

CRN Cloud Partner PROGRAM GUIDE




Accelerate Cloud Transformation With Oracle PartnerNetwork

CRN: What makes the Oracle PartnerNetwork an effective program?

PENNY PHILPOT: We are honored to have been recognized by CRN as a 5-Star Partner Program Guide winner for the 10th time this year, and, now to be recognized in the Cloud Partner Program Guide. Oracle PartnerNetwork (OPN) offers our partners unparalleled opportunities to differentiate themselves in the marketplace. The OPN program is grounded in 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
- Partner-specific training, resources and go-to-market tools
- The possibility of achieving Specialized status to highlight areas of expertise
- Multi-tiered levels of engagement structure allowing partners to participate at the level that best aligns with their business model

Most importantly, Oracle PartnerNetwork prides itself on being dynamic and evolutionary in the face of an ever-changing environment. We have embraced the transition to the Cloud by expanding on our award-winning partner program to help Oracle partners accelerate their journey.

CRN: How has Oracle PartnerNetwork evolved to support partners' journey to the Cloud?

PP: Our new OPN Cloud program offers opportunities for partners to transform and enhance their business with Oracle Cloud. This next-generation approach features tiered designations—Global Cloud Elite/Cloud Elite, Cloud Premier, Cloud Select and Cloud Standard—that recognize and reward partners for engaging with and investing in Oracle Cloud. What's special about this program is that it complements the existing structure of OPN while allowing partners to further differentiate their Cloud expertise. Since launching the OPN Cloud program, we have seen an overwhelming number of applications to join. Oracle has developed a modern partner program for a modern environment—a program that will deliver incremental value to our OPN partners, and also position them at the forefront of the technology industry as they transition their business models to Cloud.

CRN: How can new partners leverage growth opportunities with Oracle in the Cloud?

PP: The opportunities for Cloud solutions is greater than ever before and we have experienced tremendous momentum in the past 12 months. Underpinning that success is the new OPN Cloud program. Cloud revenue generated by partners increased more than 40 percent year over year, while Cloud transactions grew by more than 60 percent.



Penny Philpot
Group Vice President
Worldwide Alliances &
Channels

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