



Membership Requirements	Partner Type						
	Applications ISV	Content Provider	Hosting Service Provider	Management Consultants, Service Partner and Systems Integrator	Platform	Technology ISV	VAR
OPN Enrollment Form (including Code of Conduct questions) and OPN Agreement	Required						
OPN Annual Membership Fee	Required						
Distribution Agreement (either with Oracle or a VAD)	Optional						Required
Enablement							
Minimum Number of Focus Areas (FA) in which Partner needs to be enabled	One FA (Refer to Staff Competency Table for requirements)						
Product/Service Ability/Testing (in Product Focus where competency requirements are met)	Commercially available solutions-integrated with Oracle's Applications. The integration has to be validated by Oracle via the Application Integration Architecture for Partner Initiative (AIAP)	Commercially available product	Develop & market a managed service - including hosting infrastructure, fully managed service or Oracle OnDemand	Oracle practice in one or more sales region	Product line supports the current versions of products	Commercially available product integrated with, or running on current versions of Oracle products	Oracle sales force in one or more sales regions
Product Demonstration Capability	Required						
Oracle Field Sponsorship	Required in USA and Canada only						
Business Commitment							
Completed Profile in Solutions Catalog	Required						
List Oracle on Partner Website with Link	Required						
Business Plan	Recommended						
Technical Support							Member of Oracle's MultiVendor Support Program (MVSP) or the Technical Support Alliance Network (www.tsanet.org)
Annual Sales Competency							
Annual Referenceable Oracle Implementations or Integrations							
Group 1	3	4	4	3	2	3	2
Group 2	2	3	3	2	2	2	2
Group 3	1	2	2	2	1	1	2
Group 4	1	1	1	1	1	1	1
Total Annual Revenue Attainment or number of sales transactions*							
Group 1	N/A	N/A	N/A	\$500K	\$250K	\$100k/8	\$300K
Group 2	N/A	N/A	N/A	\$250K	\$200K	\$75k/6	\$250K
Group 3	N/A	N/A	N/A	\$150K	\$150K	\$50k/4	\$150K
Group 4	N/A	N/A	N/A	\$75K	\$75K	\$25k/2	\$75K

*Group	Region	Countries in Region
1	EMEA NAS	UK USA
2	APAC EMEA LAD NAS	Australia, China, India, Japan, Korea, Singapore France, Germany, Italy, Netherlands Brazil Canada
3	APAC EMEA LAD	Hong Kong, Taiwan Belgium, Denmark, Finland, Ireland, Luxembourg, Norway, Russia, Spain, Sweden, Switzerland Mexico
4	All other countries not specified above	

*Revenue Attainment is an annual requirement measured by ASFU, ESL or Full Use license sales booked in Oracle Order Management. It may also include closed co-sell and referral deals that the partner has registered with Oracle in the Open Market Model.