

ORACLE®

# Marvel Partner's Day, 25 of March 2014

Yury Tolstykh  
Alliance&Channel Senior Director, CIS



# Как дистрибьютор может помочь партнёрам

## 4 роли VAD



# Как заявить о себе на рынке при помощи OPN

Программы разработаны для всех типов партнёров

**ORACLE®**

**PARTNERNETWORK**

Specialized. Recognized by Oracle.  
Preferred by Customers.

**Более 110  
Существующих  
Специализаций**



**ORACLE®**  
**Validated Integration**  
Oracle Applications

**19 Available  
Validations**

**Интеграторы  
& VARs**

**Разработчики ПО**

**ORACLE®**

**ORACLE®**

**PARTNERNETWORK**

Specialized. Recognized by Oracle.  
Preferred by Customers.

Продукты Oracle  
1-Click

SPECIALIZED

**Diamond**

**Platinum**

**Gold**

**Silver**

**Remarketer**

**ORACLE®**

# Oracle Remarketer

- Членская плата отсутствует
- Не нужно заключать договор с Oracle
- Продажа продуктов 1-Click
- Упрощенная цепочка "Заказ-прибыль"
- Начинать продавать уже сегодня

**Удобно для клиентов**

**Новые финансовые  
возможности для партнёров**

**Постепенное развитие**

[oracle.com/goto/remarketer](https://oracle.com/goto/remarketer)

**ORACLE®**

**PARTNERNETWORK**

Specialized. Recognized by Oracle.  
Preferred by Customers.

Продукты Oracle  
1-Click

SPECIALIZED

**Diamond**

**Platinum**

**Gold**

**Silver**

**Remarketer**

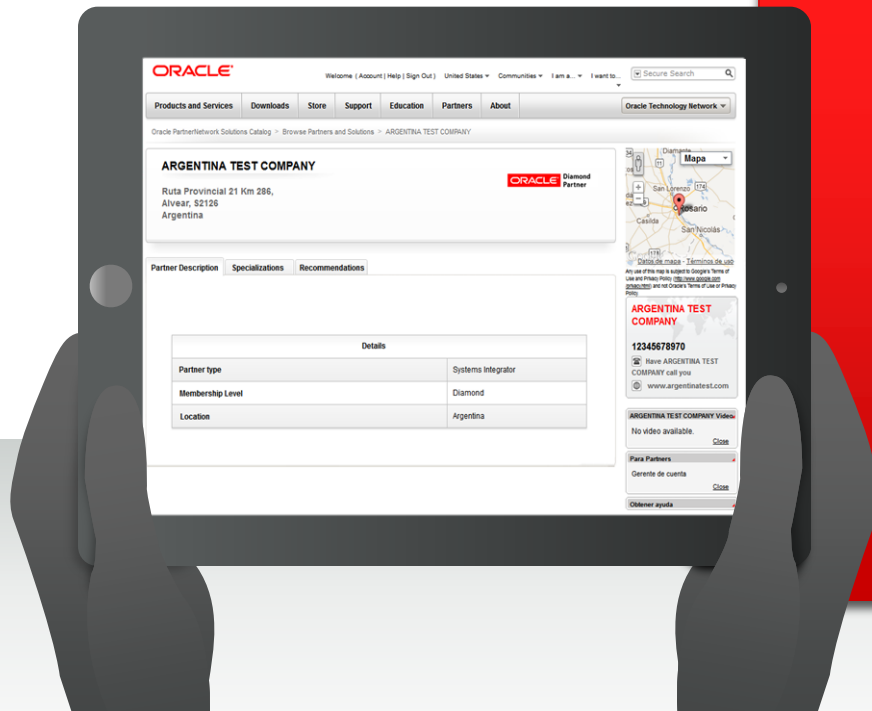
**ORACLE®**

# Почему заказчики предпочитают партнёров со Специализациями?



ORACLE

# Oracle PartnerNetwork Каталог Решений



over

# 20,000

Запросов /просмотров  
партнёрских профилей в  
месяц

[www.oracle.com/specialized](http://www.oracle.com/specialized)

ORACLE



# Oracle продвигает специализированных партнёров

CEOs  
& CIOs

CFOs  
& CXOs

## Select Specialized Partners

ORACLE  
PARTNERNETWORK

70+ Oracle Product  
Specializations

Skills Certified by  
Independent Testing

Successful Implementations  
Confirmed by Customers

3,000 Partners with 70,000 Specialists

ORACLE®

oracle.com/specialized

Copyright © 2012, Oracle and/or its affiliates. All rights reserved. Oracle and Java are registered trademarks of Oracle and/or its affiliates. Other names may be the property of their respective owners.

### Technology Events

Conferences and sessions to help you stay  
on the cutting edge



**Oracle Cloud Conference**  
May 2, Helsinki, Finland; May 8, Hamburg, Germany;  
May 8, Berlin, Germany; May 10, Cologne, Germany  
Learn how Oracle's cloud experts can help choose a  
public or private cloud that fits your enterprise, how to  
transition to a private cloud that includes self-service.

**CS Week C**  
May 1-4, Dallas, Texas  
More than 50  
service center  
professionals  
attend and will  
bring and pre-

**Forrester's  
Architecture**  
May 3-4, Las Vegas, NV  
Learn how to  
a business to  
at attracting  
Business tech  
industry execs  
and networking events.

**eHealth Week**  
May 7-10, Copenhagen, Denmark  
[www.ehealthweek.org/2012](http://www.ehealthweek.org/2012)

The gathering of global professionals working in  
healthcare and health IT includes dedicated ses-  
sions for CEOs, a World of Health IT track, ses-  
sions on how country Denmark's e-health  
initiatives, and speakers from healthcare, govern-  
ment, and technology companies.

**Meeting Billing/CRM Asia 2012**  
May 10-11, Bangkok, Thailand  
[www.meeting-billing.com](http://www.meeting-billing.com)

This technology three-day program for the solu-

tion service technology thought leaders will discuss  
analytics, business strategy, cloud computing, opera-  
tional efficiency, regulatory issues, social media,  
tools, system development and related topics.

**Gecon**  
May 10-11, Poznan, Poland  
[www.gecon.org](http://www.gecon.org)

This conference in Java and other virtual  
machine-based technologies pays special  
attention to dynamic languages such as Groovy  
and Ruby. Attendees will discuss modern soft-  
ware development methodologies, enterprise  
architectures, software craftsmanship, design  
patterns, and distributed computing.

#### ORACLE USER GROUPS

**Oracle Performance Finishing 2012**  
May 7-8 Melbourne, Australia  
[bit.ly/OraclePerf](http://bit.ly/OraclePerf)  
**Buildable Java User Group Meeting**  
May 8 Seattle, Colorado  
[bit.ly/BuildableJava](http://bit.ly/BuildableJava)  
**ODAG 2012 Applications**  
May 9-10, Berlin, Germany  
[bit.ly/ODAG](http://bit.ly/ODAG)  
**Advanced Oracle Performance Analysis**  
May 10-11, Melbourne, Australia  
[bit.ly/OraclePerf](http://bit.ly/OraclePerf)

#### Cloud Summit

May 10-11, London, England  
[bit.ly/CloudSummit](http://bit.ly/CloudSummit)

#### Cloud Summit

May 10-11, London, England  
[bit.ly/CloudSummit](http://bit.ly/CloudSummit)

#### Cloud Summit

May 10-11, London, England  
[bit.ly/CloudSummit](http://bit.ly/CloudSummit)

#### Cloud Summit

May 10-11, London, England  
[bit.ly/CloudSummit](http://bit.ly/CloudSummit)

#### Cloud Summit

May 10-11, London, England  
[bit.ly/CloudSummit](http://bit.ly/CloudSummit)

#### Cloud Summit

May 10-11, London, England  
[bit.ly/CloudSummit](http://bit.ly/CloudSummit)

#### Cloud Summit

May 10-11, London, England  
[bit.ly/CloudSummit](http://bit.ly/CloudSummit)

#### Cloud Summit

May 10-11, London, England  
[bit.ly/CloudSummit](http://bit.ly/CloudSummit)

#### Cloud Summit

May 10-11, London, England  
[bit.ly/CloudSummit](http://bit.ly/CloudSummit)

#### Cloud Summit

May 10-11, London, England  
[bit.ly/CloudSummit](http://bit.ly/CloudSummit)

#### Cloud Summit

May 10-11, London, England  
[bit.ly/CloudSummit](http://bit.ly/CloudSummit)

#### Cloud Summit

May 10-11, London, England  
[bit.ly/CloudSummit](http://bit.ly/CloudSummit)

#### Cloud Summit

May 10-11, London, England  
[bit.ly/CloudSummit](http://bit.ly/CloudSummit)

#### Cloud Summit

May 10-11, London, England  
[bit.ly/CloudSummit](http://bit.ly/CloudSummit)

ORACLE MAGAZINE MAY/JUNE 2012

ORACLE®

# +110 Specializations Available



## Database

Oracle Database 11g  
Oracle Real Application Clusters  
Oracle Database Performance Tuning  
Oracle Database Security Options  
Oracle Data Warehousing  
Oracle Database Appliance  
Oracle Exadata  
Oracle Enterprise Manager 11g  
Oracle Enterprise Manager 12c  
Oracle Enterprise Manager A. Q. M.  
Oracle Spatial 11g  
MySQL

## Middleware

Service-Oriented Architecture 11g  
Oracle Business Intelligence Foundation 10  
Oracle Essbase  
Oracle Application Grid 11g  
Identity Administration and Analytics  
Oracle WebCenter Content  
Oracle WebCenter Portal  
Oracle GoldenGate  
Oracle Application Integration Architecture  
Oracle Unified Business Process Management  
Exalogic Elastic Cloud  
Oracle Application Development Framework  
Oracle IT Architecture Release 3  
Java Platform, Micro Edition  
Java Platform, Standard Edition  
Java Platform, Standard Edition 7  
Java Platform, Enterprise Edition  
Oracle WebLogic Server 12c

## Applications

Oracle E-Business Suite FM  
Oracle E-Business Suite SCM  
Oracle E-Business Suite HCM  
PeopleSoft PeopleTools  
PeopleSoft Human Capital Management  
PeopleSoft Financial Management  
Siebel CRM  
Oracle iStore  
Oracle CRM On Demand  
JD Edwards EnterpriseOne Financials  
JD Edwards EnterpriseOne Distribution  
JD Edwards EnterpriseOne CNC  
JD Edwards EnterpriseOne Projects  
JD Edwards EnterpriseOne Manufacturing  
Oracle Business Intelligence Applications  
Oracle Hyperion Financial Management  
Oracle Hyperion Planning  
Oracle Policy Automation  
Agile Product Lifecycle Management  
Demand Management (Demantra)  
Oracle Unified Method  
Oracle Transportation Management  
Oracle User Productivity Kit 11  
Oracle Hyperion Data Relationship Management  
Oracle Fusion Human Capital Management  
Oracle Fusion CRM  
Oracle Fusion Financials  
Primavera Contract Management  
Primavera P6 Enterprise Project Portfolio Mngmnt  
Oracle FLEXCUBE Universal Banking 11  
Oracle FLEXCUBE Direct Banking 6  
Oracle Insurance Policy Administration  
Oracle Documaker  
Oracle Argus Safety Suite  
Oracle Life Sciences Data Hub  
Oracle Enterprise Taxation Management  
Oracle Communications Service Delivery Plat 5  
Oracle Communications Billing and Revenue 7  
Oracle ATG Web Commerce

## Servers & Storage

Oracle Linux 5  
Oracle VM 2  
Oracle VM 3.0 for x86  
Oracle Virtual Desktop Infrastructure 3  
Oracle Solaris 10  
Oracle Solaris 11  
Oracle Solaris Cluster  
SPARC Enterprise Entry-Level and Midrange M-series Servers  
SPARC Enterprise High-End M-series Servers  
SPARC T2 and T3-Based Servers  
SPARC T4-Based Servers  
SPARC SuperCluster T4-4  
Sun ZFS Storage Appliance  
Oracle StorageTek Tape Libraries  
Oracle Sun Flash Storage  
Sun Storage 6000 Arrays  
Pillar Axiom 600

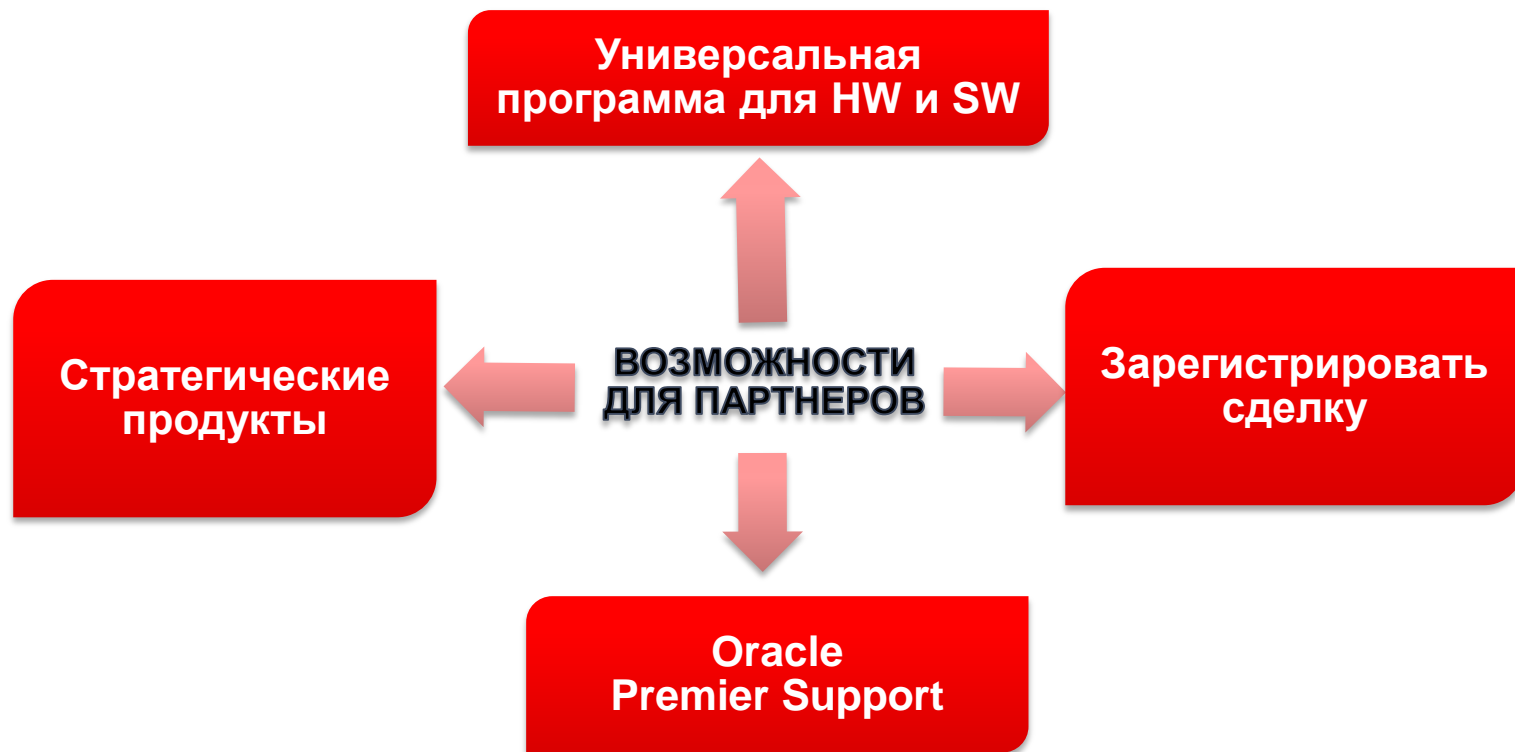
## Industries

Oracle Accelerate for Midsize Companies  
Aerospace and Defense  
Automotive  
Chemicals  
Consumer Goods  
Education and Research  
Engineering and Construction  
Healthcare  
Natural Resources  
Oil and Gas  
Professional Services  
Public Sector  
Wholesale Distribution  
Life Sciences  
High Technology  
Travel and Transportation  
Industrial Manufacturing  
Media and Entertainment

# С чего начать?

- **Выберите продукт Oracle**
- **Выполните требования**
- **Обратитесь Partner Business Center**

# Рибейтная программа



# Задачи OPN Incentive программы

- Укрепление сотрудничества между Oracle и Партнерами
- Расширяйте свои продажи на рынке !
- Продавайте стратегические продукты Oracle !
- Продавайте Oracle Premier Support !

# Рибейтная программа

Продажа только через VAD

VAR Broad Market  
Rebate: 3%

- Broad Market Account
- Valid registered/approved Opportunity\*
- Include Oracle Premier Support

VAR Strategic Product  
Rebate: 5%

- Broad Market Account
- Include Oracle Premier Support

Oracle on Oracle  
Rebate 2%

- Same Oracle quarter, same customer.
- Strategic Server + Strategic Storage  
or Server + Strategic Sw.

• **Важно:** VAD должен указать Opportunity ID в бланке заказа

ORACLE

# Основные условия выплаты рибейтов

- Регистрируйте сделки через VAD
- Проверьте : OPN +права продажи продуктов
- Заказ должен быть новым для Oracle (новый для F-CRM Oracle)
- Обязательный Premier Support для HW и SW
- Рибейты выплачиваются через VAD в течении следующего квартала после размещения заказа через Дистрибутора
- Транзакции через VAD /только Full Use лицензий

# Ресурсы для Партнеров

- **Partner Business Center**

<http://www.oracle.com/partners/ru/opn-program/membership-resources/business-center/partner-business-center-041039-ru.html>

[partnerbusinesscenter-ru\\_ww@oracle.com](mailto:partnerbusinesscenter-ru_ww@oracle.com)

- **Open Market Model**

<http://www.oracle.com/partners/secure/sales/fy12-incentive-prg-reseller-faq-422348.pdf>

- **OPN Incentive Program Resource Center**

<http://www.oracle.com/partners/secure/sales/opn-incentive-plan-409499.html>

- **FY14 OPN Incentive Program Strategic Products list :**

<http://www.oracle.com/partners/secure/sales/opn-incentive-prg-strgc-pro-list-422308.pdf>



# OPN и социальные сайты:

## Подключайтесь к общению



[facebook.com/OraclePartners](https://facebook.com/OraclePartners)



[twitter.com/OraclePartners](https://twitter.com/OraclePartners)



[linkedin.com](https://linkedin.com)  
search groups: OPN



[youtube.com/OraclePartnerNetwork](https://youtube.com/OraclePartnerNetwork)



[blogs.oracle.com/JudsonAlthoff](https://blogs.oracle.com/JudsonAlthoff)



[feeds2.feedburner.com/OPNpartnercast](https://feeds2.feedburner.com/OPNpartnercast)

# Appendix

# Продукты Oracle 1-Click

Развивайте бизнес и получайте прибыль

**Applications**

**Middleware**

**Databases**

**Operating Systems &  
Virtual Machine**

**Servers & Storage**



Crystal Ball  
Crystal Ball Optimizer  
Crystal Ball Enterprise  
Performance Manager



AutoVue Office  
AutoVue 2D Professional  
AutoVue 3D Professional  
AutoVue EDA Professional  
AutoVue Mechanical Professional



Internet Application Server SE One  
Internet Application Server SE  
Business Intelligence SE One  
Weblogic Server SE



Database Personal Edition  
Database Standard Edition One  
Database Standard Edition



Поддержка Enterprise  
Linux  
Поддержка Oracle VM

Oracle Universal Content Management  
Standard  
Oracle Document Capture  
Oracle Internet Developer Suite

**ORACLE**

# Информация для партнеров/Зоны знаний: бесплатный доступ ко всей необходимой вам информации

ORACLE®  
PARTNERNETWORK


secure search PartnerNetwork

Home How to do Business OPN Program Knowledge Zones Most Popular Resources

OPN Program  
OPN Details by Levels  
Diamond  
Platinum  
Gold  
Silver

## Remarketer Level Partner

Overview Benefits and Resources Requirements Upgrade and Renewal



### Jump-Start into an Oracle Resell Business 1 No Commitment

As an Oracle Remarketer you have the ability to immediately sales opportunities for select Oracle software. No author fees at this level mean you can start selling right away - no waiting, and no You'll have the benefit of reselling select Oracle products via regionally located Remarketer Authorized Value Added Distributors (VADs). Some of the benefits experience as a Remarketer are:

Joining OPN as an Oracle Remarketer gives you the competitive advantage immediately opening new sales opportunities. As an Oracle Remarketer you select Oracle products to midsize companies via regionally located Oracle Authorized value added distributors (VADs). With zero barriers to entry, an Oracle Remarketer experiences the benefits of:

- Growing your business opportunities with the most affordable and expansive in the market - Oracle 1-Click products
- Increased profitability in your business transactions by using a streamlined ordering process
- Support via Oracle Remarketer Authorized VADs for enrollment, training, and sales enablement

Contact an Oracle Remarketer Authorized VAD **TODAY** – [Contact List](#)

Ready to get started? [Register Today!](#)


### Get started with Oracle

Oracle's affordable and scalable 1-Click products can boost your business opportunities by providing unrivaled advantages to your customers. Learn about.

ORACLE®  
PARTNERNETWORK

secure search PartnerNetwork

Home How to do Business OPN Program Knowledge Zones Most Popular Resources Join Now Partners (Login Required)



## "Beginning Oracle Application Express"

New Book Available – Order from Amazon.com

[Read the Excerpt >>](#)

### Oracle 1-Click Technology for Midsize Companies Knowledge Zone


Why Partner Develop Sell Implement Specialize Connect

#### Why Partner with Oracle

The Oracle PartnerNetwork will empower your company with exceptional resources to distinguish your offerings from the competition, seize opportunities, and increase your sales.

- **Easily resell through streamlined ordering** Oracle 1-Click Technology Products for midsize companies including Oracle Database Standard Edition and Standard Edition One, Oracle Application Server Standard Edition and Standard Edition One, Oracle Universal Content Management Standard Edition, Oracle Document Capture, Oracle WebLogic Server Standard Edition, Oracle Internet Developer Suite, Oracle Business Intelligence Standard Edition One, Oracle AutoVue products, Crystal Ball products, Oracle VM Support and Oracle Enterprise Linux Support. Learn about [Distribution and Oracle License and Services Agreements \(OLSA\) Agreements](#) or leverage an [Oracle Remarketer Authorized VAD](#) if you are not an OPN member or you do not plan to sign a distribution agreement immediately.
- **Drive new license sales and keep customers for life** with product editions that enable midsize company and computing environment growth with easy upgrade paths. In addition, thousands of ISV solutions and Oracle applications are available for deployment with Oracle technology since Oracle is recognized as the premier infrastructure software company. [Learn about Oracle 1-Click Technology for Midsize Companies & access Solution Kits](#)
- **Earn higher margins** with low-cost products that are attractively priced for smaller deployments and provide a foundation for higher-end services.
- **Offer all-in-one low-cost solutions** incorporating tightly coupled, enterprise-class database, business intelligence and middleware products that are reliable, scalable, highly available and secure. For extending solutions, Oracle Application Express provides an easy development option at no additional cost. [Check out the ISV Starter Pack.](#)

#### Oracle PartnerNetwork Video



OpenSpan Achieves OVI with Oracle's Siebel CRM (2:22 min)

[JOIN THIS KNOWLEDGE ZONE](#)

#### Get Specialized TODAY

[Learn More](#)

#### Database News

- [Apply for the Oracle Full Use Program Distribution Agreement](#)
- [Webcast: Getting Started with OPN Specialized for MySQL partners](#)
- [New Health Checks Released](#)
- [Seminar: Specialized Oracle Database Security](#)
- [Oracle Security Technology Day](#)

[Subscribe](#)

ORACLE®

20 | Copyright © 2012, Oracle and/or its affiliates. All rights reserved. | Confidential

# Информация для партнеров/Зоны знаний:

## Бесплатные курсы по продуктам 1-Click

ORACLE<sup>®</sup>

PARTNERNETWORK

Welcome Martin (Account | Help | Sign Out) | OPN Worldwide | Oracle Websites | Sun Quick Links

secure search PartnerNetwork

[Home](#) [How to do Business](#) [OPN Program](#) [Knowledge Zones](#) [Most Popular Resources](#) [Join Now](#) [Partners \(Login Required\)](#)

### Oracle 1-Click Technology Product Guided Learning Path for Resellers

New Oracle resellers, whether OPN members or not, are encouraged to take this short series of online training courses to learn how to position and sell the Oracle 1-Click Technology Products. The assessment at the end is available to help determine whether you're ready to go out and sell. Below the list of core courses, you will find additional courses to augment your solution offering with platform providers. Click on the links along the path and start your training. In some cases, there are more in-depth Guided Learning Paths available for a particular topic. To access these, click on the link listed within the course descriptions below.

**O1CO: Accelerate Your Business with Oracle 1-Click Programs (17 min)**

**O1CO: Oracle Database 11g Overview (14 min)**

**O1CO: Oracle Application Express Overview (15 min)**

**O1CO: Oracle Business Intelligence Standard Edition One Overview (15 min)**

**O1CO: Oracle Universal Content Management Standard Edition Overview (11 min)**

**O1CO: WebLogic Server Standard Edition Overview (14 min)**

**O1CO: Checkpoint Awareness Assessment**

#### Course Descriptions

- [O1CO: Accelerate Your Business with Oracle 1-Click Programs \(17 min, SWF\)](#)  
Learn how you can sell Oracle 1-Click Technology Products even without a distribution agreement with Oracle.
- [O1CO: Oracle Database 11g Overview \(14 min, SWF\)](#)  
Learn about selling Oracle Database 11g, including what editions to sell to which customers.
  - [Access the full Oracle Database 11g 1-Click Technology Sales Guided Learning Path](#)
- [O1CO: Oracle Application Express Overview \(15 min, SWF\)](#)  
Discover how you and your customers can quickly and easily develop applications with Oracle Application Express.
- [O1CO: Oracle Business Intelligence Standard Edition One Overview \(15 min, SWF\)](#)  
Understand the selling points of Oracle Business Intelligence Standard Edition one.
- [O1CO: Oracle Universal Content Management Standard Edition Overview \(11 min, SWF\)](#)  
Become proficient at selling Oracle Universal Content Management Standard Edition.

http://www.oracle.com/opn\_swf/o1co-bi-standard-ed1/viewer.swf

Internet 100%

Feedback

# Информация для партнеров/Зоны знаний:

## Бесплатные курсы по Oracle Database 11g/1-Click



Welcome Martin ( Account | Help | Sign Out ) | OPN Worldwide

Oracle Websites

Sun Quick Links

secure search

PartnerNetwork



Home

How to do Business

OPN Program

Knowledge Zones

Most Popular Resources

Join Now

Partners  
(Login Required)

### Oracle Database 11g 1-Click Technology Sales Guided Learning Path

Following is a set of courses that will prepare you to sell Oracle Database 11g to your customers and prospects. Silver partners with Oracle Full Use Distribution Agreements and Remarketers that have distribution agreements with Oracle Remarketer Authorized VADs are entitled to sell Oracle Database Personal Edition, Oracle Database Standard Edition One and Oracle Database Standard Edition. These editions are built on the same code base as the Enterprise Edition. The difference is that there are a few limits on the number of CPUs allowed, plus there is no opportunity to sell additional options available with the Enterprise Edition. This Guided Learning Path outlines all of the editions so that you can be aware of the full breadth of the capability of the Oracle 11g Database product.

Course Title	Description / Objectives	Length
<a href="#">Introduction to the Oracle Database Guided Learning Path for Silver Partners and Remarketers</a> (SWF)	Hear about what you can sell as a Remarketer or Silver partner.	3 min
<a href="#">Oracle Database - Market Definition &amp; Trends</a> (SWF)	Learn about relational databases, Oracle's position in the market, and the market trends.	5 min
<a href="#">Oracle Database - What do we sell?</a> (SWF)	Oracle Database Editions - key features, target audience.	15 min
<a href="#">Oracle Database - Who do we sell to?</a> (SWF)	Learn about the customer profile and values.	15 min
<a href="#">Oracle Database - Positioning Points</a> (SWF)	Join us to find out more about the Oracle Database key positioning points.	15 min
<a href="#">Oracle Database - Objection handling</a> (SWF)	Is your customer saying that Oracle Database is too expensive? See more potential objections and how to address them.	15 min
<a href="#">Oracle Database - Pricing and Packaging</a> (SWF)	Get the details on the packaging and pricing of the Oracle Database.	13 min
<a href="#">Oracle Database - Product History and Roadmap</a> (SWF)	Review the product history of the Oracle Database. See where Oracle Database fits in the overall schema of the information technologies, where we are today and where we're heading over the next few years!	4 min
<a href="#">Oracle Database - Product Features and Functions</a> (SWF)	Data Integrity, Availability, Performance, Scalability, Security, Management - find out more about Oracle solutions!	15 min
<a href="#">Oracle Database - Competitive Advantages</a> (SWF)	This module covers the competitive advantages of the Oracle Database. You will see that Oracle has	15 min

**Become a Partner**

Join OPN Today!

**Talk to a Partner Expert**

GO

Feedback

Internet

100%

ORACLE

# Информация для партнеров/Зоны знаний:

## Бесплатный доступ к материалам для продаж

Oracle Solution Kits for Resellers - Windows Internet Explorer

http://www.oracle.com/partners/en/knowledge-zone/024159.htm

File Edit View Favorites Tools Help

McAfee

Oracle Solution Kits for R... Product Details - Oracle Data...

Partner Expert

GO

**Oracle 1-Click Technology Product Solution Kits**

The Solution Kits presented on this page are intended to provide information about the value to partners in recommending Oracle products, to provide content that you can use with your customers to position the value of Oracle solutions, and finally to provide assets that can be downloaded and presented to your customers.

The Marketing Kits are designed to help you to quickly and easily create your own demand generation programs and accelerate your growth opportunities. Our campaign material and templates will help you to professionally target your audience and conduct effective marketing activities while saving time and budget. Solution Kits are primarily focused at individual sales engagements whilst the Marketing Kits are focused at supporting demand generation activities.

These are intended for resellers who are currently or considering recommending or distributing Oracle products. The products covered are mainly those appropriate for selling into midsize and smaller organizations. The following list includes the full set of kits available for 1-Click products. Most of the links within the kits are accessible without belonging to the Oracle PartnerNetwork; however, some are reserved for members only. Additional [Marketing Kits](#) are also available to Oracle PartnerNetwork members.

Product	Solution Kit	Marketing Kit
Oracle Database 11g	<ul style="list-style-type: none"><li><a href="#">Oracle Database 11g Standard Edition &amp; Standard Edition One Solution Kit</a></li></ul>	<a href="#">Oracle Database 11g Standard Edition One (DB11gSE1)</a>
Oracle Business Intelligence	<ul style="list-style-type: none"><li><a href="#">Oracle Business Intelligence Standard Edition One Solution Kit</a></li></ul>	<a href="#">Oracle Business Intelligence Standard Edition One (BISE1)</a>
Oracle Web Logic	<ul style="list-style-type: none"><li><a href="#">Oracle WebLogic Server Standard Edition Solution Kit</a></li></ul>	<a href="#">Oracle WebLogic Server Standard Edition</a>
Oracle Universal Content Management	<ul style="list-style-type: none"><li><a href="#">Oracle Universal Content Management Standard Edition Solution Kit</a></li></ul>	<a href="#">Oracle Universal Content Management Standard Edition</a>
Oracle Application Express	<ul style="list-style-type: none"><li><a href="#">Oracle Application Express Solution Kit</a></li></ul>	

Feedback

Internet 100%

start

3 Microso... 3 Microso... 2 Adobe ... 3 Microso... Cisco IP Co... Add-ons Oracle Solu... Calculator Search Desktop 12:14

# Remarketer program

Resell Oracle 1-Click products through VADs without an Oracle contract or fee.

- No registration in OPN system
- Can sell to PS without PSA
- Limited number of products



DB: SEO & SE

FMW: BI SEO & Weblogic SE

Support: Linux & Oracle VM

+ ODA (including DB EE)

Recourses <http://www.oracle.com/partners/ru/opn-program/opn-details-by-levels/remarketer/remarketer-035713-ru.htm>

|



ORACLE®