# Oracle's FY20 - Opportunities for Oracle Value Added Distributors

**Oracle VADs** Global
Community Forum

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# APAC - VAD Business Highlights

32 VADs covering 26 countries, 80% in Broad Market

2000+ T2 Partners, 6000+ Partner transactions

500+ dedicated Sales, Pre Sales and support HCs

Select VADs building Cloud Competency Centers

All HW in IN, PH,ID,VN & SAGE transacted through VADs only

Strong collaboration with ODP, 100+ GTM activities executed

VAD focus on ODA in APAC, ISV focus, significant growth in FY19

1800+ Cloud Platform Accreditations

Contract Manufacturing with Digital China - Exadata

40% of Exadata Partner installations by VADs

VAD led C@C in Indirect countries like Indonesia, Philippines etc.

Proactive Compliance workshops in CN, ASEAN, KR and IN

# EMEA – FY19 VAD Business Highlights

22 VADs covering 116 countries, 25%+ in Coverage Business

2000+ T2 Partners, 8,900+ Partner transactions (15,000+ total)

400+ dedicated Sales, Pre Sales and support HCs

Multiple VADs operating Cloud Centers of Excellence, engaging 1,451 partners

Systems Business at 92%+ two tier with 30%+ in Coverage Business

VAD focus on PCA in EMEA, significant growth in FY19

ODP collaboration transforming from opportunistic to programmatic

214 Academy, Innovation and Studio events with 2,727 attendees

Successful OCI engagement with focus on SAP and ISVs

Strong growth in Java business led by VADs

ODP sales campaigns aligned with VADs

103 adoption projects, 158 solutions/services created

# APAC/EMEA - FY'20 VAD Focus

**01** Build VAD Managed Partner portfolio (Breadth) to drive growth Focus on ISVs, Industry Partners etc

**02** Scale out CCoEs with technical capability, Sandbox with UC credits, Autonomous, Innovation Technologies

**03** Continue to drive On Premise, HW and SW business: focus on Tier 2, Tier 3 city coverage, new segments

**04** Support ODP Sales with ISV Business Development, Partner led pipeline generation, Partner led Implementation

**05** Continue to be proactive and drive a Compliant Oracle business with VADs

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