



Partner Business Practices Update – Mar. 1, 2024

Topics

>> Extension of Validity of Non-standard Commercial Terms

Extension of Validity of Non-standard Commercial Terms

The validity of non-standard commercial terms which were offered to an Oracle PartnerNetwork (“OPN”) member between Dec 1, 2023 and Feb 29, 2024 for distributing the products and/or services listed below, to an end user customer pursuant to a valid Oracle distribution agreement, has been extended to May 31, 2024; subject to the exceptions noted below and any applicable last order date for hardware products.

Products and Services: Oracle Software Programs and First Year Support; Hardware, Systems Software, and First Year Support; Sun Ray; Engineered Systems; Advanced Customer Services; Oracle Linux Support; Oracle VM Support; Support Renewals; CRM On Demand; Managed Cloud (On Demand); OEM Software Sales Group (Java); all Oracle Cloud Services (including, but not limited to, Data Cloud, PaaS, IaaS, SaaS); Oracle Academy; and Oracle University services.

Exceptions – The validity of non-standard commercial terms for the following types of transactions is not extended and shall be deemed to have expired on Feb 29, 2024 (or earlier as noted below):

1. Any transaction where the approval was based specifically on Feb. 29, 2024 close.
2. Any transaction that included a license migration that resulted in a decrease in migrated support fees.
3. Any transaction for Fusion Cloud in the European Restricted Access Cloud Service (EURA).
4. Any transaction which is: a) an MSP order; b) an ULA; c) a C2C; d) a mid-term conversion of a tech cloud service to the Universal Credit model; or e) is an order resulting in a decrease in existing on-premise support.
5. Any transaction in the following categories that hasn’t been updated to the Dec. 1, 2023 pricing must be re-quoted: Sparc 7, Sparc M8-8, Sparc T8.
6. If a product or service is no longer on the applicable price list, then it must be removed from a transaction (including RFPs).
7. For transactions for hardware on a Restricted Price List, these transactions are only valid until the expiration date shown on the quote and any extension requires re-approval.
8. Any transaction for renewals of OCI Classic Subscription SKU services (not UCM) will not be extended.

9. Any transaction being placed by a third party who is not a member of OPN and/or does not have a current valid: OPN Master Distribution Agreement with applicable addenda and schedules thereto, Full Use Distribution Agreement, OEM Hardware Distribution Agreement, ISV Master Distribution Agreement, Application Specific Full Use Program Distribution Agreement, or Embedded Software License Distribution Agreement.
10. Any transaction for which non-standard commercial terms were offered by Oracle prior to Nov 30, 2023.
11. Any transaction based on hardware promotions and/or cloud promotions.
12. Any transaction that included an approval from Oracle's credit department.
13. Previous quarterly guidance regarding restrictions on quoting in certain currencies remains in effect.
14. Any transaction that used the JPY Oracle Japan Current Commercial price list ("JPY OJCC") must be updated to reflect the same part on the JPY Current Commercial price list("JPY CC") if the part is on both, or the part must be removed from the transaction if only available on JPY OJCC. The JPY OJCC price list reached end of life on November 30, 2020.

Oracle's extension of the validity of non-standard commercial terms is subject to change without notice at any time at Oracle's sole discretion. For the avoidance of doubt, any non-standard approvals are valid for the period notified to you by Oracle at the time, and extension (if any) and the period of the extension is entirely at Oracle's sole discretion.