



CRN Cloud Partner PROGRAM GUIDE



Driving Customer Success With Excellence In Oracle Cloud Implementation

CRN: Oracle is on the heels of yet another incredible Oracle OpenWorld conference. What is the latest exciting news from Oracle PartnerNetwork?

PENNY PHILPOT: First of all, I would like to thank CRN for including Oracle PartnerNetwork (OPN) in the Cloud Partner Program Guide for a third consecutive year. Oracle takes pride in offering a dynamic, modern partner program on the cutting edge of cloud transformation, and we are continually evolving OPN to support our partners as they accelerate their journey to the cloud. We have recently seen considerable momentum through both the OPN Cloud Program and the Oracle Cloud Managed Service Provider (MSP) Program; nearly half of our 25,000 OPN partners worldwide are now doing business in the cloud, and we've seen indirect cloud resell revenue up 105 percent year over year. As part of our latest enhancement to OPN, we are thrilled to announce the launch of the new Oracle Cloud Excellence Implementer (CEI) Program as of Oct. 1, 2017.

CRN: What are the key objectives of the Oracle Cloud Excellence Implementer Program?

PP: Oracle is committed to delivering customers the highest-quality experience with Oracle Cloud, and implementation is at the forefront of the cloud journey. Our partners are particularly essential to carrying out this mission. Hence, the CEI Program was developed to recognize and reward OPN partners that demonstrate ongoing expertise, a proven track record, and superior customer satisfaction in Oracle Software-as-a-Service (SaaS) Cloud implementations. Partners qualify for the program at the cloud service module level within defined geographic regions, ensuring that customers can easily identify and engage with implementation firms that best align to their specific business requirements during this pivotal stage of cloud transformation.

CRN: What added value does the Oracle Cloud Excellence Implementer Program offer to qualifying partners?

PP: The CEI Program rewards partners that commit to, invest in and prioritize quality Oracle Cloud implementations. Partners achieving CEI status profit from high-value OPN program benefits and deeper engagement with Oracle as they continue to build and maintain successful Oracle Cloud practices. In addition, the program provides OPN members with an opportunity for further recognition and differentiation—and expanded business prospects—based on cloud implementation expertise and success.



Penny Philpot
Group Vice President,
Worldwide Alliances &
Channels

“The Oracle Cloud Excellence Implementer Program recognizes and supports partners that not only offer a marked expertise in Oracle Cloud solutions, but also a commitment to implementation excellence to ensure customer success during this pivotal stage of cloud transformation.”



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