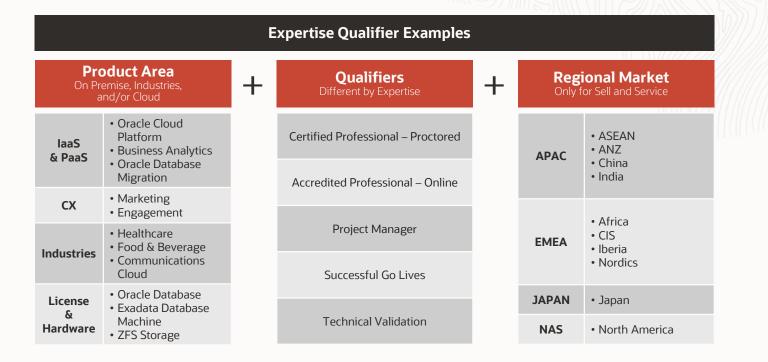# Expertise in Oracle PartnerNetwork
Differentiate in the Market Through Performance-Based Achievements

Expertise helps partners stand out in the market by showcasing their capabilities in focused areas – making it easy for customers to identify partners with the right skills and experience to meet their needs. In order to attain Expertise, OPN members must enroll in one of the program tracks and meet targeted qualifiers that align to their business models in a given regional market – whether they build on, sell, or provide services for Oracle products.

→ **Build Expertise:** recognizes partners with commercial applications or solutions validated to integrate with or run on Oracle technology, applications or cloud.

→ **Sell Expertise:** recognizes partners who can resell Oracle products and/or cloud services. It is associated with the ability to be granted resell rights for most of Oracle's portfolio.

→ **Service Expertise:** recognizes partners with proficiency to implement Oracle products and/or cloud services.

→ **Industry Healthcare Expertise:** recognizes partners with commercial products and/or services built with Oracle Health technologies.

Expertise Qualifier Examples

Product Area On Premise, Industries, and/or Cloud			Qualifiers Different by Expertise		Regional Market Only for Sell and Service	
IaaS & PaaS	• Oracle Cloud Platform • Business Analytics • Oracle Database Migration	+	Certified Professional – Proctored	+	APAC	• ASEAN • ANZ • China • India
CX	• Marketing • Engagement		Accredited Professional – Online		EMEA	• Africa • CIS • Iberia • Nordics
Industries	• Healthcare • Food & Beverage • Communications Cloud		Project Manager			
License & Hardware	• Oracle Database • Exadata Database Machine • ZFS Storage		Successful Go Lives		JAPAN	• Japan
			Technical Validation		NAS	• North America

Partner Resources

Please publish your Expertise on the Expertise Dashboard to make sure you become searchable by customers on the Oracle Partner Finder. Additionally, ensure you accept your resell rights to become an authorized reseller and also publish your Sell Expertise.

→ How to Publish Your Expertise
→ How to Attain Resell Rights
→ Learn more about Oracle Partner Finder

Oracle is committed to developing practices and products that help protect the environment