

# The Oracle PartnerNetwork

## A step by step guide

The programme levels – Remarketer, Silver, Gold, and Platinum – are designed to provide the right level of support at every stage of your lifecycle. Whether you consider your primary business activity to be develop, sell, or implement, OPN Specialised has the tools, information, and resources to help you achieve your business goals.

### 1. Partner administrator joins the Oracle PartnerNetwork (OPN)

#### Company registration

- The individual that creates the company record will be the OPN Administrator for the company
- Partners should keep the tracking # that OPN will assign to your request for referencing and follow up purposes
- For questions contact the Oracle Partner Business Centre on 08705 194 194

Note: We would recommend contacting the Partner Business Centre in all cases to start the process.

### 2. Partner administrator completes FUDA

**Administrator signs the full use distribution agreement (FUDA)** and all necessary addendums (public sector, GSA etc.)

- FUDA can be signed at any time after your company has joined OPN
- A fully executed/established FUDA has been signed by the partner company and countersigned by Oracle
- Once a FUDA has been established your company may sell Oracle Database and Middleware products
- Partners should keep the tracking number that will assign to your FUDA for referencing and follow up purposes

### 3. Partner individuals join OPN

#### Individual registration – Sign up for OPN

- Once your company OPN membership is completed by the partner administrator, employees should align themselves with their company
- Employees must have your OPN administrator Company ID to badge themselves to their company. The Company ID is available through their OPN Administrator

### 4. Join the Knowledge Zone(s) appropriate for your company

#### Partner administrator joins the knowledge zone(s) appropriate for your company

- OPN Administrator is the only individual that can join the Knowledge Zone(s)
- To join a Knowledge Zone partners must have a valid OPN Membership – this will also allow you to begin working on a specialisation if you choose

#### 4a: Hardware Knowledge Zones

- Sun SPARC Enterprise Entry Level & Midrange – entitles partners to resell M3000, M4000 and M5000
- Sun SPARC Enterprise T-Series Servers – entitles partners to resell all CMT and T Series Servers
- Sun Blade Servers – entitles partners to resell Blade Servers
- Sun Flash Storage – entitles partners to resell F5100 Storage
- Sun Unified Storage – entitles partners to resell 7110, 7210, 7310, 7410, J4200 and J4000
- Sun Tape Storage – entitles partners to resell SL24,SL48, SL500, SL3000, SL8500, VSL and VSM
- Sun Disk Storage – entitles partners to resell 6140, 6180, 6580 and 6780
- Sun X86 Servers – entitles partners to resell X2270, X4170, X4270, X4540, X4640, X4200, X4250 and X4270

#### 4b: Other Knowledge Zones:

- Linux
- Virtualisation
- Enterprise Manager Ops Centre
- Oracle Solaris
- Sun Oracle Database Machines
- Sun OEM
- Oracle Database 11g
- Oracle Data Warehousing
- Oracle Exadata
- My SQL
- Oracle 1 Click Technology for midsize companies
- Oracle Enterprise Manager
- Oracle EPM and BI
- Cloud Computing & SaaS
- Oracle Application Grid
- Identity Management
- Data Integration
- Oracle Web Centre
- Oracle Service-Oriented Architecture (SOA)
- Java
- Developer Tools

## 5. Become Resell Authorised

- Once partners have joined OPN and any applicable Oracle Knowledge Zones, the company will be able to become resell authorised
- Partners must meet all of the criteria established within that Knowledge Zone in order to become resell authorised
- In the Knowledge Zone in 'Sell Tab', click on 'Check the Criteria and Apply'
- Your company is only authorised to resell those products listed within the Knowledge Zone

## 6. Specialisation

Oracle PartnerNetwork Specialised allows Oracle to recognise partners who have made the right investment across that portfolio and to provide better solutions to their customers. In addition, it provides a system of preference for customers to find partners who can provide solutions to their critical business problems.

Partners are able to become Specialised after they have joined OPN, joined a Knowledge Zone and met all business and competency criteria to Specialise for that Knowledge Zone

- It is not required for a partner to be resell authorised to begin the Specialisation process
- You may begin working on Specialisations once you have joined a Knowledge Zone

### Meeting competency criteria

- On the Specialise tab, click on 'Check the Criteria and Apply Now'
- Listed under the Competency Criteria are the required Specialists. Clicking on a role will enable a user to see the recommended Guided Learning Path (GLP) and the required assessment(s)
- Assessments are mandatory, even if a user has passed all of the recommended courses. If a user has migrated his training to the Oracle Competency Centre they will be able to view the mapped courses
- All Sales Pre-Sales and Support Specialists are required to take the online assessments. To meet the competency criteria, go to 'Check the Criteria and Apply, click on the Specialist Role. By clicking on this url, it will take you to the Guided Learning Path (GLP) and the assessment
- To access the assessment, click on the red highlighted assessment. Assessments are available 24/7 and are approximately 40 questions in length. A passing grade (80% or better) will immediately be applied to the individuals
- PLEASE NOTE: Individuals are not required to take any of the training, these are recommended courses. The assessment is mandatory.

### Meeting business criteria

- On the Specialise tab, click on 'Check the Criteria and Apply Now'
- Listed under the business criteria are the required customer references and/or number of transactions. Links from this page will detail the requirements for each of these areas
- Once your company has met the Knowledge Zone contractual, business and competency criteria the OPN administrator will click on 'Apply Now' to access a form that must be submitted to Oracle for review and approval
- Customer references – clicking here will give specifics on the reference requirements
- Number of transactions – clicking here will give specifics on transaction requirements

## Any questions?

To discuss the Oracle PartnerNetwork and becoming Specialised call the Arrow ECS Oracle Solutions Team on **0800 983 2525** or email [info@arrowecs.co.uk](mailto:info@arrowecs.co.uk)

