

5-STAR WINNER

Partner Program GUIDE

Differentiate Your Cloud Business With Oracle PartnerNetwork

Q. Describe the foundation of your 5-Star program. What makes it effective?

A. It is an honor to be recognized with CRN's 2017 5-Star Partner Program rating again. Oracle PartnerNetwork (OPN) is a robust and streamlined program that offers our partners unparalleled opportunities to differentiate themselves in the marketplace. Our program's foundation includes such valuable benefits as:

- Access to the world's most comprehensive and integrated product portfolio
- A customer installed base of more than 420,000 worldwide
- The possibility of achieving Specialized status and/or technical recognitions
- Partner-specific training, resources and go-to-market tools
- A multi-tiered level of engagement structure that aligns to diverse partner business models

In light of cloud transformation, Oracle's greatest advantage is that we couple an award-winning partner program with access to the industry's broadest and most integrated cloud portfolio. Oracle Cloud offers a full stack of SaaS, PaaS and IaaS solutions, one industry-standard platform, and unmatched flexibility and choice of deployment across public and private cloud.

Q. How has Oracle PartnerNetwork evolved as partners transition to the cloud?

A. This is the 11th time that Oracle has been awarded the 5-Star title, but this year is particularly meaningful. February marked the one-year anniversary of the OPN Cloud Program launch, an initiative that recognizes and rewards partner investment in Oracle Cloud. The program builds upon the existing OPN membership structure by featuring four tiered designations—Global Cloud Elite/Cloud Elite, Cloud Premier, Cloud Select and Cloud Standard—that allow partners to differentiate their cloud expertise. Several thousand OPN members have met the criteria to achieve one of the cloud designations to date, and Oracle now has more than 8,000 cloud-focused partner firms representing 28,000 Cloud Specialists worldwide. The tremendous momentum we've seen around the OPN Cloud Program in the past year parallels our partners' growing interest in Oracle Cloud. We are proud to have developed a modern partner program that helps position our partners at the forefront of the IT industry as they transition to cloud.

Q. What's ahead for the OPN Cloud Program?

A. OPN is continually evolving to support our partners as they engage with Oracle Cloud. For example, we recently rolled out the Oracle Cloud Managed Service Provider Program to extend recognition opportunities to MSPs equipped with the skills to build, deploy, run and manage both Oracle and non-Oracle workloads on Oracle Cloud Platform. We look forward to seeing this new program take off.

Visit www.oracle.com/partners to find out more about the award-winning Oracle PartnerNetwork.




Penny Philpot
Group Vice President,
Worldwide Alliances &
Channels

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