

## Partners Distinguish their Expertise with Oracle Cloud Services

The Oracle PartnerNetwork (OPN) Cloud Program provides a system of preference for customers to identify those partners who have differentiated expertise, skills and proven investment in Oracle Cloud Services.

OPN members can showcase their investment in Oracle Cloud Services by achieving one of the innovative Cloud designations – Cloud Standard, Cloud Select, Cloud Premier or Cloud Elite. Each progressive tier includes key Cloud specific performance metrics, allowing customers to select partners based on their specific profile and identifying partners who exemplify excellence in delivering Oracle Cloud solutions.

“ OPN now offers the most comprehensive portfolio of cloud programs available today.

Our rapid growth and extensive SaaS, PaaS and IaaS cloud portfolio presents an unparalleled opportunity for partners and customers alike. We can now equip our highly experienced partners with the tools they need to successfully move their customers to modern business models. ”

– Shawn Price,  
Senior Vice President,  
Oracle Cloud

## OPN Cloud Program Performance Metrics – Value to Customers

### PROVEN TRACK RECORD



- Relevant experience with Oracle Cloud transactions
- Showcased expertise with Oracle Cloud

### CUSTOMER VALIDATION



- Successful partner implementations
- Endorsed by customers, verified by Oracle

### FOCUSED CAPABILITY



- Successful, repeatable cloud use cases integrated with or built on Oracle Cloud Services
- Oracle Cloud Specializations

### SKILLED RESOURCES



- Certified Oracle Cloud Implementation Specialists
- Dedicated Oracle Cloud teams



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