

Mentors make a difference

Founders, you have a lot on your mind. Whether you're cracking new code, breaking into untapped markets, or strategizing product market fit, a mentor can help your startup level up.

As a unique benefit to enrolled startups, Oracle for Startups connects entrepreneurs with mentors who are:

Global. Representing startup and business hubs worldwide.

Experienced. With 15+ years in the industry, 90% are director-level or above.

Experts. Diverse backgrounds include engineering, sales, operations, and marketing.

How it works

Mentorship is a 1:1 engagement that extends for 90 days. Once a match is made, mentors and mentees jointly decide on their preferred cadence, with many choosing a weekly phone call. The first call establishes framework and goals. From there, the sky's the limit.

Mentors can extend their commitment beyond 90 days and startups are welcome to apply for another mentor from a different area of expertise.

How we pair startups with mentors

We have a robust roster of Oracle subject matter experts who are passionate about startups and ready to accept mentees. We share your application with the network so mentors can self-select the applicants they can most effectively support.

How mentors help:

- Go-to-market advice
- Enterprise selling strategy
- Business-building guidance
- Facilitating meaningful introductions
- Technical assistance for Oracle Cloud
- Product alignment of startup and Oracle stacks

Mentor offers strategic GTM alignment

Francesco Stasi's mentor supported his startup's go-to-market strategy. BotSupply, which offers a multilingual bot platform and conversational AI for enterprises, was already in sales cycles with Oracle customers.

Stasi was paired with mentor and Senior Manager of Transformational Initiatives Catalin Acatrinei, who

helped Stasi position BotSupply's offerings as a complement to Oracle products.

About his experience, Stasi said, "It was extremely relevant to get more insight into what some of the biggest Oracle customers may be interested in, and to take that perspective and make it fit with what we've built already and future products."

"We've searched across our company for experienced subject matter experts, many of whom once helmed successful startups. The mentorship we deliver is flexible and geared to help startups reach the next level."

— Ben Hill
Director, Oracle for Startups
Mentor Matchmaker

Request your mentor

To apply for mentorship benefits:

- Join **Oracle for Startups**
- Complete your **Startup Portal** profile
- Request a mentor in the portal

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