

Oracle PartnerNetwork

Oracle's best-in-class technologies and applications are powering next generation solutions for customers around the world. Together with our partners, we are creating innovative end-to-end solutions that deliver customer success and business growth.

ORACLE PARTNERNETWORK

Partners choose how to engage with Oracle based on their business strategy. Oracle PartnerNetwork (OPN) provides the framework for engagement with our partners. Whether building products with Oracle technology, hosting applications on Oracle Cloud Infrastructure, integrating with Oracle applications, or providing consulting, implementation or ongoing managed services, Oracle PartnerNetwork (OPN) streamlines your partnering journey with Oracle.

CUSTOMER SUCCESS AND PARTNER EXPERTISE

Customer success is at the core of everything we do. Because customers look for partners with the right skills to deliver successful solutions for their business, we offer opportunities for partners to achieve Oracle Expertise to gain customer trust and relevancy.

Partners achieve Expertise by meeting a series of qualifiers including accredited and certified individuals, customer successes, and showcasing external commitment to Oracle, among others. All qualifiers are meant to underscore the potential impact to customer success.

Having Oracle Expertise enables partners to demonstrate and showcase their proven capabilities around specific products, services, industries, and geographies, allowing them to differentiate their offerings from the competition.

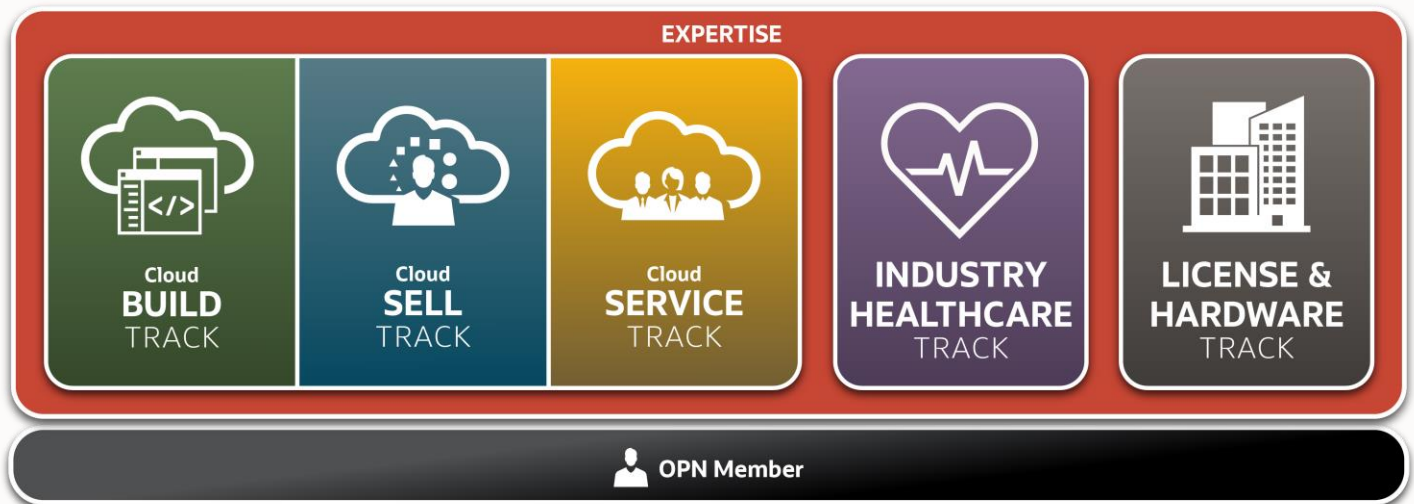
TRACKS TO ATTAIN EXPERTISE

Oracle PartnerNetwork is designed to align with partner business models. When you join OPN, you'll go through a simple journey builder to provide guidance on how to partner in a way that best helps you meet your goals. This journey incorporates identifying a specific track or tracks that will provide tools and resources – including Oracle Cloud environments, training, technical assistance, and targeted go-to-market resources – to help attain and maintain your targeted Oracle Expertise. You'll join as an OPN Member, enroll in your recommended track, utilize the included enablers and benefits, including the ability to publish your Oracle Expertise, and you'll be ready to kick off your go-to-market engagement.

This document is for informational purposes. It is not a commitment to deliver any material, code, or functionality, and should not be relied upon in making purchasing decisions. The development, release, timing, and pricing of any features or functionality described in this document may change and remains at the sole discretion of Oracle Corporation. For the most up-to-date information about Oracle PartnerNetwork, please go to <https://www.oracle.com/partnernetwork/program/>.



ORACLE PARTNERNETWORK PROGRAM TRACKS



Cloud Build Track

For independent software vendors and other partners that provide commercially available products and/or services built on or integrated with Oracle Cloud

Cloud Sell Track

For partners who resell Oracle Cloud – since customers are looking for the partner’s value, not solely the ability to resell, consider your value-add when assessing this track selection

Cloud Service Track

For partners who implement, deploy, and/or manage Oracle Cloud

Industry Healthcare Track

For partners who provide commercially available products and/or services built with Oracle Cloud and Oracle Health technologies

License & Hardware Track

For partners who build, service or sell with Oracle software licenses or hardware products

GO-TO-MARKET ENGAGEMENT

Launching your product or service and achieving Expertise is not the end of a journey but an open door to explore and influence new markets with new knowledge and innovation. As an OPN member, there are multiple ways to engage with Oracle. To streamline your efforts, we’ve laid out the steps in specific go-to-market paths. Besides identifying engagement steps, these paths include opportunities to accelerate your business as well as earn specific incentives based on delivering desired customer outcomes and value realization.

READY TO PARTNER?

Joining Oracle PartnerNetwork is simple and kicks off an exciting journey with endless possibilities for growth and business success.

- Learn more about Oracle PartnerNetwork at oracle.com/partnernetwork
- From there, initiate your unique Oracle Partner Journey Builder and explore opportunities aligned with your business goals

We’re excited to welcome you into Oracle’s global partner community!

CONNECT WITH US

For program questions please contact Oracle Partner Assistance at partners.oracle.com

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

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