

**2023 Oracle Partner Awards Program**  
**Oracle Partner Award rules for EMEA, Japan, Latin America Division and North America**  
**OFFICIAL RULES — STANDARD**

## INSTRUCTIONS

1. Review this OFFICIAL RULES document in its entirety.
2. Download and complete the 2023 Oracle Partner Awards Nomination Form from the Oracle Partner Awards Website.
3. Submit the nomination form on the Oracle Partner Awards Website. Look for a follow up email that will be sent that announces how to submit the 2023 Oracle Partner Awards Nomination Form

For questions, please send an email to:

EMEA: [selma.levent@oracle.com](mailto:selma.levent@oracle.com)

Japan: [mika.nohara@oracle.com](mailto:mika.nohara@oracle.com)

Latin America: [karol.borger@oracle.com](mailto:karol.borger@oracle.com)

North America: [winwithoracle\\_us@oracle.com](mailto:winwithoracle_us@oracle.com)

## 2023 Oracle Partner Awards Program OFFICIAL RULES — STANDARD

By participating in this Oracle Awards program as a Nominee or Nominating Party, you agree to comply with all the terms and conditions below. If you do not agree with all of these terms and conditions or the terms contained within the nomination form, do not participate in this awards program and do not submit a nomination form.

## AWARDS DESCRIPTION

The 2023 Oracle Partner Awards (“Awards”) recognizes our partners through their use of Oracle’s Cloud Infrastructure, Oracle Fusion Cloud Applications, Oracle Databases, Oracle Hardware and Software technology, products and services to foster innovation, accelerate business growth and create value to enable success for our customers.

## AWARDS PERIOD

All times listed in this document are Pacific Time, Coordinated Universal Time UTC-7 based on the time zone set in the electronic system used to process and time stamp Oracle Awards submissions.

The Awards Period is 3 July 2023 to 4 August 2023 and is comprised of 3 periods:

- The **Nomination Period** begins on 3 July 2023, 12:00 am and ends on 4 August 2023, 11:59 pm.
- The **Judging Period** opens 4 August 2023, 12:00 am and closes on 15 September 2023, 11:59 pm.
- **Winners will be announced** by 18 September 2023 at Oracle CloudWorld.
- To view the winners' company names see the following websites:
  - [Europe Middle East and Africa Partner Website](#)
  - [Japan Partner Website](#)
  - [Latin America Partner Website](#)
  - [North America Website](#)
  - Winners will be posted on each of these websites, listed above by 30 September 2023. The Winner’s List will be available for a period of at least ninety (90) days thereafter.

**IMPORTANT NOTICE:** Each Nominee or Nominating Party is responsible for determining the corresponding time zone in their respective geographical location.

## ELIGIBILITY OF NOMINATING PARTIES AND NOMINEES

Candidates may be submitted by self-nomination or nomination by the partner’s company representative, via the official nomination form. All submissions must meet the following criteria:

- Nominations must be submitted by the deadlines as listed above. Late submissions are automatically disqualified.
- These Oracle Awards are open to either individuals or entities/organizations as indicated in the specific criteria for each award listed below and under Award Categories and Selection of Winners.

## ELIGIBILITY OF NOMINATING PARTIES AND NOMINEES (continued)

- Awards criteria:
  - These awards will be available to Oracle PartnerNetwork members in good standing and ISV/IHV technology partners that are co-innovating, developing joint-go-to-market and delivering mutual customer success.
  - For Service Delivery partners, relevant Service Expertise is required.
  - Oracle partners or community members must be in good standing with Oracle at the time of submission and announcement of finalists/winners.
  - Specific Award Criteria: awards are awarded to organization's alignment of the customer story to the award categories and their descriptions as outlined in the nomination.
  - Companies in any of the following categories are not eligible to participate as Nominees:
    - (a) competitor to Oracle in the product or area of the related title;
    - (b) employees of any company that has a policy against and/or legally prohibits participation in the Awards or the awarding of a prize/award/benefit to an employee;
    - (c) employees, officers, or officials of any public sector entity, located in the submitted nomination region—Europe Middle East Africa, Latin America, Japan or North America—including but not limited to any company acting in an official capacity for or on behalf of any national, state, provincial or local government, or any department or agency thereof.
- Each individual or entity/organization must meet criteria of the specified award in addition to all the following criteria:
  - No individual may be nominated, become a finalist for an individual award, be highlighted or be designated to accept an award on behalf of an organization, if they are not **18 years of age or older**.
  - Oracle customers, partners, or community members must be **in good standing with Oracle** at the time of submission and announcement of finalists/winners.
  - **Residents of the following are not eligible to participate as Nominees:** any country or region under US trade restriction or embargo, currently **Cuba, Iran, North Korea, Syria, the Crimea region, and all Russian controlled areas of Ukraine**. While not under U.S. embargo, Oracle has a corporate policy of not transacting with Belarus, Russia, and Venezuela.
  - Persons in any of the following categories are **not eligible to participate as nominating companies**:
    - a) **employees or agents of Oracle** (Sponsor) **and** its parent, affiliate and subsidiary companies (collectively the "Sponsor"), or of the Sponsor's participating advertising and promotion agencies, and prize suppliers;
    - b) **immediate family members** (defined as parents, children, siblings and spouse, regardless of where they reside) and/or those living in the same household as any person in (a) above;
    - c) expert panelists or judges for the selection of the Awards finalists/winners;
    - d) **competitor** to Oracle in the product or area of the related title;
    - e) employees of any company that has a **policy against and/or legally prohibits participation** in awards or the awarding of a prize/award/benefit to an employee;
    - f) **employees, officers, or officials of any public sector entity**, located in the Latin America region including but not limited to any person acting in an official capacity for or on behalf of any national, state, provincial or local government, or any department or agency thereof.

## NOMINATION PROCESS

To nominate a candidate (a “Nominee”), the Nominee or Nominating Party must go to the 2023 Oracle Partner Awards Website (“Website”) and complete a nomination form for an award.

- [Europe Middle East and Africa Partner Website](#)
- [Japan Partner Website](#)
- [Latin America Partner Website](#)
- [North America Website](#)

Enter Nominee’s name and nomination details, complete the form, and agree to the terms and conditions. As part of the nomination, you may elect to provide a short article that provides a detailed description or case study of the Nominee’s accomplishments in the last eighteen (18) months.

Alternative methods of nomination are not accepted. Incomplete nominations will not be considered. Nominations submitted after the deadline will not be considered and will be automatically disqualified.

Each submission, including any article, case study or other supplemental material, will be considered one Nomination. Nominations, including case studies or articles, **must be in English**. You may submit multiple Nominations in multiple categories for separate individuals or stories/projects. Subject to all of the other terms in these Official Rules, you may receive assistance from others in developing your Nominations. Nominations may not contain:

- Proprietary, confidential, or sensitive information (including details such as monetary/currency value of deal, proprietary or sensitive details of customer’s configuration or business issues they are trying to solve if publicly shared may cause negative business impact, etc.) when answering the questions related to the project, solution, or effort of the nominee.
- Trade secrets or other information that is inappropriate to share with the general public.
- Copyrighted materials (whether registered or unregistered) that are owned by third-parties, without permission from the copyright owner(s).
- Trademarks owned by parties other than the Sponsor or the Nominee or Nominating Party submitting the Nomination (whether registered or unregistered), without permission of the trademark owner(s).
- Information that defames, misrepresents or contains disparaging remarks about the Sponsor, Sponsor’s products, and any person, company or product.
- Messages or images inconsistent with the Sponsor’s brand and company. See oracle.com for more information on Sponsor’s brand and company.

## 2023 PARTNER AWARD CATEGORIES

The Oracle Partner Awards are designed to transcend Oracle global regions, territories, products and partner business model types. The award categories are intended to be consistent globally; for example, mention of awards will be messaged across live events, blogs and other PR vehicles around the world.

The panel of reviewers and judges will select partners that have exceeded customer expectations and realized business growth through building solutions across the entire Oracle Cloud portfolio—OCI, Oracle Database/MySQL Heatwave, Fusion Cloud Applications, GBU solutions, hardware and software.

There are three categories of partner awards—Innovation, Business Impact and Customer Success.

Partners should determine if their company and nomination will be submitted as a regional partner or global partner. Regional partners are defined as those that sell to regional customers in one of the following Oracle regions: EMEA, Japan, Latin America or North America. Global partners are defined as a company that works with Oracle in three or more regions.

## **2023 PARTNER AWARD CATEGORIES** (continued)

Oracle Partner Awards will showcase partners across the Oracle partner ecosystem—Systems Integrators, Technology ISV's/IHV's and Cloud/Managed Service Providers with these three award categories:

The **2023 Oracle Regional Partner Awards Program** will recognize partner contributions in these categories:

- 2023 Oracle Region Apps/SaaS Partner Award Innovation
- 2023 Oracle Region Apps/SaaS Partner Award Business Impact
- 2023 Oracle Region Apps/SaaS Partner Award Customer Success

- 2023 Oracle Region Cloud/Tech Partner Award Innovation
- 2023 Oracle Region Cloud/Tech Partner Award Business Impact
- 2023 Oracle Region Cloud/Tech Partner Award Customer Success

The 2023 Oracle Regional Partner Awards Program includes EMEA, Japan, Latin America and North America Oracle Regions.

Regional Partner Award winners will be eligible to be selected as one of the best-of-the-best regional partners in the **2023 Oracle Worldwide Partner Awards Program**. The best-of-the best Regional Partner Awards will recognize partner contributions in these three categories and will not be specific to Apps/SaaS or Cloud/Tech:

- 2023 Oracle Worldwide Partner Award Innovation
- 2023 Oracle Worldwide Partner Award Business Impact
- 2023 Oracle Worldwide Partner Award Customer Success

The **2023 Oracle Global Partner Awards Program** will recognize partner contributions in these categories:

- 2023 Oracle Global Systems Integrator Partner Award Innovation
- 2023 Oracle Global Systems Integrator Partner Award Business Impact
- 2023 Oracle Global Systems Integrator Partner Award Customer Success

- 2023 Oracle Global Technology Provider Partner Award Innovation
- 2023 Oracle Global Technology Provider Partner Award Business Impact
- 2023 Oracle Global Technology Provider Partner Award Customer Success

Global partners are defined as a company that works with Oracle in three or more regions in APAC, EMEA, Japan, Latin America and/or North America.

## **PARTNER AWARDS CRITERIA**

Criteria used by the panel judges to determine the finalists is based on the eligibility criteria for the award as defined in this document, is not limited to usage of Oracle products, and other important factors including the alignment of the customer story to the award categories and their descriptions as outlined below.

### ***2023 Innovation Award***

The Innovation Award category recognizes partners that have developed and/or delivered pioneering solutions through partnering with Oracle. These partners have produced thought-leadership-level solutions that empower Oracle customers to meet their business goals and challenges through the partner's innovative solution. Partners that have developed solutions that integrate multiple Oracle technologies and products and/or have integrated a third-party Oracle technology partner into their solution should submit a nomination in this category.

Partner nominations in this category should provide details and information in their submission that describes how they developed a combination of reference architecture(s) and implementation workflow that boosts productivity and delivers transformational results to advance their customer's business initiatives. The panel of judges will look for partner solutions that introduce groundbreaking capabilities and measurable improvements for the customer. In this innovation category, the partner may describe how they have implemented a production-proven environment that eliminated barriers to success with break-through technology prowess across an array of infrastructure and software design elements. Partner innovation may also include how their implementation of Oracle solution(s) reduced adverse environmental impacts and introduced environmental sustainability.

### ***2023 Business Impact Award***

The Business Impact Award will exhibit partners that have packaged a set of capabilities and best practices to drive repeatable value for business expansion of services and/or delivery of solutions that address customer challenges. This award category will prioritize partners that have built a thriving business in a solution area, specific industry-vertical, or customer segment with Oracle's portfolio of technology, products and services.

The ideal partner has created an operational framework to win business and deliver successful outcomes that leverages their Oracle expertise and certifications that fosters demonstrable consumption of Oracle products and subscription services by their customers. The partner may show how they attained their target growth-potential with Oracle expertise and certifications or through implementing a SaaS solution with Oracle Cloud Infrastructure. The winning partner will have demonstrated a continuous capability to upsell and cross-sell Oracle products and subscription services through proven field-execution with Oracle Sales and Marketing teams. Additionally, the partner may have developed an end-to-end practice that provides excellence in pre-sale and post-sale customer service with positive customer satisfaction scores.

## **PARTNER AWARDS CRITERIA (continued)**

### ***2023 Customer Success Award***

Oracle fosters high customer satisfaction in its business. The partner and Oracle both win when customers are satisfied with their Oracle-based solution and shares their stories with other companies that will help the partner and Oracle earn new business. When customers are successful, Oracle and its partners are successful.

The Customer Success Award criteria will consider how partners have earned high customer satisfaction from cloud journey services and/or cloud technology platform adoption that is based on Oracle technology. Judges for the customer success award will examine how the partner's end-customers have realized value from ease of solution implementation and manageability, human capital efficiencies, cost savings, reduced technical debt, measurable return on investment and other qualitative factors that the partner includes in their nomination form. SIs, MSPs and CSPs will need to demonstrate a consistent track record of successful delivery of customer implementations. Technology provider/ISVs will need to show how they have developed a platform and realized ongoing successful customer traction and adoption of services through their cloud journey.

For all partners—SI's, ISV's/IHV's, CSP's/MSP's—the nomination submission should show how their implementation, lifecycle and governance frameworks consistently deliver customer satisfaction. This partner nomination should include outstanding, published customer success stories that provide examples of solving their customer's challenge with remarkable results. The customer scenario needs to include before and after metrics along with a quote from the customer that describe why the customer considered their solution successful. The customer should also be a referenceable account and willing to participate in a published customer+partner success story.

The ideal partner may submit a narrative that describes a significant customer challenge with a set of performance metric indicators and success factors, provided by their customer, that demonstrate transformational outcomes. As an example, these metrics may demonstrate improvement from a before and after scenario. Examples of performance metrics include: ROI from CapEx/OpEx improvement, accuracy indicators, time saved from automation, lower processing times, improved diagnostics capabilities to identify and fix potential problems, higher yields, faster response times from data-driven decisions, reduction in time-to-market, streamlined compliance and records management, and improved employee experience.

For Systems Integrator partners, the nomination should articulate key investments the partner has incorporated into their practice and on what Oracle solutions their practice is focused. Partners should include information that describes training and certification of their staff, the types of customer projects that their practice includes within project documented timelines, volume of service requests to Oracle and volume of projects escalated to Oracle. For training and certification, the nomination will need to include the number of people that are trained and certified on the specific Oracle product(s); what percentage of the partners total staff is trained and certified on an Oracle technology. For oracle solution practice areas, the nomination will need to include the number of projects the partner completed and the number of those projects are referenceable. This information should compare the number of successful projects against a percentage of the total projects that the partner has completed in the same timeframe. The partner nomination should describe the best and most successful customer project that includes partner-centric metrics for on-time delivery with descriptions of how project milestones were achieve, post implementation service requests and other project-related factors.

### **2023 PARTNER AWARD SELECTION OF WINNERS**

After the Nomination period closes on 4 August 2023 at 11:59 pm in the corresponding time zone to the respective geographical location, the submissions will be reviewed for eligibility and completion aligning with instructions on the Nomination form and the eligibility requirements in these rules.

Potential finalists/winners will be confidentially informed according to the Award Period noted above. Winners will be announced according to the Award Period schedule noted above.

## 2023 PARTNER AWARD SELECTION OF WINNERS (continued)

When the Sponsor notifies potential finalists/winner(s), each potential finalist/winner will be required to sign a legal affidavit of eligibility to receive the award and release forms granting permission for the Sponsor to announce the finalist/winner and reference finalist/winner as a customer of the Sponsor in Sponsor's marketing materials. A Nominee will not be announced as an award finalist/winner without successful completion of the affidavit and release forms. If the Sponsor is unable to reach a potential finalist/winner, or if the affidavit and release forms are not properly completed and returned to the Sponsor by the date requested, or if an award notification is returned as undeliverable, or if a potential finalist/winner is found not to have complied with these Official Rules in any way, the award will be forfeited and an alternate winner will be selected. Potential finalist/winner(s) will be given a deadline to respond and return the completed affidavit and release forms.

All decisions by Oracle are final. Oracle reserves the right to modify or terminate the Oracle Awards promotion at any time and at its sole discretion.

### AWARDS WINNER BENEFITS

Each of the category winners are based on the criteria noted in the Selection of Winners section above. **Prizes are non-monetary benefits, as recognition is the basis of the awards.** Winner benefits are the following:

1. 2023 Oracle Partner Award badge for partner to use on Webpages, solution and information documents, customer presentations and other promotional materials.
2. Published announcements of each winner on the Oracle Regional Partner Awards Webpages listed below:  
<https://www.oracle.com/emea/partner/awards/>  
<https://www.oracle.com/jp/partner/awards/>  
<https://www.oracle.com/lad/partner/awards/>  
<https://www.oracle.com/partner/awards/>
3. Published announcement winners may be published on Oracle social media channels and related Oracle communities.
4. Published announcement winners may be mentioned at any Oracle event whether the awards are announced virtually or in person.
5. Potential to publish partner success story on Oracle.com as well as mentioned in other marketing activities (articles; press releases; blogs; videos; webcasts, etc.).

Winners are responsible for any other expenses relating to the acceptance and use of prizes. Oracle has the option, at its sole discretion, of substituting a benefit if for any reason a benefit becomes unavailable, including scheduling or availability. Benefits cannot be transferred, substituted, or redeemed for cash value.

Awards and benefits will not be provided if a sufficient number of eligible Nominations are not received, but in no event will the Sponsor award more benefits than are provided for in these Official Rules.

### RELEASE/DISCLAIMER OF LIABILITY

To the maximum extent permitted by law, by participating, the nominees, nominating parties, finalists, potential winners and winners ("releasing parties") waive any right to claim ambiguity in the rules, and release, indemnify and hold harmless, and agree to keep indemnified and held harmless, the sponsor and its affiliates and subsidiaries, and each of their respective agents, representatives, officers, directors, shareholders and employees (collectively, "released parties") at all times from and against any injuries, losses, damages, claims, actions, demands, costs or expenses or any liability of any kind (a) resulting from or arising from participation in the awards or acceptance, possession, use, misuse or nonuse of prize(s)/benefits that may be awarded; or (b) for or in respect of which released parties will or may become liable by reason of or related or incidental to any act, default, omission, breach or non-observance, whether negligent or otherwise, by a releasing party under these official rules.

## **DATA PRIVACY**

For the purposes of running Oracle Awards, we collect, use, disclose, transfer, process, and store personal data of both the Nominating Party and the Nominee needed to conduct award nominations, judge submissions, contact nominees to review stories, award, publicize finalists/winners and related activities. Oracle does not ask for any sensitive personal data or confidential information. Oracle will process personal information of Nominating Party and Nominees in accordance with the Oracle General Privacy Policy (<https://www.oracle.com/legal/privacy/privacy-policy.html>). The Sponsor may use and share a Nominee or Nominating Party's personal data with third parties to the extent necessary to fulfill its obligation to administer and sponsor the awards.

## **SEVERABILITY**

If any provision(s) of these Official Rules are held to be invalid or unenforceable, all remaining provisions hereof will remain in full force and effect.

**SPONSOR:** Oracle Corporation, 2300 Oracle Way Austin, Texas, USA

Oracle reserves the right to cancel or modify the terms of this Oracle Awards program if fraud, technical failures or any other factor beyond Oracle's control impairs the integrity of this program, as determined by Oracle in its sole discretion. Oracle reserves the right in its sole discretion to disqualify any individual it believes has tampered with the entry or selection process or has acted in violation of these Official Rules. Any attempt by any person to deliberately damage or undermine the legitimate operation of this Oracle Awards program may be a violation of criminal and civil law, and, should such an attempt be made, Oracle reserves the right to seek damages from any such person to the fullest extent permitted by law. Oracle's failure to enforce any term of these Official Rules shall not constitute a waiver of that provision. Any attempts by an individual to access any website associated with this Oracle Awards program via a bot script or other brute force attack or any other unauthorized means will result in the IP address becoming ineligible. Use of automated entry devices or programs is prohibited.