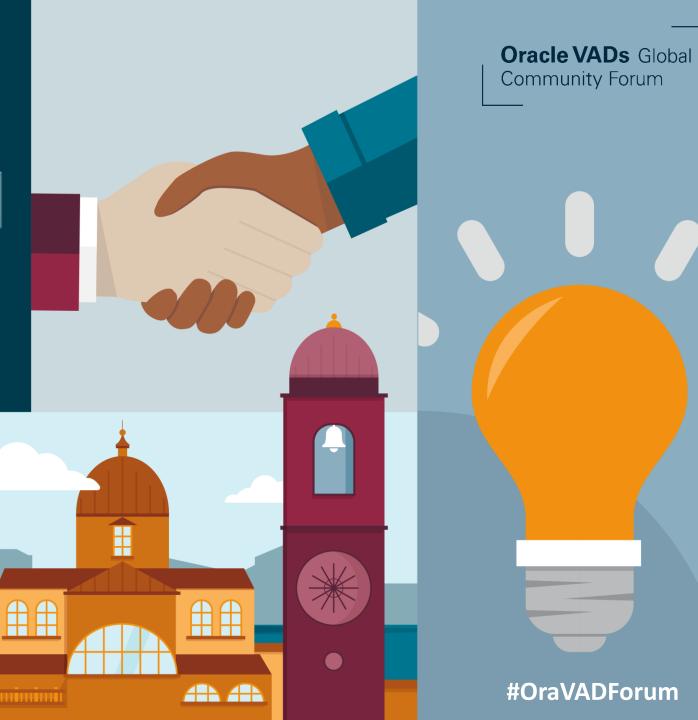
ORACLE®

EMEA Alliances and Channels

Welcome to the 2019 Oracle VADs Global Community Forum

Dubrovnik
12th to 13th June



Oracle's FY20 - Opportunities for Oracle Value Added Distributors



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Oracle VADs Global Community Forum



#OraVADForum
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Safe Harbor Statement

The following is intended to outline our general product direction. It is intended for information purposes only, and may not be incorporated into any contract. It is not a commitment to deliver any material, code, or functionality, and should not be relied upon in making purchasing decisions. The development, release, timing, and pricing of any features or functionality described for Oracle's products may change and remains at the sole discretion of Oracle Corporation.







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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