

# 5-STAR WINNER Partner Program GUIDE

## Oracle's Best-In-Class Cloud Portfolio Drives Partner Success In The Cloud

### Transforming The Way Partners Do Business

Joining Oracle PartnerNetwork (OPN) delivers partners an unprecedented opportunity in the enterprise IT industry: access to both the world's most complete portfolio of cloud services, software and hardware products, and to a massive customer installed base of more than 420,000 worldwide. OPN's streamlined program structure allows Oracle partners to participate at the level that best aligns to their business. The award-winning and robust OPN program also formally recognizes and rewards our most committed partners for their expertise and investment with Oracle.

### Leverage The Unmatched Power Of Oracle Cloud

The greatest advantage to partnering with Oracle is the ability to access the industry's broadest and most integrated full stack cloud portfolio. Oracle Cloud delivers best-in-class DaaS, SaaS, PaaS and IaaS solutions with three deployment model options—on-premises, in the Oracle cloud or Oracle Cloud at Customer. With this versatility comes six distinct journeys to the Oracle Cloud that meet customers at any starting point. Need to optimize or move workloads from your data center to cloud? Or do you want to create new applications with PaaS or IaaS, or modernize with SaaS applications? Oracle does it all, for both transitioning and born-in-the-cloud partners. With Oracle Cloud, partners can deliver the right cloud solution for each customer across all layers of the stack in a seamless single-vendor experience.

### Innovation And Recognition For Every Partner Business Model

Oracle and OPN are constantly innovating and evolving to ensure our partners are positioned for success. No matter your go-to-market strategy, there are opportunities to differentiate your business with Oracle.

- **Develop:** ISV partners can list their applications and services on Oracle Cloud Marketplace and promote how their apps "run on" Oracle IaaS and PaaS services or are "integrated with" Oracle SaaS applications.
- **Manage:** Partners that build, deploy, run and manage both Oracle and non-Oracle workloads on the Oracle Cloud Platform may take advantage of the OPN Cloud Managed Service Provider Program.
- **Sell:** Flexible buying and consumption options for Oracle Cloud—like Universal Credit Pricing and Bring Your Own License programs—make for a simplified buying scheme and predictable channel incentives.
- **Implement:** The Oracle Cloud Excellence Implementer Program recognizes partners that demonstrate ongoing expertise, project success, and customer satisfaction during Oracle SaaS Cloud implementations.

Join Oracle PartnerNetwork today and start leveraging the power of the Oracle Cloud: [www.oracle.com/partners](http://www.oracle.com/partners)



## Oracle PartnerNetwork AT A GLANCE

The industry's broadest and most integrated cloud portfolio, coupled with an award-winning partner program. Oracle offers unparalleled opportunities for market differentiation through programs that recognize and reward partner expertise in Oracle Cloud.

- Oracle Cloud Excellence Implementer Program (SaaS)
- Oracle Cloud Managed Service Provider Program
- Cloud designations
- Specialization

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