



Oracle Cloud Excellence Implementer Program

Aligning Oracle's Partner Ecosystem with Customer Success

The Oracle Cloud Excellence Implementer (CEI) Program is focused on driving customer success with Oracle Software as a Service (SaaS) products. This program identifies, recognizes, and differentiates highly qualified consulting firms that demonstrate ongoing expertise, successful track records, and superior customer satisfaction in Oracle Cloud implementations by specified geography and cloud service module.

Focus on Customer Success

As Oracle's cloud business continues to grow, [Oracle PartnerNetwork](#) (OPN) is expanding its ecosystem of highly qualified implementing firms to help drive customer success and superior experience with Oracle Cloud. The [CEI Program](#) provides a clear and objective view of partner qualifications for implementing Oracle SaaS solutions, and helps customers identify firms that have the necessary training and proven successful track records for the required scope and geography of a project. The ability to identify and engage implementing firms that best align to specific needs maximizes the customer's potential to experience a successful Oracle Cloud implementation and to realize the maximum potential of Oracle Cloud.

Oracle Cloud Excellence Implementer Program Entry Criteria

To be accepted into the CEI Program, a firm must be an OPN Gold level member or above and must meet the defined qualifying competency and customer satisfaction criteria as published on the [OPN Portal](#). Consulting firms meet the requirement to attain Oracle Cloud Excellence Implementer status for a specific cloud service module within a defined geography.



PROGRAM VALUE

- **For Customers:** ability to clearly identify consulting firms with the skills and ongoing success track records required in a specific scope and geography; maximized opportunity for superior Oracle Cloud implementation experience
- **For Partners:** recognition and market differentiation based on proven exceptional performance in cloud implementation; high value benefits and deeper engagement with Oracle
- **For Oracle:** increased customer success and satisfaction with Oracle Cloud implementations

Initial CEI Program requirements include a designated project manager with a proven successful track record and a minimum number of consultants at the cloud service module level who can deliver within the specific geography. Partners must also demonstrate a minimum number of successful Oracle Cloud implementations completed within the previous twelve months.

Ongoing Engagement Success

Oracle is committed to providing the highest level of service to our customers during cloud implementations. Therefore, once a firm has been accepted into the CEI Program, they must continue to meet a set of ongoing engagement skills and implementation success criteria to retain their Oracle Cloud Excellence Implementer status.

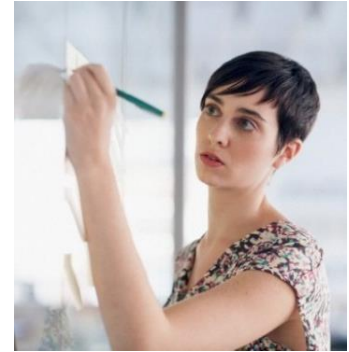
Some of the recurring criteria that CEI firms must demonstrate to remain in the program include: a specified number of Oracle consultants trained and certified in the current cloud service release, a weekly self-assessment for all in-progress engagements, quarterly capacity and skills planning interlocks with Oracle, and a certain number of implementations per year with excellent customer satisfaction scores, amongst other indicators.

Partner performance will be reviewed periodically, and if a partner is not meeting the program and ongoing engagement success criteria, Oracle will work with that partner on a performance improvement strategy.

Key Program Benefits

Oracle Cloud Excellence Implementer firms receive high value OPN benefits, deeper engagement with Oracle, and recognition opportunities based on their cloud implementation expertise and success. Some of the [CEI benefits](#) include:

- » Certification exam vouchers and special pricing for Cloud Learning Subscriptions
- » Oracle Cloud Excellence Implementer logos and highest priority promotion to customers on [Solutions Catalog](#) and [Oracle Cloud Marketplace](#)
- » Eligibility for Global Oracle Cloud Excellence Implementer Distinction Awards
- » Eligibility for new product training workshops and other live training for CEIs
- » Eligibility for CEI Partner Advisory Board and Partner Summits



MORE INFORMATION





To apply for this program or to find out more information, visit oracle.com/partners > Cloud > Cloud Excellence Implementer Program.

oracle.com/partners/goto/cei

CONTACT US

To learn more about this program, contact your [Oracle Partner Business Center](#) representative based on your location.

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