



# Overview and Frequently Asked Questions for Partners

## ■ OVERVIEW

On January 27, 2010, Oracle announced it finalized its acquisition of Sun Microsystems. Oracle has made many public statements to reiterate its commitment to Sun's business, including continued focus on hardware and software technologies such as SPARC, Solaris, Java, and MySQL. Customers are expected to see increased investment from Oracle to ensure continued innovation and success for customers of both companies. Oracle's commitment to Sun technologies means that Sun channel partners can sell with confidence and Sun ISVs can develop with confidence. In addition, partners can engage with Oracle and Sun today to support and leverage solutions that have been developed through our long-standing partnership.

### **Oracle expects to deliver the following benefits to Sun partners:**

- Offering complete, open, and integrated products that provide flexibility and choice to our customers across their IT infrastructure
- Delivering increased investment and innovation in Sun products
- Delivering increased value to customers through superior and synergistic hardware and software engineering
- Providing world-class customer support and services
- Supporting customers with a world-class, specialized network of partners

Answers to questions about Oracle's plans for Sun products can be found in the Oracle and Sun Overview and FAQ at [oracle.com/sun](http://oracle.com/sun).

The following information is intended to help partners learn about Oracle and Sun solutions that are available to them today through the Oracle PartnerNetwork and Sun partner programs, and to learn about expected benefits for partners.

## **BUSINESS CONTINUITY**

### **Are there any Oracle products that Sun partners can resell today?**

Sun and Oracle have been partners for over 25 years and have focused on joint development of customer solutions, world record benchmarks, and solution specific reference configurations and blueprints. There are many partners that are authorized to resell products from Sun and Oracle today. Below are examples of solutions that were developed in collaboration by Oracle and Sun through their existing partnership:

- Oracle Exadata V2 (more details on pages 2 and 3)
- Oracle Optimized Warehouse solutions for Sun
- Sun Systems for Oracle Business Intelligence
- Sun Systems for Oracle's Siebel CRM
- Enterprise grid solutions from Sun and Oracle
- Sun ONS Enterprise 2.0 solution for Oracle
- Full range of Sun systems as a platform for Oracle solutions

For more information on these solutions please visit [sun.com/third-party/global/oracle/initiatives/index.jsp](http://sun.com/third-party/global/oracle/initiatives/index.jsp).

### **How can Sun partners learn more about current Oracle and Sun partnership go-to-market initiatives?**

Sun and Oracle's long-term partnership has developed a number of solutions that can help provide our partners with increased revenue opportunities. These solutions include enterprise grid solutions from Sun and Oracle, Oracle Optimized Warehouse solutions for Sun, Sun Optimized Oracle CRM, Sun ONS Enterprise 2.0 solution for Oracle, and the new Oracle Exadata V2. Many of these solutions have campaigns that are open to partner participation. Sun Solution Centers are a key resource to help showcase Sun and Oracle solutions. For more information, Sun partners can log into the Sun partner portal [partner.sun.com](http://partner.sun.com).

### **What is the Oracle PartnerNetwork (OPN)?**

Oracle PartnerNetwork (OPN) Specialized is the latest version of Oracle's partner program that provides partners with tools to better develop, sell and implement Oracle solutions. OPN Specialized offers resources to train and support specialized knowledge of Oracle products and solutions and has evolved to recognize Oracle's growing product portfolio, partner base and business opportunity. Key to the latest enhancements to OPN is the ability for partners to differentiate through certified specializations. Specializations are achieved through competency development, business results, expertise and proven success. Specialized partners are preferred by Oracle and recognized by customers. To find out more visit [oracle.com/partners](http://oracle.com/partners).

### **As a Sun Channel Partner, will I be able to resell Oracle products now?**

Sun Channel Partners that are members of the Oracle PartnerNetwork and hold a valid Full Use Program Distribution Agreement with Oracle can resell Oracle products. Oracle products cannot be resold under the terms of Sun partner agreements. Sun partners are welcome to join OPN at any time.

### **Can Oracle partners and VADs resell Sun products now?**

Oracle partners that are also members of the Sun Partner Advantage program can resell Sun products under the terms of their partner agreement with Sun. Sun products cannot be resold under the terms of Oracle partner agreements.

### **Will Oracle continue to partner with other hardware vendors?**

Oracle builds products based on open standards to offer our customers flexibility and choice. Oracle will remain committed to this approach. Oracle's products run with high performance and reliability on many hardware and operating system platforms and Oracle plans to continue to support and enhance our strong industry partnerships with hardware vendors to ensure ongoing support for the platforms that provide our customers with investment protection and choice.

### **Does Oracle value my specialized knowledge of Sun's products and services?**

Yes. Oracle understands the value that Sun's partner community brings and their role in providing comprehensive and innovative solutions, protecting their customers' investments, and supporting their customers in seamless growth. Your Sun specialized experience is expected to provide you ongoing opportunities with Oracle once you join OPN.

### **How can I find out more about specialization for Oracle partners?**

The focus of OPN Specialized is to give partners the opportunity to differentiate themselves in the marketplace. Specialization is achieved through competency development and demonstrated business results. Specialized partners are recognized by Oracle and preferred by customers. You can visit the OPN portal at [oracle.com/partners](http://oracle.com/partners) to learn more about OPN Specialized and to join the program.

## **EXADATA**

Oracle Exadata V2 goes beyond data warehousing to deliver extreme performance and scalability for online transaction processing applications (OLTP). Oracle Exadata V2 combines industry-standard hardware components and FlashFire technology from Sun, Oracle Database 11g Release 2, and Oracle Exadata Storage Server Software to create a faster, more versatile database machine. Oracle Exadata V2 is twice as fast as Oracle Exadata V1 for data warehousing and is the only database machine that runs OLTP applications.

Oracle Exadata V2 solutions include:

- Sun Oracle Database Machine - in basic, quarter, half and full rack configurations
- Sun Exadata Storage Server Hardware
- Oracle Exadata Storage Server Software

### Is there a partner program for Oracle Exadata V2?

Yes, Oracle has announced OPN Specialized for Exadata as part of the OPN Specialized program. Oracle will soon introduce OPN Specialized for Exadata which will provide partners with training and enablement to help build value-added, specialized services. This program will include the opportunity to qualify to resell Exadata solutions from Oracle. Partners that participate in the Exadata Specialization must also have Specializations in the following:

- Oracle Database 11g
- Oracle Real Application Clusters
- Oracle Database 11g Performance and Tuning
- Oracle Enterprise Linux
- Oracle Data Warehousing

### Can Sun partners resell Oracle Exadata V2 today?

Sun partners must be members of OPN, hold a valid Full Use Program Distribution Agreement (FUDA) with Oracle, and meet the resell criteria for the Exadata Knowledge Zone in order to resell Oracle Exadata V2 products. Sun partners that are not already members of OPN are welcome to join. For more information on how to join OPN, please visit [oracle.com/partners](http://oracle.com/partners).

### Can a Sun partner that is also a member of OPN resell Oracle Exadata V2?

Yes, as long as they have a valid FUDA and meet the resell criteria for the Exadata Knowledge Zone.

### I am a system integrator. Is there an Oracle Exadata V2 opportunity for me?

Solution providers and systems integrators are encouraged to build specialized Oracle Exadata expertise and implementation services that enhance the Oracle Exadata V2 product suite, which includes business intelligence, data warehousing, VLDB and OLTP. OPN Specialized for Exadata will offer Knowledge Zones and specializations with training enablement and knowledge resources for each of these areas to OPN members.

Partners are also encouraged to develop vertical industry expertise in the retail, financial services, telecommunications, healthcare, and public sector segments.

### Are there opportunities with Oracle Exadata V2 for independent software vendors (ISVs)?

ISVs are invited to review the industry-leading performance, scalability and reliability of Oracle Exadata V2 as the platform for their own Oracle-based solutions. OPN members that are ISVs should start by testing their solutions on Oracle Database 11g Release 2, which is the required enterprise edition database for Oracle Exadata V2 solutions.

### How do I get trained on Oracle Exadata V2?

OPN Specialized for Exadata will roll out soon as part of the new OPN Specialized program, Oracle has developed an Oracle Exadata Knowledge Zone with guided learning paths and partner training materials. You can visit the Oracle Exadata Knowledge Zone on the OPN portal at <http://www.oracle.com/partners/en/knowledge-zone/database/041135.htm>

### Where can Sun partners find out more about Oracle Exadata V2 and Oracle's partner program?

Sun partners can visit the OPN portal at [oracle.com/partners](http://oracle.com/partners).

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