Modern Oracle PartnerNetwork

Modern Oracle PartnerNetwork is a customer-focused, cloud partner program. OPN is designed to accelerate Oracle’s partners’ own transition to cloud as well as drive a superior customer experience and business outcomes.

WHY WE TRANSFORMED ORACLE PARTNERNETWORK?

The cloud has caused customer experience to become a key differentiator as each month presents an opportunity to grow revenue, connect new services and drive greater innovation. We have listened to both our customers and our partners about what they need to succeed in this evolving market: the acceleration of a cloud-first strategy is a top priority. For customers, it is critical for Oracle to help them identify partners with the expertise required to deliver quality results and innovation as they adopt cloud. And for partners, mutual investment in the enablement resources needed to build successful cloud solutions and services are key.

Modern Oracle PartnerNetwork program is built around three core tenets:

• **Customer Centric**: focused recognition in areas of partner expertise - including product, geography and industry - to help customers easily identify partners that will deliver value for their specific business needs.

• **Success Driven**: increased investment in enablers - including cloud environments, technical assistance, finance, and targeted go to market resources - designed to build expertise to drive customer success, grow partner revenue and accelerate the path to cloud.

• **Simplified**: a streamlined program framework makes it easier for partners to engage with Oracle and leverage the industry’s broadest, most integrated cloud and on premises portfolio.

MODERN OPN PROGRAM HIGHLIGHTS

The design of Modern OPN framework specifically aligns to partner business models. The first step on the partner journey is to open the doorway to greater benefits, join as an OPN Member and choose how to engage with Oracle by selecting a track, or tracks, based on how they go to market: either with cloud, on premises, or in a hybrid model.

Within the cloud path, partners may choose from one or more of three available tracks: **Build, Sell** and **Service**. Joining a track is simple – there are no requirements other than paying the track fee. Partners interested in working with our software license and/or hardware business may select the **License & Hardware** Track. Each track provides targeted **Enablers** for partners to grow their skills and succeed in building, implementing and/or selling Oracle products plus cloud services. Along with access to program **Enablers**, partners within each track may qualify to achieve **Expertise**.
EXPERTISE

**Expertise** will allow partners to demonstrate and showcase their skills around certain products and services, to earn incremental access to go-to-market benefits, and to differentiate from the competition. Partners may achieve **Expertise** in a product family or cloud service by completing a series of **Qualifiers** such as Oracle certified professionals, customer successes, and showcasing external commitment to Oracle, among others. **Expertise Qualifiers** are track-specific and may include attainment within a specific regional market.

Partners that achieve Expertise are perceived as elite Oracle solution providers by the market. Attaining Expertise helps Partners gain customer appeal, credibility and relevancy.

NEXT STEPS

If you are interested to join and you are not a current Oracle PartnerNetwork member, you may contact Oracle PartnerHelp for more information. If you are an existing OPN member you may contact your Partner Manager or Oracle PartnerHelp.

We are here to support you – when our Partners succeed, we all succeed!

CONNECT WITH US

For program questions please visit PartnerHelp.

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