogic Elastic Cloud | X2-2 | - | - | Exalogic Elastic Cloud X2-2 Sales Specialist | 2 | Exalogic Elastic Cloud X2-2 PreSales Specialist | 2 | Exalogic Elastic Cloud Support Specialist | 1 | Exalogic Elastic Cloud X2-2 Certified Implementation Specialist (120-569) | 2 |
| Oracle Application Development Framework | | 2 | 2 | Oracle Application Development Framework 11g Sales Specialist | 1 | Oracle Application Development Framework 11g PreSales Specialist | 1 | Oracle Application Development Framework 11g Support Specialist | 1 | Oracle Application Development Framework 11g Certified Implementation Specialist (120-554) | 2 |
| Oracle IT Architecture Release 3 | 3 | 0 | 0 | N/A | N/A | N/A | N/A | N/A | N/A | Oracle IT Architecture Release 3 Certified Architecture Specialist | 3 |
| Java Platform, Micro Edition | | 2 | 0 | N/A | N/A | N/A | N/A | N/A | N/A | Oracle Certified Professional, Java ME 1 Mobile Application Developer Oracle Certified Associate, Java SE 5/SE 6 OR Oracle Certified Professional, Java SE 5 Programmer OR Oracle Certified Professional, Java SE 6 Programmer OR Oracle Certified Master, Java SE 6 Developer* | 2 |
| Java Platform, Standard Edition | | 2 | 0 | N/A | N/A | N/A | N/A | N/A | N/A | Oracle Certified Expert, Java EE 6 Web Component Developer OR Oracle Certified Expert, Java EE 6 Enterprise JavaBeans Developer OR Oracle Certified Expert, Java EE 6 Java Persistence API Developer OR Oracle Certified Expert, Java EE 6 Web Services Developer | 2 |
| Java Platform, Enterprise Edition | | 2 | 0 | N/A | N/A | N/A | N/A | N/A | N/A | Oracle Certified Expert, Java EE 6 Web Services Developer | 2 |
| Oracle WebLogic Server | 12c | 2** | 1** | Oracle WebLogic Server 12c Sales Specialist | 2 | Oracle WebLogic Server 12c PreSales Specialist | 2 | Oracle WebLogic Server 12c Support Specialist | 1 | Oracle WebLogic Server Certified Implementation Specialist | 2 |

**Partners can use the Oracle Application Grid 11g Business Criteria as an equivalent for the new Oracle WebLogic Server 12c Specialization Business Criteria for a 24 months period, until April 2013.

Specialization Criteria (continued)

| Applications | | | | | | | | | | | |
|--|-----------|---------------------|-------------------|---|---------------------|--|------------------------|---|-----------------------|---|-------------------------|
| Specialization Name | Release # | Customer References | # of Transactions | Sales Specialist Test Acceptable Test (last acceptable date - valid until) | # Sales Specialists | PreSales Specialist Test Acceptable Test (last acceptable date - valid until) | # PreSales Specialists | Support Specialist Test/ Acceptable Test (last acceptable date - valid until) | # Support Specialists | Certified Implementation Specialist/ Acceptable Certified Exam (last acceptable date - valid until) | # Certified Specialists |
| Oracle E-Business Suite Financial Management | 12.1 | 2 | 2 | Oracle E-Business Suite R12.1 Financial Management Sales Specialist | 2 | Oracle E-Business Suite R12.1 Financial Management PreSales Specialist | 2 | Oracle E-Business Suite Financial Management Support Specialist | 1 | Oracle E-Business Suite R12.1 Financial Management Certified Implementation Specialist: General Ledger (120-516) OR Oracle E-Business Suite R12.1 Financial Management Certified Implementation Specialist: Payables (120-517) OR Oracle E-Business Suite R12.1 Financial Management Certified Implementation Specialist: Receivables (120-518) OR Oracle E-Business Suite R12 Financials Certified Expert Consultant, Payables* OR Oracle E-Business Suite R12 Financials Certified Expert Consultant, Receivables* | 3 |
| Oracle E-Business Suite Supply Chain Management | 12.1 | 2 | 2 | Oracle E-Business Suite R12.1 Supply Chain Management Sales Specialist | 2 | Oracle E-Business Suite R12.1 Supply Chain Management PreSales Specialist | 2 | Oracle E-Business Suite Supply Chain Management Support Specialist | 1 | Oracle E-Business Suite R12 Supply Chain Management Implementation Specialist: Oracle Inventory (120-519) OR Oracle E-Business Suite R12.1 Supply Chain Management Certified Implementation Specialist: Purchasing (120-520) OR Oracle E-Business Suite R12.1 Supply Chain Management Certified Implementation Specialist: Order Management (120-521) OR Oracle E-Business Suite R12 Supply Chain Certified Expert Consultant, Purchasing* OR Oracle E-Business Suite R12 Supply Chain Certified Expert Consultant, Order Management* OR Oracle E-Business Suite R12 Advanced Supply Chain Planning Certified Expert Consultant* | 2 |
| Oracle E-Business Suite Human Capital Management | 12.1 | 2 | 2 | Oracle E-Business Suite R12.1 Human Capital Management Sales Specialist | 2 | Oracle E-Business Suite R12.1 Human Capital Management PreSales Specialist | 2 | Oracle E-Business Suite Human Capital Management Support Specialist | 1 | Oracle E-Business Suite R12.1 Human Capital Management Certified Implementation Specialist (120-548)® | 2 |
| PeopleSoft PeopleTools | 8.51 | 2 | 2 | PeopleSoft PeopleTools 8.51 Sales Specialist | 1 | PeopleSoft PeopleTools 8.51 PreSales Specialist | 1 | PeopleSoft PeopleTools Support Specialist | 1 | PeopleTools Developer Certified Expert (120-241) OR PeopleTools Advanced Developer Certified Expert (120-242) | 2 |
| PeopleSoft Human Capital Management | 9.1 | 2 | 2 | PeopleSoft 9.1 Human Capital Management Sales Specialist | 2 | PeopleSoft 9.1 Human Capital Management PreSales Specialist | 2 | PeopleSoft Human Capital Management Support Specialist | 1 | PeopleSoft 9 Human Capital Management, Human Resources Consultant Certified Expert (120-218) | 3 |
| PeopleSoft Financial Management | 9.1 | 2 | 2 | PeopleSoft 9.1 Financial Management Sales Specialist | 2 | PeopleSoft 9.1 Financial Management PreSales Specialist | 2 | PeopleSoft Financial Management Support Specialist | 1 | PeopleSoft 9.1 Financial Management: Payables Certified Implementation Specialist (121-573) OR PeopleSoft 9.1 Financial Management: Receivables Certified Implementation Specialist (121-575) OR PeopleSoft 9 Financial Management General Ledger Consultant Certified Expert (120-228) Oracle Certified Expert, Siebel CRM 8 Business Analyst (120-219) OR Siebel 8 Consultant Certified Expert (120-202)* | 3 |
| Siebel CRM | 8.1.1 | 2 | 2 | Siebel CRM 8.1.1 Sales Specialist | 2 | Siebel CRM 8.1.1 PreSales Specialist | 2 | Siebel Support Specialist | 1 | Oracle Certified Expert, Siebel CRM 8 Business Analyst (120-219) OR Siebel 8 Consultant Certified Expert (120-202)* | 2 |
| Oracle CRM On Demand | 16 | 2 | 2 | Oracle CRM On Demand Sales Specialist | 2 | Oracle CRM On Demand PreSales Specialist | 1 | Oracle CRM On Demand Support Specialist | 1 | Oracle CRM On Demand Certified Implementation Specialist (120-527) | 1 |
| JD Edwards EnterpriseOne Financial Management | 9.0 | 2 | 3 | JD Edwards EnterpriseOne 9.0 Sales Specialist | 1 | JD Edwards EnterpriseOne 9.0 Financial Management PreSales Specialist | 2 | JD Edwards EnterpriseOne Financial Management Support Specialist Assessment JD Edwards EnterpriseOne 9.0 Support Specialist (Dec 22, 2011 - Jun 22, 2012) JD Edwards EnterpriseOne 9.0 Support Specialist | 1 | JD Edwards EnterpriseOne Financial Management Certified Implementation Specialist (120-522) | 2 |
| JD Edwards EnterpriseOne Distribution | 9.0 | 1 | 2 | JD Edwards EnterpriseOne 9.0 Sales Specialist | 1 | JD Edwards EnterpriseOne 9.0 Distribution PreSales Specialist | 1 | JD Edwards EnterpriseOne 9.0 Support Specialist | 1 | JD Edwards EnterpriseOne 9.0 Distribution Certified Implementation Specialist (120-549) | 1 |
| JD Edwards EnterpriseOne CNC | 9.0 | 1 | 2 | JD Edwards EnterpriseOne 9.0 Sales Specialist | 1 | JD Edwards EnterpriseOne 9.0 Configurable Network Computing PreSales Specialist | 1 | JD Edwards EnterpriseOne 9.0 Support Specialist | 1 | JD Edwards EnterpriseOne 9.0 Configurable Network Computing Certified Implementation Specialist (120-550) | 1 |
| JD Edwards EnterpriseOne Projects | 9.0 | 1 | 2 | JD Edwards EnterpriseOne 9.0 Sales Specialist | 1 | JD Edwards EnterpriseOne 9.0 Projects PreSales Specialist | 1 | JD Edwards EnterpriseOne 9.0 Support Specialist | 1 | JD Edwards EnterpriseOne 9.0 Projects Certified Implementation Specialist (120-553) | 1 |
| JD Edwards EnterpriseOne Manufacturing | 9.0 | 1 | 2 | JD Edwards EnterpriseOne 9.0 Sales Specialist | 1 | JD Edwards EnterpriseOne 9.0 Manufacturing PreSales Specialist | 1 | JD Edwards EnterpriseOne Manufacturing Support Specialist Assessment JD Edwards EnterpriseOne 9.0 Support Specialist (Dec 22, 2011 - Jun 22, 2012) | 1 | JD Edwards EnterpriseOne 9.0 Manufacturing Certified Implementation Specialist (120-565) | 1 |
| Oracle Business Intelligence Applications | 7.9.6 | 2 | 2 | Business Intelligence Applications 7.9.6 Sales Specialist | 2 | Business Intelligence Applications 7.9.6 PreSales Specialist | 2 | Business Intelligence Applications Support Specialist | 1 | Oracle Business Intelligence Applications 7.9.6 For CRM Essentials (120-524) OR Oracle Business Intelligence Applications 7.9.6 For ERP Essentials (120-525) | 2 |
| Oracle Hyperion Financial Management | 11.1.1 | 2 | 2 | Oracle Hyperion Financial Management 11.1.1 Sales Specialist | 2 | Oracle Hyperion Financial Management 11.1.1 PreSales Specialist | 2 | Oracle Hyperion Financial Management Support Specialist | 1 | Oracle Hyperion Financial Management 11 Certified Implementation Specialist (120-532) | 2 |
| Oracle Hyperion Planning | 11.1.1 | 2 | 2 | Oracle Hyperion Planning 11.1.1 Sales Specialist | 2 | Oracle Hyperion Planning 11.1.1 PreSales Specialist | 2 | Oracle Hyperion Planning Support Specialist | 1 | Oracle Hyperion Planning 11 Certified Implementation Specialist (120-533) | 2 |
| Oracle Policy Automation | 10 | 1 | 1 | Oracle Policy Automation 10 Sales Specialist | 2 | Oracle Policy Automation 10 PreSales Specialist | 2 | Oracle Policy Automation Support Specialist | 1 | Oracle Policy Automation Certified Implementation Specialist (120-534) | 4 |
| Agile Product Lifecycle Management | 9.3 | 2 | 2 | Agile Product Lifecycle Management Sales Specialist | 2 | Agile Product Lifecycle Management PreSales Specialist | 1 | Agile Product Lifecycle Management 9.3 Support Specialist | 1 | Agile Product Lifecycle Management Certified Implementation Specialist (120-538) | 2 |
| Value Chain Planning - Demand Management (Demantra) | | 1 | 2 | Oracle Value Chain Planning - Demand Management (Demantra) Sales Specialist | 2 | Oracle Value Chain Planning - Demand Management (Demantra) PreSales Specialist | 2 | Oracle Value Chain Planning - Demand Management (Demantra) Support Specialist | 1 | Oracle Value Chain Planning - Demand Management (Demantra) 7 Certified Implementation Specialist (120-558) | 1 |



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Specialization Criteria (continued)

Applications (continued)

| Specialization Name | Release # | Customer References | # of Transactions | Sales Specialist Test Acceptable Test (last acceptable date - valid until) | # Sales Specialists | PreSales Specialist Test Acceptable Test (last acceptable date - valid until) | # PreSales Specialists | Support Specialist Test/ Acceptable Test (last acceptable date - valid until) | # Support Specialists | Certified Implementation Specialist/ Acceptable Certified Exam (last acceptable date - valid until) | # Certified Specialists |
|---|-----------|---------------------|-------------------|---|---------------------|---|------------------------|--|-----------------------|---|-------------------------|
| Oracle Unified Method | 5 | 1 | 1 | N/A | N/A | N/A | N/A | N/A | N/A | Oracle Unified Method Certified Implementation Specialist (121-568) | 2 |
| Oracle Transportation Management | 6.2 | 1 | 2 | Oracle Transportation Management Sales Specialist | 1 | Oracle Transportation Management PreSales Specialist | 1 | Oracle Transportation Management Support Specialist | 1 | Oracle Transportation Management Certified Implementation Specialist (120-578) | 1 |
| Global Trade Management | 6.2 | 1 | 2 | Oracle Global Trade Management Sales Specialist | 1 | Oracle Global Trade Management PreSales Specialist | 1 | Oracle Global Trade Management Support Specialist | 1 | Oracle Global Trade Management 6 Certified Implementation Specialist (121-589) | 1 |
| Oracle Customer Hub and Oracle Data Quality | 8.2 | 2 | 1 | Oracle Customer Hub and Oracle Data Quality Sales Specialist | 1 | Oracle Customer Hub and Oracle Data Quality PreSales Specialist | 2 | Oracle Customer Hub and Oracle Data Quality Support Specialist | 1 | Oracle Customer Hub and Oracle Data Quality Certified Implementation Specialist (121-587) | 2 |
| Oracle Fusion Human Capital Management | 11g | 1 | 1 | Oracle Fusion Human Capital Management 11g Sales Specialist | 2 | Oracle Fusion Human Capital Management 11g PreSales Specialist | 2 | Oracle Fusion Human Capital Management 11g Support Specialist | 1 | Oracle Fusion Human Capital Management 11g Human Resources Certified Implementation Specialist (121-584) OR Oracle Fusion Human Capital Management 11g Talent Management Certified Implementation Specialist (121-585) | 2 |
| Oracle Fusion Financials | 11g | 1 | 1 | Oracle Fusion Financials 11g Sales Specialist | 2 | Oracle Fusion Financials 11g PreSales Specialist | 2 | Oracle Fusion Financials 11g Support Specialist | 1 | Oracle Fusion Financials 11g General Ledger Essentials (121-508) OR Oracle Fusion Financials 11g Accounts Payable Essentials (121-507) OR Oracle Fusion Financials 11g Accounts Receivable Essentials (121-506) | 2 |
| Oracle Fusion Customer Relationship Management | 11g | 1 | 1 | Oracle Fusion Customer Relationship Management 11g Sales Specialist | 2 | Oracle Fusion Customer Relationship Management 11g PreSales Specialist | 2 | Oracle Fusion Customer Relationship Management 11g Support Specialist | 1 | Oracle Fusion Customer Relationship Management 11g Sales Certified Implementation Specialist (121-456) | 2 |
| Primavera P6 Enterprise Project Portfolio Management | 8 | 5 | 7 | Primavera P6 Enterprise Project Portfolio Management 8 Sales Specialist OR Primavera P6 Enterprise Project Portfolio Management Sales Specialist Assessment (Dec 1, 2011 - Jun 1, 2012) | 2 | Primavera P6 Enterprise Project Portfolio Management 8 PreSales Specialist OR Primavera P6 Enterprise Project Portfolio Management PreSales Specialist Assessment (Dec 1, 2011 - Jun 1, 2012) | 2 | Primavera P6 Enterprise Project Portfolio Management Support Specialist | 1 | Primavera P6 Enterprise Project Portfolio Management 8 Certified Implementation Specialist (120-567) OR Primavera P6 Enterprise Project Portfolio Management Certified Implementation Specialist (120-535) | 2 |
| Primavera Contract Management | 14 | 2 | 2 | Primavera Contract Management Sales Specialist | 2 | Primavera Contract Management PreSales Specialist | 2 | Primavera Contract Management Support Specialist | 1 | Primavera Contract Management Certified Implementation Specialist (121-582) | 1 |
| Oracle Argus Safety Suite | 6 | 1 | 1 | Oracle Argus Safety Suite 6 Sales Specialist | 2 | Oracle Argus Safety Suite 6 PreSales Specialist | 2 | Oracle Argus Safety Support Specialist | 1 | Oracle Argus Safety Suite 6 Certified Implementation Specialist (120-551) | 2 |
| Oracle Life Sciences Data Hub | 2 | 1 | 1 | Oracle Life Sciences Data Hub Sales Specialist | 2 | Oracle Life Sciences Data Hub PreSales Specialist | 2 | Oracle Life Sciences Data Hub Support Specialist | 1 | Oracle Life Sciences Data Hub 2 Certified Implementation Specialist (120-556) | 2 |
| Oracle Flexcube Universal Banking 11 | 11 | 1 | 1 | Oracle Flexcube Sales Specialist | 2 | Oracle Flexcube PreSales Specialist | 2 | N/A | N/A | Oracle FLEXCUBE UBS 11 Basic Certified Implementation Specialist (120-561) | 3 |
| Oracle Insurance Policy Administration | | 1 | 1 | Oracle Insurance Policy Administration Sales Specialist | 2 | Oracle Insurance Policy Administration PreSales Specialist | 1 | Oracle Insurance Policy Administration Support Specialist | 3 | Oracle Insurance Policy Administration 9 Configuration Certified Implementation Specialist (120-557) | 3 |
| Oracle Documaker | 12 | 1 | 1 | Oracle Documaker 12 Sales Specialist | 2 | Oracle Documaker 12 PreSales Specialist | 2 | Oracle Documaker Support Specialist | 1 | Oracle Documaker Certified Implementation Specialist (121-470) | 3 |
| Oracle Communications Service Delivery Platform 5 | 5 | 1 | 2 | Oracle Service Delivery Platform Sales Specialist | 2 | Oracle Service Delivery Platform PreSales Specialist | 2 | Oracle Service Delivery Platform Support Specialist | 1 | Oracle Communications Services Gatekeeper 5 Certified Implementation Specialist (121-564) OR Oracle Communications Converged Application Server 5 Essentials (121-571) | 3 |
| Oracle Communications Billing and Revenue Management 7 | | 2 | 2 | Billing and Revenue Management Sales Specialist | 2 | Billing and Revenue Management PreSales Specialist | 5 | Billing and Revenue Management Support Specialist | 1 | Oracle Communications Certified Implementation Specialist (coming soon) | 10 |
| Oracle iStore | 12.1 | 2 | 2 | Oracle iStore Sales Specialist | 2 | Oracle iStore PreSales Specialist | 2 | Oracle iStore Support Specialist | 1 | Oracle iStore Implementation Certified Specialist (120-555) | 3 |
| Oracle ATG Web Commerce | 10 | 3 | 2 | Oracle ATG Web Commerce Sales Specialist | 2 | Oracle ATG Web Commerce PreSales Specialist | 2 | Oracle ATG Web Commerce Support Specialist | 1 | Oracle ATG Web Commerce 10 Implementation Developer Certified Implementation Specialist (120-510) | 4 |
| Oracle Enterprise Taxation Management | | 1 | 1 | Oracle Enterprise Taxation Management Sales Specialist | 2 | Oracle Enterprise Taxation Management PreSales Specialist | 2 | Enterprise Taxation Management Support Specialist | 1 | Oracle Enterprise Taxation Management Certified Implementation Specialist (120-537) | 3 |
| Oracle Utilities Customer Care and Billing | 2 | 1 | 1 | Oracle Utilities Customer Care and Billing Sales Specialist | 2 | Oracle Utilities Customer Care and Billing PreSales Specialist | 2 | Oracle Utilities Customer Care and Billing Support Specialist | 1 | Oracle Utilities Customer Care and Billing 2 Certified Implementation Specialist (120-562) | 3 |

Specialization Criteria (continued)

Server and Storage Systems

| Specialization Name | Release # | Customer References | # of Transactions | Sales Specialist Test Acceptable Test (last acceptable date - valid until) | # Sales Specialists | PreSales Specialist Test Acceptable Test (last acceptable date - valid until) | # PreSales Specialists | Support Specialist Test/ Acceptable Test (last acceptable date - valid until) | # Support Specialists | Certified Implementation Specialist/ Acceptable Certified Exam (last acceptable date - valid until) | # Certified Specialists |
|---|-----------|---------------------|-------------------|---|---------------------|--|------------------------|---|-----------------------|---|-------------------------|
| Oracle Linux | 5 | 2 | 2 | <u>Oracle Linux 5 Sales Specialist</u> | 2 | <u>Oracle Linux 5 PreSales Specialist</u> | 2 | <u>Oracle Linux 5 Technology Support Specialist</u> | 1 | <u>Oracle Enterprise Linux Certified Implementation Specialist (120-402) OR</u> <u>Oracle Enterprise Linux Administrator Certified Associate</u> | 2 |
| Oracle VM | 2 | 2 | 2 | <u>Oracle VM 2 Sales Specialist</u> | 2 | <u>Oracle VM 2 PreSales Specialist</u> | 2 | <u>Oracle VM 2 Technology Support Specialist</u> | 1 | <u>Oracle VM 2 for x86 Certified Implementation Specialist (120-540)</u> | 2 |
| Oracle Solaris 10 | - | - | - | <u>Oracle Solaris Sales Specialist</u> or <u>Oracle Solaris Sales Specialist Assessment (19 Apr 2011 – 18 Apr 2012)</u> | 2 | <u>Oracle Solaris PreSales Specialist</u> or <u>Oracle Solaris PreSales Specialist Assessment (19 Apr 2011-18 Apr 2012)</u> | 2 | <u>Oracle Solaris Support Specialist</u> | 1 | <u>Oracle Certified Professional, Oracle Solaris 10 System Administrator (formerly SCSA) *</u> | 2 |
| Oracle Solaris Cluster | | 2 | 2 | <u>Oracle Solaris Cluster Sales Specialist</u> | 1 | <u>Oracle Solaris Cluster PreSales Specialist</u> | 2 | <u>Oracle Solaris Cluster Support Specialist</u> | 1 | <u>Oracle Solaris Cluster 3.2 System Administrator Certified Professional (CX-310-345)</u> | 1 |
| SPARC Enterprise Entry-Level and Midrange M-series Servers | | 2 | 2 | <u>Sun SPARC Enterprise Entry-Level/Midrange/High-End M-Series Servers Sales Specialist</u> or <u>Sun SPARC Enterprise Entry-Level, Midrange, and High-End M-Series Servers Sales Specialist Assessment (19 Feb 2011 – 18 Oct 2012)</u> | 2 | <u>Sun SPARC Enterprise Entry-Level/Midrange/ High-End M-Series Servers PreSales Specialist</u> or <u>Sun SPARC Enterprise Entry-Level, Midrange, and High-End M-Series Servers PreSales Specialist Assessment – (19 Feb 2011 - 18 Oct 2012)</u> | 2 | <u>Oracle Certified Professional, Oracle Solaris 10 System Administrator (formerly SCSA) AND</u> <u>Oracle Certified Expert, Oracle Solaris 10 Network Administrator (formerly SCNA) AND</u> <u>Sun SPARC Enterprise Entry-Level and Midrange Servers Installation (IDO) Specialist</u> | 1 | <u>Oracle Certified Expert, Oracle Solaris 10 Network Administrator (formerly SCNA) OR</u> <u>Oracle Certified Expert, Oracle Solaris 10 Security Administrator (formerly SCSECA) *</u> | 2 |
| SPARC Enterprise High-End M-series Servers | | 2 | 2 | <u>Sun SPARC Enterprise Entry-Level/Midrange/High-End M-Series Servers Sales Specialist</u> or <u>Sun SPARC Enterprise Entry-Level, Midrange, and High-End M-Series Servers Sales Specialist Assessment (25 Feb 2011 - 24 Oct 2012)</u> | 4 | <u>Sun SPARC Enterprise Entry-Level/Midrange/ High-End M-Series Servers PreSales Specialist</u> or <u>Sun SPARC Enterprise Entry-Level, Midrange, and High-End M-Series Servers PreSales Specialist Assessment – (19 Feb 2011 - 18 Oct 2012)</u> | 4 | <u>Oracle Certified Professional, Oracle Solaris 10 System Administrator (formerly SCSA) AND</u> <u>Oracle Certified Expert, Oracle Solaris 10 Network Administrator (formerly SCNA) AND</u> <u>Sun SPARC Enterprise High-End Servers Installation (IDO) Specialist</u> | 1 | <u>Oracle Certified Expert, Oracle Solaris 10 Network Administrator (formerly SCNA) AND</u> <u>Oracle Certified Expert, Oracle Solaris 10 Security Administrator (formerly SCSECA) *</u> | 2 |
| SPARC T2 and T3-Based Servers | | 2 | 2 | <u>Sun SPARC Enterprise T-Series Servers Sales Specialist</u> or <u>Sun Chip Multithreading (CMT) Servers Sales Specialist Assessment (4 Dec 2010 - 4 Oct 2012)</u> | 1 | <u>Sun SPARC Enterprise T-Series Servers PreSales Specialist</u> or <u>Sun Chip Multithreading (CMT) Servers PreSales Specialist Assessment (4 Dec 2010 – 4 Oct 2012)</u> | 2 | <u>Oracle Certified Professional, Oracle Solaris 10 System Administrator (formerly SCSA) AND</u> <u>Oracle Certified Expert, Oracle Solaris 10 Network Administrator (formerly SCNA) AND</u> <u>Sun SPARC Enterprise T-Series Servers Installation (IDO) Specialist</u> | 1 | <u>Oracle Certified Expert, Oracle Solaris 10 Network Administrator (formerly SCNA) OR</u> <u>Oracle Certified Expert, Oracle Solaris 10 Security Administrator (formerly SCSECA) *</u> | 1 |
| Sun ZFS Storage Appliance | | 2 | 2 | <u>Sun Storage 7000 Unified Storage Systems Sales Specialist</u> or <u>Sun Unified Storage Sales Specialist Assessment (4 Feb 2011 - 4 Oct 2012)</u> | 1 | <u>Sun Storage 7000 Unified Storage Systems PreSales Specialist</u> or <u>Sun Unified Storage PreSales Specialist Assessment (11 Mar 2011- 9 Oct 2012)</u> | 2 | <u>Sun Storage 7000 Unified Storage Systems Support Specialist</u> | 1 | <u>Sun Storage 7000 Unified Storage Systems Certified Implementation Specialist (120-547)</u> | 1 |
| StorageTek Tape Libraries | | 2 | 2 | <u>StorageTek Tape Libraries Sales Specialist</u> or <u>Sun Tape Storage Sales Specialist Assessment (27 Aug 2011 - 26 Aug 2012)</u> | 1 | <u>StorageTek Tape Libraries PreSales Specialist</u> or <u>Sun Tape Storage PreSales Specialist Assessment (27 Aug 2011 - 26 Aug 2012)</u> | 2 | <u>StorageTek Tape Libraries Support Specialist</u> | 1 | <u>StorageTek Tape Libraries Certified Implementation Specialist (120-546)</u> | 1 |
| Sun Flash Storage | | 2 | 2 | <u>Sun Flash Storage Sales Specialist</u> or <u>Oracle Sun Flash Storage Sales Specialist (9 Feb 2011 - 7 Oct 2012)</u> | 1 | <u>Sun Flash Storage PreSales Specialist</u> or <u>Oracle Sun Flash Storage PreSales Specialist (9 Feb 2011 - 7 Oct 2012)</u> | 2 | <u>Sun Flash Storage Support Specialist</u> | 1 | <u>Sun Flash Storage Certified Implementation Specialist (120-552)</u> | 1 |
| Sun Storage 6000 Arrays | | 2 | 2 | <u>Sun Modular Disk Storage Sales Specialist</u> or <u>Sun Modular Disk Storage Sales Specialist (1 Oct 2011 - 1 Oct 2012)</u> | 1 | <u>Sun Modular Disk Storage PreSales Specialist</u> or <u>Sun Modular Disk Storage PreSales Specialist (1 Oct 2011 - 1 Oct 2012)</u> | 2 | <u>Sun Storage 6000 Arrays Support Specialist</u> | 1 | <u>Sun Storage 6000 Arrays Certified Implementation Specialist (120-563)</u> | 1 |
| Pillar Axiom 600 | | 2 | 2 | <u>Pillar Axiom 600 Storage Systems Sales Specialist</u> | 2 | <u>Pillar Axiom 600 Storage System PreSales Specialist</u> | 1 | <u>Pillar Axiom 600 Storage System Support Specialist Assessment</u> | 1 | <u>Pillar Axiom 600 Storage System Certified Implementation Specialist (121-581)</u> | 1 |



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Specialization Criteria (continued)

| Industry | | | |
|--|---------------------|-------------------|---|
| Specialization Name | Customer References | # of Transactions | Industry Specialist Test |
| Oracle Accelerate for Midsize Companies | 1 | 1 | Oracle Accelerate for Midsize Companies Sales Specialist |
| Aerospace and Defense | 1 | 2 | Aerospace & Defense Industry Specialist |
| Automotive | 1 | 2 | Automotive Industry Specialist |
| Chemicals | 1 | 2 | Chemicals Industry Specialist |
| Consumer Goods | 1 | 2 | Consumer Goods Industry Specialist |
| Education and Research | 1 | 2 | Education and Research Industry Specialist |
| Engineering and Construction | 1 | 2 | Engineering & Construction Industry Specialist |
| Healthcare | 3 | 5 | Healthcare Industry Specialist |
| Life Sciences | 1 | 2 | Life Sciences Industry Specialist |
| Natural Resources | 1 | 2 | Natural Resources Industry Specialist |
| Oil and Gas | 1 | 2 | Oil and Gas Industry Specialist |
| Professional Services | 1 | 2 | Professional Services - Business Services Industry Specialist AND Professional Services - Consulting Services Industry Specialist |
| Public Sector | 3 | 5 | Public Sector Industry Specialist |
| Travel and Transportation | 1 | 2 | Travel & Transportation Industry Specialist |
| High Technology | 1 | 2 | High Technology Industry Specialist |
| Industrial Manufacturing | 1 | 2 | Industrial Manufacturing Industry Specialist |
| Wholesale Distribution | 1 | 2 | Wholesale Distribution Industry Specialist |