



## Oracle PartnerNetwork Cloud Program

Modern Business. Modern Cloud. Fueled by Next-Generation Cloud Programs



The Oracle PartnerNetwork (OPN) Cloud program provides opportunities for partners to quickly build successful businesses around Oracle Cloud. This visionary program enables OPN members to showcase their expertise, skills and investment in the Oracle Cloud as well as differentiate themselves with Oracle's Integrated Cloud Applications and Platform Services. An innovative set of tiered Cloud designations complementing existing OPN program levels provides tiers of recognition and progressive benefits. Working with Oracle in the Cloud will significantly support our partners' Cloud business strategy, and this program is the framework to build that success.

### Innovative OPN Cloud Program Enables Partner Differentiation

Oracle's pivot to the cloud is one of the most important transformations in the market place. With OPN Cloud program, OPN offers the most comprehensive portfolio of cloud programs to enable to fully realize the competitive advantages offered through Oracle Cloud. Partners engaging with Oracle will be able to differentiate their Oracle Cloud expertise and success with customers through Cloud designations that complement their existing OPN program levels and provide tiers of recognition with progressive benefits.

Qualification into these tiers is based on critical Cloud specific performance metrics including the partners' Cloud specializations, applications on the Oracle Cloud Marketplace, repeatable Cloud solutions and fixed scope offerings, successful go-live Cloud implementations, Cloud success stories, dedicated Cloud focused resources and expertise, Annual Recurring Revenue, as well as other metrics that exemplify excellence in Oracle Cloud solutions.

### ORACLE AND PARTNERS TRANSFORMING BUSINESS TOGETHER

Customers are looking for the right partners to deliver solutions to help streamline and grow their businesses. Oracle partners can accelerate innovation and lead customer business transformation with Oracle Cloud. The OPN Cloud program provides partners a way to showcase their differentiated expertise, skills and investment in Oracle Cloud. Together we can help our joint customers transform their businesses to the Cloud on an accelerated basis.



Integrated Cloud Applications & Platform Services

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- » **Cloud Standard** – The first tier of this transformative Cloud program is designed to help partners begin to differentiate themselves in the market. These partners have developed skills and expertise in Oracle Cloud Services. Benefits are provided to these partners to help them increase their Cloud expertise and to allow them to leverage business opportunities around Oracle Cloud.
- » **Cloud Select** – Partners in this tier receive recognition for proven expertise in Oracle Cloud Services and for designated teams driving their Oracle Cloud business. Their expertise is validated by achieving specialization and/or developing and selling technology or services that ultimately drive Oracle Cloud business. OPN members who have attained Cloud Select will be recognized with additional benefits to help them go to market more effectively.
- » **Cloud Premier** – Recognized for proven success with Oracle Cloud, Cloud Premier partners have transformed their business to focus specifically on driving their Oracle Cloud solutions with successful and repeatable use cases. Cloud premier partners are highly invested in Oracle Cloud solutions with a number of Cloud specializations or applications integrated with or built on Oracle Cloud Services, Certified Oracle Cloud Implementation Specialists, multiple customer references, dedicated Oracle Cloud teams, and the ability to drive Oracle Cloud business. Their proven expertise is rewarded with higher levels of enablement, go-to-market and engagement resources within the regions.
- » **Cloud Elite and Global Cloud Elite** – The highest program designation is earned by highly skilled and committed partners that have demonstrated full investment in a depth and breadth of Oracle Cloud expertise to provide comprehensive Oracle Cloud solutions. These partners attain their status by driving Oracle Cloud Annual Recurring Revenue (ARR). Once partners attain these tiers, they achieve recognition for their extensive expertise within specific product pillars and are the priority go-to-market partners. Expertise is validated by their achieving multiple specializations, advanced specializations, fixed scope repeatable use case offerings, as well as through their number of successful implementations measured by customer advocacy. These partners benefit from the highest engagement and commitment from Oracle for joint focused Cloud business growth, creating true competitive advantage.





#### FIND OUT MORE AND APPLY FOR CLOUD DESIGNATION

To find out how to apply for Cloud designations or to find more information visit [oracle.com/partners](http://oracle.com/partners) > Cloud > New Cloud Designations.

#### CONTACT US

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

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