



Startup Ingenuity. Enterprise Expertise. Global Resources.

“The Oracle Global Startup Ecosystem program is relatively new yet has the potential to create a growing cadre of startups that are highly complementary to Oracle’s own solution portfolio... Ovum sees benefits not just for the startup, but for the market of customers seeking new and innovative capabilities, and for Oracle itself as it continues to grow its cloud computing position and extend its enterprise applications portfolio.”

– *Ovum Report (May 2018) on Oracle’s Global Startup Ecosystem*

“During the six months of the Oracle startup program, we were able to secure US \$500k in revenue from new contracts with Oracle customers. Our partnership with Oracle is just beginning and we will continue to work together to develop new customer experience solutions for customers worldwide.”

– *Marcellus Amadeus Co-founder, Nexus Edge*

“Our migration to Oracle Cloud from AWS was easy, fast and reliable, and allowed us to seamlessly operate and scale up our speed and efficiencies. With Oracle currently leveraging 1Echo’s workforce engagement solution, this additional collaboration is invaluable and we look forward to a long-standing relationship.”

– *Kevin Roe President and Co-Founder, 1Echo*

In the global marketplace, one size does not fit all. That is especially true for today’s vibrant, diverse and competitive startup ecosystem. Oracle is reimagining enterprise and startup relationships through true partnerships that foster collaboration and codevelopment while inspiring global innovation.

### Startup Ingenuity. Enterprise Expertise. Global Resources.

Oracle’s mission is to build a thriving global startup community to drive the digital economy based on collaborative partnerships that enable next-generation growth, business development, and drive cloud-based innovation for startups throughout all stages of growth. The Oracle Global Startup Ecosystem works with startups at various stages from founders in university-affiliated incubators to early stage to scaleups.

### What Makes Oracle Different

- We don’t take equity
- The program is run by our global R&D team
- Startups benefit from world-class product and partner ecosystems
- Startups gain from engagement opportunities with Oracle’s 430,000+ customers

### Personalized Journeys for Success

Startups selected into the program are mapped to a personalized journey based on their unique business objectives and goals.

1. **Apply:** Startups apply to the global program online at [oracle.com/startup](https://oracle.com/startup)
2. **Personalized Journey:** Selected startups are mapped to a tailored journey based on their unique needs
3. **Build & Develop:** Startups leverage our free cloud solutions, product teams and abundant resources
4. **Business & Market Expertise:** Oracle provides mentoring, curriculum and market exposure to cultivate winning strategies
5. **Revenue & Customers:** Startups benefit from engagement and coselling opportunities with Oracle’s global customer base, providing a path to grow revenue



## Global Locations & Community

Our coworking spaces around the globe allow startups to tailor their program experience based on their unique journey. Oracle offers an immersive, coworking environment, a virtual-style experience, and an approach that is a hybrid of the two.



“The partnership with Oracle has been game-changing for us. The sheer volume of map data to be processed had become a barrier to our growth, as we have very intense CPU requirements. With Oracle Cloud, if a client starts doing 10 times more searches, we can easily autoscale into that. Our field sales routing tool, our geocoder, and our fast parsing—we could not have done those things at the speed we do without Oracle.”

– Peter Lilley  
Co-Founder, iGeolise

### Benefits

- Free Oracle Cloud credits – IaaS, PaaS, DaaS
- Migration credits and technical support
- Engagement with Oracle’s 430,000+ customers
- Access to Oracle’s product and development teams
- Flexible coworking space
- Dedicated program lead and cloud architect
- Global mentor program
- Develop proof-of-concept (POC)
- World-class mentoring and curriculum
- Cost savings and discounts after the free credit period

### Who Should Apply

- Companies with unique solutions in transformational technologies including but not limited to AI, blockchain, IoT, big data, VR and AR
- Organizations with B2B solutions that align well with Oracle’s product stack and customer portfolio
- Companies targeting a large addressable market
- Companies with a defined yet malleable product roadmap

### How To Apply

- Applications are open year-round on a rolling selection basis
- Find the application online at [oracle.com/startup](http://oracle.com/startup)

## ORACLE® Global Startup Ecosystem

For more information about the Oracle Global Startup Ecosystem:

- Website: [oracle.com/startup](http://oracle.com/startup)
- Email: [OracleStartup\\_WW@oracle.com](mailto:OracleStartup_WW@oracle.com)
- Twitter: [@OracleStartup](https://twitter.com/OracleStartup)
- Facebook: [@OracleStartups](https://facebook.com/OracleStartups)
- YouTube: [OracleStartupEcosystem](https://youtube.com/OracleStartupEcosystem)
- Blog: [blogs.oracle.com/startup](https://blogs.oracle.com/startup)