

<u>OPN Benefits and Resources</u>	Silver	Gold	Platinum	Diamond
Partner welcome kit	✓	✓	✓	✓
Access to secure OPN partner portal	✓	✓	✓	✓
Access to restricted Knowledge Zone content	Per accepted 1-Click Knowledge Zone only	Per all accepted Knowledge Zones	Per all accepted Knowledge Zones	Per all accepted Knowledge Zones
Partner newsletter	✓	✓	✓	✓
Oracle Partner Business Centers	✓	✓	✓	✓
Eligible for telephone-based partner management support ¹		✓	✓	✓
Dedicated Oracle Partner Business Consultants			✓	✓
Eligible to attend and exhibit at the Partner Forum and/or Lounge at Oracle OpenWorld ²		✓	✓	✓
Eligible for participation in Partner Advisory Boards ²			✓	✓
Eligible to attend Executive Partner Forums ²	✓	✓	✓	✓
Access to OPN Partner Community in Oracle Mix		✓	✓	✓
Eligible to receive Partner Award ¹	✓	✓	✓	✓

Assigned Global Alliance Manager				✓
Global Oracle Executive Sponsor				✓
<u>Enablement Benefits & Tools</u>	Silver	Gold	Platinum	Diamond
Eligible for attendance at partner-only online seminars, selected events and workshops ²	✓	✓	✓	✓
Access to Oracle University Knowledge Center (OUKC)	✓	✓	✓	✓
Access to partner-specific education through Guided Learning Paths available in the Competency Center ¹	1-Click products only	✓	✓	✓
Enablement 2.0 Boot Camps ¹	1-Click products only	✓	✓	✓
Discount on Oracle University products and services ¹	20%	25%	25%	25%
Additional discount on Oracle University Learning Credits purchases completed within the first (30) days of OPN membership or renewal	✓	✓	✓	✓
Additional discount on Live Virtual Classes (LVC) ¹			✓	✓
Free assessment/exam vouchers ¹		2	6	6
<u>Development Benefits & Tools</u>	Silver	Gold	Platinum	Diamond
Development licenses for technology programs	1-Click products only	✓	✓	✓
SOA-based Oracle Validated Integration ¹		Fee-based	Included	Included

Resources to help you migrate to Oracle (tool kits, workbench & third-party migration providers) ¹		✓	✓	✓
Eligible to apply to Early Beta Programs		✓	✓	✓
<u>Marketing Benefits & Tools</u>	Silver	Gold	Platinum	Diamond
Eligible to publish partner led events to Oracle.com/events		✓	✓	✓
Use of Oracle partner branding and logos ¹	✓	✓	✓	✓
Eligible to be featured on Oracle.com ¹			✓	✓
Marketing Kits ¹	1-Click products only	✓	✓	✓
Discount to advertise in Oracle publications (print and digital) ¹	✓	✓	✓	✓
Discount for publishing white papers on oraclewhitepapers.com ¹	20%	30%	40%	40%
Access to contact lists For Marketing Campaigns ¹			✓	✓
Eligible for Marketing Development Funds (MDF) ¹			✓	✓
Professional development of joint customer success stories ¹		✓	✓	✓
Eligible to be promoted in the Partner News section of Oracle Magazine ¹			✓	✓

Public Relations support and guidelines ¹			Joint press releases	Joint press releases
Eligible to exhibit at Oracle OpenWorld ¹				
Eligible for speaking opportunities at Oracle customer-facing activities ¹				
<u>Sales Benefits & Tools</u>	Silver	Gold	Platinum	Diamond
Ability to Resell products authorized according to membership level, Knowledge-Zone acceptance, and achievement of reseller criteria ¹	1-Click products only			
Partner discount for reselling Oracle programs and services ¹	1-Click products only			
Sales Kits ¹	1-Click products only			
Register net new opportunities through the Oracle Open Market Model (OMM) Resale Initiative subject to the OMM policy ¹				
Earn rewards when you refer Oracle business through the OMM Referral Initiative subject to the OMM policy ¹				
Earn special recognition when you register Oracle opportunities via the Oracle OMM Non-commission Co-Sell Initiative ¹				
Offer Oracle Financing to customers ¹				
Demonstration licenses for technology and application programs in any Knowledge Zones in which partner has been accepted	1-Click products only			

Visibility in Oracle PartnerNetwork Solutions Catalog ¹	✓	✓	Priority placement	Priority placement
Access to leads through Oracle PartnerNetwork Solutions Catalog ¹	✓	✓	✓	✓
Discount on Oracle programs licensed for internal use ¹		✓	✓	✓
Discount on CRM On-Demand programs licensed for internal use ¹		✓	✓	✓
Business practice and pricing training ¹	✓	✓	✓	✓
International anti-corruption training ¹	✓	✓	✓	✓
<u>Support Benefits & Tools</u>	Silver	Gold	Platinum	Diamond
Oracle Solaris Updates and Patches		✓	✓	✓
"My Oracle Support"	1-Click products only	✓	✓	✓
Software updates and patches (applicable to technology and applications products only)	1-Click products only	✓	✓	✓
Support Assistance from the Partner Business Center	1-Click products only	✓	✓	✓
Ability to purchase Service Request Packages at special partner discounts ¹ (applicable to technology and applications products only)		✓	✓	✓
Service Requests (SRs) for use with development, demonstration and integration licenses ¹			✓	✓

SRs through Enterprise Linux Basic Support service and Oracle VM Premier Support service to support the partner's Linux and Oracle VM development systems ¹			✓	✓
Discount on the price of Oracle's Enterprise Linux support service for the partner's Linux and Oracle VM development systems ¹	✓	✓	✓	✓
Eligible for Multi-Vendor Support Program (MVSP) ¹		✓	✓	✓
Discount on Advanced Customer Services for the partner's internal use ¹	Linux and VM only	✓	✓	✓
Personal access to the Advanced Customer Services partner team ¹			✓	✓
Complimentary consultation on the benefits of ACS ¹			✓	✓
Partner exposure on Advanced Customer Services internal web page ¹			✓	✓
Co-marketing and lead generation support from Advanced Customer Services for mutual campaigns ¹			✓	✓
<u>Benefits & Tools Associated with Specialization, Oracle Validated Integration, Oracle Exastack Ready and Oracle Exastack Optimized</u>	Silver	Gold	Platinum	Diamond
New Specialization, Oracle Validated Integration, Oracle Exastack Ready, and Oracle Exastack Optimized notification and orientation communication ¹		Specialized, Oracle Validated Integration, Oracle Exastack Ready, Oracle Exastack Optimized	Specialized, Oracle Validated Integration, Oracle Exastack Ready, Oracle Exastack Optimized	Specialized, Oracle Validated Integration, Oracle Exastack Ready, Oracle Exastack Optimized

Oracle Exastack Optimized logo		Oracle Exastack Optimized	Oracle Exastack Optimized	Oracle Exastack Optimized
OPN Specialized logo ¹		Specialized	Specialized	Specialized
Oracle Exastack Ready logo		Oracle Exastack Ready	Oracle Exastack Ready	Oracle Exastack Ready
Oracle Validated Integration logo		Oracle Validated Integration	Oracle Validated Integration	Oracle Validated Integration
OPN Advanced Specialized Logo		Advanced Specialized	Advanced Specialized	Advanced Specialized
Promotion in newsletters, websites, advertising, etc. ¹		Specialized, Oracle Validated Integration, Oracle Exastack Ready, Oracle Exastack Optimized	Specialized, Oracle Validated Integration, Oracle Exastack Ready, Oracle Exastack Optimized	Specialized, Oracle Validated Integration, Oracle Exastack Ready, Oracle Exastack Optimized
Priority placement in Oracle's internal partner-finder system ¹		Specialized, Oracle Validated Integration, Oracle Exastack Ready, Oracle Exastack Optimized	Specialized, Oracle Validated Integration, Oracle Exastack Ready, Oracle Exastack Optimized	Specialized, Oracle Validated Integration, Oracle Exastack Ready, Oracle Exastack Optimized
Partner Specialization, Oracle Validated Integration, Oracle Exastack Ready, and Oracle Exastack Optimized announcements in internal newsletters ¹		Specialized, Oracle Validated Integration, Oracle Exastack Ready, Oracle Exastack Optimized	Specialized, Oracle Validated Integration, Oracle Exastack Ready, Oracle Exastack Optimized	Specialized, Oracle Validated Integration, Oracle Exastack Ready, Oracle Exastack Optimized

Free assessment/exam vouchers ¹		Specialized, Oracle Validated Integration, Oracle Exastack Ready, Oracle Exastack Optimized	Specialized, Oracle Validated Integration, Oracle Exastack Ready, Oracle Exastack Optimized	Specialized, Oracle Validated Integration, Oracle Exastack Ready, Oracle Exastack Optimized
Eligible for quote from Oracle executive for press release ¹		Specialized, Oracle Validated Integration, Oracle Exastack Ready, Oracle Exastack Optimized	Specialized, Oracle Validated Integration, Oracle Exastack Ready, Oracle Exastack Optimized	Specialized, Oracle Validated Integration, Oracle Exastack Ready, Oracle Exastack Optimized
Access to Oracle meeting room facilities ¹		Specialized, Oracle Validated Integration, Oracle Exastack Ready, Oracle Exastack Optimized	Specialized, Oracle Validated Integration, Oracle Exastack Ready, Oracle Exastack Optimized	Specialized, Oracle Validated Integration, Oracle Exastack Ready, Oracle Exastack Optimized
Access to Demonstration Services ^{1, 4}		Specialized, Oracle Validated Integration, Oracle Exastack Ready, Oracle Exastack Optimized	Specialized, Oracle Validated Integration, Oracle Exastack Ready, Oracle Exastack Optimized	Specialized, Oracle Validated Integration, Oracle Exastack Ready, Oracle Exastack Optimized
Free Support service requests ^{1, 3} (applicable to technology and applications products only)		Specialized, Oracle Validated Integration, Oracle Exastack Ready, Oracle Exastack Optimized	Specialized, Oracle Validated Integration, Oracle Exastack Ready, Oracle Exastack Optimized	Specialized, Oracle Validated Integration, Oracle Exastack Ready, Oracle Exastack Optimized

<p>Free Support service requests through Enterprise Linux Basic Support And Oracle VM Premier Support service to support the partner's Linux and Oracle VM development systems.^{1,3}</p>		<p>Specialized, Oracle Validated Integration, Oracle Exastack Ready, Oracle Exastack Optimized</p>	<p>Specialized, Oracle Validated Integration, Oracle Exastack Ready, Oracle Exastack Optimized</p>	<p>Specialized, Oracle Validated Integration, Oracle Exastack Ready, Oracle Exastack Optimized</p>
<p>Product Release Readiness material¹</p>		<p>Specialized, Oracle Validated Integration, Oracle Exastack Ready, Oracle Exastack Optimized</p>	<p>Specialized, Oracle Validated Integration, Oracle Exastack Ready, Oracle Exastack Optimized</p>	<p>Specialized, Oracle Validated Integration, Oracle Exastack Ready, Oracle Exastack Optimized</p>
<p>Access to implementation methodologies¹</p>		<p>Specialized, Oracle Validated Integration, Oracle Exastack Ready, Oracle Exastack Optimized</p>	<p>Specialized, Oracle Validated Integration, Oracle Exastack Ready, Oracle Exastack Optimized</p>	<p>Specialized, Oracle Validated Integration, Oracle Exastack Ready, Oracle Exastack Optimized</p>

The OPN Benefits listed above are available to OPN members subject to the terms of the OPN Policies, the OPN Agreement and any applicable addenda or amendments. Availability of benefits is subject to regional restrictions. In the event that this Benefits Table indicates that a benefit is to be made available in Oracle's sole discretion, Oracle's determination regarding the availability of such benefit is final.

U.S. and Canada: Partners in the U.S. and Canada may include transactions with public sector entities for the purposes of achieving Specialization status. However, transactions with public sector entities will not be included in determining any benefit associated with either Specialization or Oracle PartnerNetwork membership (other than Specialization status and use of the associated logo) that is based on the number of transactions, revenue amounts, or any other metric based on sales. Public sector entities include any government, legislature or decision making body, judiciary, court, instrumentality, department, or agency at any level (national, state, city, local, municipal or otherwise); entities managed, controlled or majority owned by government interests; public organizations or foundations of any kind (including political parties, political organizations, or political candidates); and any public international organization, such as, but not limited to, the International Red Cross, United Nations, or the World Bank; and public utilities, public higher education, public K-12 schools, or public healthcare business entities. Availability of Specialization Benefits and Tools is subject to the OPN Policies.

Oracle PartnerNetwork members are responsible for reviewing the Benefit Decommissioning Policy.

Oracle reserves the right to correct errors or omissions in the OPN Benefits table at any time and at Oracle's sole discretion.

Partners that have not migrated to OPN Specialized in November 2009 or later are eligible for benefits that can be accessed at <http://www.oracle.com/ocom/groups/public/@opnpublic/documents/webcontent/019737.pdf>

FOOTNOTES

1. This benefit is not available for OPN members that are United States government entities (including federal, state & local, public utility and higher educational entities).
2. OPN members that are United States government entities (including federal, state & local, public utility and higher educational entities) must provide proof of approval by their cognizant legal or ethics official to Oracle's Director of Political Compliance before accessing this benefit.
3. This benefit is not available to OPN members in the U.S. or Canada that have achieved Specialized status by meeting the business criteria using (a) transactions with public sector entities and/or (b) customer references from public sector entities in accordance with the OPN Policies.
4. Additional criteria must be met in order to access this benefit. Please review the criteria in the detailed description of the offering.