



Oracle PartnerNetwork Platinum Level

Be recognized for your specializations across a breadth of Oracle's broad portfolio



Join an elite level of Oracle PartnerNetwork (OPN) by achieving five or more specializations, and receive an exclusive level of engagement, commitment, and benefits to strengthen your strategy for long-term growth. Showcase the depth and breadth of your company's expertise with Oracle solutions and support our joint customers more effectively.

OPN Platinum Level Opportunities

- » Use your elite status to promote your solutions to more than 390,000 potential customers
- » Get recognized within Oracle for your investment in expertise across the breadth of Oracle's products
- » Further extend your specializations by certifying 50 Oracle implementation specialists in specific products to attain Advanced Specializations and showcase your implementation capacity
- » Receive dedicated virtual account management and build development plans to broaden your specializations and revenue margins
- » Test, validate and promote your solution integration with Oracle products with a complimentary Oracle Validated Integration (an annual value of US\$9,500)
- » Reduce your costs with discounts on services offered through OPN
- » Empower your team through free support service requests and many other advantages exclusively offered to OPN members at the Platinum level

FACT:

From cloud to applications to disk, the expanded offerings of the OPN Platinum level provide partners with the resources and support they need to be differentiated and recognized for their investments so customers can choose them as preferred Oracle solution providers.

Leverage Extensive Oracle Platinum Partner Benefits

As an OPN member at the Platinum level, you receive all the benefits offered at the Gold level, plus the following:

Recognition and Account Focus

- » We recognize your growth strategy and provide the opportunity to add Associate members to your OPN membership at no additional fee as well as to attain an unlimited number of specializations.
- » You receive access to Oracle channel, alliance and partner managers and executives and are eligible for participation in Partner Advisory Boards.



Hardware and Software, Engineered to Work Together

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- » Dedicated Oracle Partner Business Consultants are available to assist with priority handling of all your queries.

Savings on Education and Enablement

- » Additional discounts of 5% are available on Oracle University Live Virtual Classes, bringing that total discount up to 30% from the 25% general discount on other Oracle University products and services.
- » With your specializations, you receive an additional six free exam vouchers.

Higher Levels of Marketing and Sales Opportunities

- » Your profile listing will receive priority placement on the OPN Solutions Catalog.
- » Oracle often features partners on Oracle.com and in publications, and OPN members at the Platinum level are among the first to be considered.
- » Programs are available to allow access to Oracle contact lists for marketing campaigns.
- » Market Development Fund eligibility and priority selection are available at this level.
- » You receive priority selection for speaking opportunities at Oracle internal and customer-facing activities.
- » Collaborate with Oracle to produce success stories and issue press releases related to joint initiatives and mutual customers.
- » To promote your solutions to the thousands of readers of Oracle publications, you receive a discount of 40% on advertising in Oracle publications and on sponsoring Oracle InDepth Newsletters.

Enhanced Development and Support Opportunities

- » Oracle provides you 250 free support service requests (SRs) for use with development, demonstration, and integration licenses. This number is associated with the required five specializations (50 SRs per specialization).
- » Oracle Linux Basic Support and Oracle VM Premier Support are available for development systems.
- » You receive free, dedicated support from Oracle, including access to the Advanced Customer Services (ACS) partner team and promotion on the ACS internal web page.
- » Included in your annual membership is one Service Oriented Architecture (SOA)-based Oracle Validated Integration. In addition, receive additional standard Oracle Validated Integrations for a fee of only \$7,500 (standard fee is \$9,500).

Criteria and Fee for Platinum Level Attainment





To achieve Platinum level status, Oracle PartnerNetwork members must achieve any combination of five qualifying specializations, Oracle Exastack Optimized applications or Oracle Validated Integrations or five Oracle Exastack Ready or Oracle Exastack Optimized designations with at least one being Optimized. The fee for Platinum level is \$9,995 and includes OPN membership for all of your Associate entities. The value of the benefits far outweighs the higher fee, so you are strongly encouraged to take advantage of this elite level of OPN membership and grow your Oracle business to its fullest extent.



CONTACT US

To learn more, call +1.800.633.0738 to speak to an Oracle representative, or visit oracle.com/partners. Outside North America, visit oracle.com/us/corporate/contact to find the phone number for your local Oracle Office.

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