

## Primavera Authorized Representatives (PARs) Overview and Frequently Asked Questions

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### Oracle Buys Primavera:

#### **Creates first, comprehensive Enterprise PPM solution for project-intensive industries**

Oracle has acquired Primavera, a leading provider of Project Portfolio Management (PPM) solutions for project-intensive industries.

Enterprise PPM is evolving into an enterprise-wide application that drives business success and value creation, especially in industries managing complex and capital intensive projects. Primavera offers best-in-class solutions focused on the mission critical PPM requirements of key vertical industries including engineering and construction, public sector, aerospace and defense, utilities, oil and gas, manufacturing and high tech, and IT and services. For more than 25 years, companies across these industries have turned to Primavera to help them make better project portfolio investment decisions, improve governance, manage risk, prioritize project resources, and deliver projects on-time and within budget resulting in tangible benefits to their businesses.

Primavera's PPM products, together with Oracle's project financials, human resources, supply chain management, product lifecycle management, business intelligence, and infrastructure software are expected to provide the first, comprehensive Enterprise Project Portfolio Management solution that helps companies optimize resources and the supply chain, reduce costs, manage changes, meet delivery dates, and ultimately make better decisions, all by using real-time data. Customers are also expected to be able to more effectively align project operations with business strategy and collaborate across functions, resulting in improved visibility into project portfolios enterprise-wide. In addition, the total cost of ownership is expected to be reduced through the availability of a comprehensive Enterprise PPM solution from a single vendor.

Primavera's management and employees are expected to join Oracle to form a dedicated global business unit focused on Enterprise PPM solutions ensuring continuity of customer and partner relationships. Primavera's CEO Joel Koppelman is expected to lead this unit as SVP and General Manager, with Dick Faris as SVP, Product Development.

### Overview

#### **How will Primavera fit into Oracle's overall enterprise application software strategy?**

Primavera is a leader in PPM solutions with over 25 years experience in helping customers in project-intensive industries succeed at managing projects, programs, portfolios and resources. Primavera supports Oracle's strategy to provide mission-critical operational applications for key industries. Primavera is expected to accelerate Oracle's drive to provide mission-critical applications as a part of an overall open, standards-based and integrated solution for customers in project-intensive industries.

Primavera PPM is complementary to Oracle Financials, Human Resources, Product Lifecycle, Supply Chain Management, Business Intelligence and infrastructure software, and together forms the first comprehensive Enterprise PPM solution offered from a single vendor. The combination is expected to create the first comprehensive Enterprise PPM solution that will help customers optimize resources, reduce costs, meet delivery dates and make better decisions, all by using real time data.

The combination is expected to provide customers with the following benefits:

- Access to a best-in-class, comprehensive Enterprise PPM solution from a single vendor at a lower TCO
- Industry specific functionality for project-intensive industries such as architecture, engineering, and construction; public sector; aerospace and defense; utilities; oil and gas, manufacturing and high tech; and IT and services
- Better use of resources, reduced costs, and projects delivered on-time and within budget
- Better decision-making capabilities with improved transparency into project portfolios enterprise-wide
- Visibility into progress and performance, impact of changes on profitability, and enhanced what-if analysis capabilities for analyzing alternatives
- Added domain expertise and services through Primavera PARS and partners

#### **What is a Global Business Unit (GBU)?**

Global business unit is a dedicated operating business within Oracle. It is designed for high-growth, specialized businesses. Oracle has formed dedicated business units for Retail, Communications, Tax and Utilities, Health Sciences, Financial Services, and Insurance, all of which are dedicated to developing technology that is unique and vital to their industries. Primavera management and employees are expected to continue as a dedicated global business unit with R&D, sales, product marketing, and partner management focused on Enterprise PPM solutions. By forming a global business unit for Enterprise PPM, Oracle will maintain the focus and domain expertise to ensure continuity of existing customer and partner relationships.

#### **How is the acquisition expected to benefit Primavera PARS?**

Partners are essential to Oracle's economy and growth strategy. Oracle is committed to your success and the satisfaction and retention of your customers. Primavera PARS will continue to sell Primavera products and it is business as usual. As a part of Oracle, Primavera PARS should realize the following benefits.

- Access to Oracle's worldwide resources and partners
- Global marketing presence
- Preservation of PARS' investments, experience and relationships with Primavera
- Access to a comprehensive Enterprise PPM solution
- Opportunity to join Oracle PartnerNetwork to have access to a broader set of applications and technologies available for reselling
- Access to Oracle University

#### **How will Oracle support Primavera PARS?**

Oracle is committed to your success. The message for Primavera PARS is one of continuity – business as usual. Primavera PARS should stay focused on selling and supporting customers and continue to work via existing Primavera contacts and channels. We will communicate all changes and transitions in advance through familiar channels. Primavera management will continue to reach out to Primavera PARS to answer any questions.

Going forward, Oracle plans to continue to provide support to PARS and grow relationships. Primavera PARS should expect to accelerate go-to-market capabilities with Oracle's global brand marketing presence. In addition, Oracle expects to continue to make Primavera specific sales and technical tools available to Primavera partners, offer opportunities to leverage Oracle applications and technology, and to provide access to the Oracle PartnerNetwork to sell broader solutions.

#### **How is this acquisition expected to impact Primavera's product roadmap?**

Oracle plans to support customers' investments in Primavera products, which will become a component of Oracle's applications portfolio. Research and development investments in Primavera solutions are expected to increase as it will then be able to leverage Oracle's \$2.7 billion R&D budget.

### **Will Primavera partners be able to sell Oracle's products?**

Primavera partners will continue to sell Primavera products, leveraging their existing Primavera partner contracts. If a Primavera PAR would like to sell Oracle products, the PARs will be required to join the Oracle PartnerNetwork. For more information about the Oracle PartnerNetwork or to join, PARs should contact their local Oracle PartnerNetwork Interaction Center. Contact information can be found by clicking on the "Contact Us" tab on the Oracle PartnerNetwork portal at partner.oracle.com.

### **Will Oracle partners be able to resell Primavera products?**

At this time, Oracle partners will not be able to sell Primavera products.

### **Do I have an opportunity to partner with Oracle partners on existing business?**

Yes, as before, if partnering with Oracle or an Oracle partner will help you in an existing account, contact your regional Primavera sales manager or country manager.

## **PARTNER AGREEMENTS, LICENSING, PRICING, AND SALES TRANSACTIONS**

### **Will Oracle honor my Primavera partner agreement terms and conditions and accept future orders against such agreement?**

Oracle intends to continue to honor existing Primavera Partner Program agreements and contracts after the closing of the transaction. We will communicate any changes well in advance through familiar channels.

### **What will happen to Primavera partner margins?**

For now, it's business as usual. Existing partner margins will remain in effect for Primavera partners operating under current Primavera agreements.

### **Will Primavera honor its current street pricing in**

### **multiple currencies?**

It is business as usual as per the existing PAR contracts and price lists relevant for the regions. We will communicate any changes well in advance through familiar channels after the transaction closes.

## **ORDERING**

### **How will ordering be managed?**

At this time, orders are to be placed using the existing standard Primavera ordering documents and processes.

### **Can PARs continue to receive Not for Resale (NFR) licenses for training and demo purposes?**

Yes. It's business as usual. PARs can still obtain NFR licenses through the normal Primavera channels.

## **SUPPORT**

### **How will support for Primavera products be provided to PARs moving forward?**

After the transaction closes, Primavera and Oracle plan to combine the best practices and activities of both organizations while leveraging the power and reach of Oracle's infrastructure to deliver the optimal support experience for you and your customers.

For the immediate future, customer and PARs should engage with support as you have previously. This includes the same access, phone numbers, and systems. You will receive additional information if there are any changes.

### **Will Primavera partners that currently provide customer support continue to do so?**

Yes. It is business as usual. Until the closing of the transaction Primavera will continue to operate as a separate business. Primavera PARs providing support to end-users will continue to do so.

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## EDUCATION AND ENABLEMENT

### Can Primavera PARs take advantage of Oracle University courses?

Anyone can register for Oracle University courses. If a PAR chooses to join the Oracle PartnerNetwork (OPN), they will be able to access Oracle University content and courses at OPN Member discounts.

### Will sales training continue for PARs?

Yes, PARs will continue to receive access to sales and product training.

## GO TO MARKET

### Should Primavera PARs put their current marketing projects on hold?

No, it is business as usual.

### How will the transaction impact current sales opportunities?

It's business as usual. Continue to work with your existing contacts. If your customers have questions about the transaction, please refer them to <http://www.oracle.com/primavera>.

## MORE INFORMATION

### Where can I get more information on the announcement?

First visit [www.oracle.com/primavera](http://www.oracle.com/primavera). If you have questions after visiting that site, please email, [partnerquestions@primavera.com](mailto:partnerquestions@primavera.com). You can also check with your current Primavera Regional Director or Channel Operations Director.

### How do Primavera PARs engage with Oracle?

Primavera partners should continue to work through their existing contacts including regional sales managers, country managers, and inside sales team.

The above is for informational purposes and may not be incorporated into a contract.

IT IS NOT A COMMITMENT TO DELIVER ANY MATERIAL, CODE OR FUNCTIONALITY, AND SHOULD NOT BE RELIED UPON IN MAKING PURCHASING DECISIONS. THE DEVELOPMENT, RELEASE AND TIMING OF ANY FEATURES OR FUNCTIONALITY DESCRIBED FOR ORACLE'S PRODUCTS REMAINS AT THE SOLE DISCRETION OF ORACLE.