# Partner Overview and Frequently Asked Questions

## ■ OVERVIEW

On November 16, 2005 Oracle announced we have strengthened our best-in-class identity management solution with the acquisitions of Thor Technologies, a leading provider of cross-platform provisioning solutions, and OctetString, a leading provider of virtual directories. We want to take this opportunity to welcome Thor and OctetString partners to Oracle.

Partners are essential to Oracle's economy and growth strategy. Oracle is committed to our partners' success and the satisfaction and retention of your customers. As the integration of Thor and OctetString is completed, the combined companies plan to dedicate resources to continue to support your existing customers, so that the impact of the integration on their business is minimized and your relationships with these customers are protected.

The foundation for your success with Oracle is Oracle PartnerNetwork, a community of more than 15,000 partners worldwide, a management portal, an interaction center for partner support and a global business program. Through partnership with Oracle, you will have the opportunity to gain access to Oracle's premier products for additional growth, education, technical services and highly specialized go-to-market engagement, with support from across all lines of business within Oracle.

Thor and OctetString partners are invited to join Oracle PartnerNetwork immediately, with every effort made to ensure a seamless process and to provide you with a rich program that fully supports your existing business. Throughout the transition, we will communicate with you to provide you with the very latest information and resources to address your questions and highlight new opportunities for working with Oracle.

To enhance and simplify your partnering experience with Oracle, the following responses to your frequently asked questions about the acquisition, combined identity management offerings and partner transition plans are offered:

**What does this acquisition mean for Thor and OctetString partners and their customers?**

The combination of Oracle, Thor, and OctetString will provide Thor and OctetString partners and their customers with a deeper and broader suite of identity management offerings that are interoperable, integrated with Oracle's Fusion Middleware platform, and backed by the strength of the world's second largest software vendor.

Oracle is committed to an open and heterogeneous identity management solution that provides a platform with API's and standards support enabling ISV's to integrate with Oracle Identity Management, even when they may offer competitive technologies.

System integrators can deliver enormous value by providing design and deployment expertise for customers who purchase Oracle Identity Management. Using the automated tools and the pre-built integration with heterogeneous systems, system integrators will be able to provide rapid integration, deployment, and time to value for their customers who need a robust, best-in-class identity management solution.

The acquisitions serve to further demonstrate Oracle's commitment to broaden and strengthen our product offerings in the access and identity management market.

**What does this acquisition mean for partners currently in Oracle PartnerNetwork?**

With Thor and OctetString products slated for availability on Oracle's price list, Oracle PartnerNetwork members with valid distribution agreements in place will have immediate incremental growth opportunities through resell of these products.

### How will Oracle support Thor and OctetString partners?

The message for Thor and OctetString partners today is one of continuity and business as usual. Every effort is being made to ensure that business continues uninterrupted through this transitional period. Thor and OctetString partners will continue to receive support through their existing contacts until further notice. We will communicate all changes and transitions occurring after the close of the transaction in advance through these familiar channels.

Partners not yet enrolled in the Oracle PartnerNetwork program are invited to join the program to gain access to some of the highest levels of support and resources in the industry today. The Oracle PartnerNetwork program requires acceptance of the OPN Agreement and a membership fee of US$1995. For those partners already partnering with Oracle through Oracle PartnerNetwork, please ensure you have declared Application Server as your Product Focus area.

In addition, Oracle will continue to train partners on the evolving identity management product line to ensure that partners are prepared to take advantage of these new opportunities available through the combination of these companies. We currently plan to offer training onThor and OctetString from the Oracle University. Watch the OPN Portal for upcoming featured identity management sales and technical training opportunities specially for partners in your area.

### How do partners connect with other Oracle PartnerNetwork members offering complementary solutions and services?

As a membership benefit, Oracle offers the Oracle PartnerNetwork Solutions Catalog, a comprehensive global directory of partner solutions and services, used by partners, customers, and Oracle sales to identify and connect with Oracle PartnerNetwork members. Thor and OctetString partners who are new to Oracle PartnerNetwork may publish profiles as soon as their transition to OPN has been completed. With profile publication they will experience marketing opportunities.

### How does Oracle plan to communicate information about the integration process, partnership opportunities, and program support to Thor and OctetString partners?

Oracle will communicate information as it becomes available to both partners and customers. Partners may anticipate regular communications from Oracle Alliances & Channels throughout the transition. During the transition, Thor and OctetString partners should access **www.oracle.com/thor** and **www.oracle.com/octetstring** for more information on the acquisitions and product strategy. For partners in Oracle PartnerNetwork, the OPN portal will offer information on partnership with Oracle and opportunities to expand current market coverage.

### How do partners contact an Oracle PartnerNetwork representative in their respective countries?

Oracle services all of our partners through the Oracle PartnerNetwork portal. Be sure to visit the portal at **http://oraclepartnernetwork. oracle.com/** for more information on partnership with Oracle and how to grow your business through Oracle PartnerNetwork.

The local Oracle PartnerNetwork Interaction Center representative is always available to assist partners. By clicking on the "Contact Us" tab on the Oracle PartnerNetwork portal, partners easily access local phone and email contact information.

*This document is intended to outline our general product direction. It is intended for informational purposes only, and may not be incorporated into any contract. It is not a commitment to deliver any material, code, or functionality and should not be relied upon in making a purchasing decision. The Development, release and timing of any features or functionality remains at the sole discretion of Oracle.*

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