Oracle Validated Integration Expertise
Delivering Customer Confidence and Partner Value

For Oracle PartnerNetwork (OPN) members with solutions that complement and integrate with on-premise* Oracle Applications, Oracle Validated Integration Expertise provides a strategic framework and delivers important go-to-market benefits that allow partners to position proven integrations to Oracle customers. Hundreds of Oracle partners have invested in Oracle Validated Integration to accelerate sales opportunities and attract new customers.

DELIVERING CUSTOMER CONFIDENCE
Oracle Validated Integration establishes credibility with customers by confirming that the integration of your solution with on-premise Oracle Applications

- Is designed in a reliable, standardized way.
- Has been tested as functionally and technically sound.
- Operates and performs as documented.

Achieving Oracle Validated Integration Expertise can result in lower deployment risk, improved user experience, and increased satisfaction for mutual customers.

PROVIDING PARTNER VALUE
Oracle Validated Integration provides partners with credibility and competitive advantage. OPN members can accelerate sales opportunities and attract new customers by leveraging exclusive Oracle Validated Integration go-to-market benefits, including:

- **Oracle Validated Integration branding.** Only partners with current validations are permitted to use the exclusive Oracle Validated Integration Expertise badge.
- **Integration data sheet.** Sales collateral with Oracle and partner branding allows your company to clearly substantiate and communicate the value of your integrated solution to Oracle customers.
- **Partner press release.** Create additional visibility with Oracle customers by announcing your Oracle Validated Integration achievement with a press release that includes an Oracle executive quote. This benefit is provided at Oracle’s discretion.
- **Preferred search listing.** Get highlighted in the [OPN Partner Finder](#).
- **Exposure within Oracle.** Increase your visibility with Oracle product management, marketing, development, and sales teams.
- **Event marketing.** Exhibitors at key Oracle events receive Oracle Validated Integration signage showcasing your achievement and distinguishing your company from your neighbors and competition. This benefit is provided at Oracle’s discretion.
- **OPN enablers and benefits associated with Oracle Validated Integration Expertise.**

**WHY VALIDATE?**

- Improve your product and partner alignment with Oracle.
- Increase visibility with customers, as well as Oracle product and sales teams.
- Differentiate from your competition with exclusive Oracle Validated Integration branding.

“Since Purge-it! achieved Oracle Validated Integration we have seen an acceleration in sales growth both in the United States and globally.”

- Terry Clarke, CEO, Klik IT Ltd.
PROGRAM ELIGIBILITY CRITERIA
To participate in the Oracle Validated Integration program, partners must meet the following eligibility criteria:

- Be an OPN member and enroll in the OPN License & Hardware Track.
- Offer a solution that is generally available and complementary to Oracle products, as determined by Oracle.
- Provide partner enrollment information for Oracle Validated Integration Expertise that is both reviewed and accepted by OPN.

Partners can find the complete list of Expertise Qualifiers here.

* On-premise Oracle Applications include:
  - JD Edwards EnterpriseOne
  - Oracle E-Business Suite
  - Oracle Financial Services
  - Oracle Hospitality
  - Oracle Retail
  - PeopleSoft
  - PeopleSoft Campus Solutions
  - Siebel CRM

RESOURCES
Modern Oracle PartnerNetwork
Quick Start Guide
Current Release Table

GET VALIDATED
Review Expertise Qualifier Guidance
Evaluate Expertise Marketing Benefits
Apply for Oracle Validated Integration