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ORACLE PARTNERNETWORK

intel

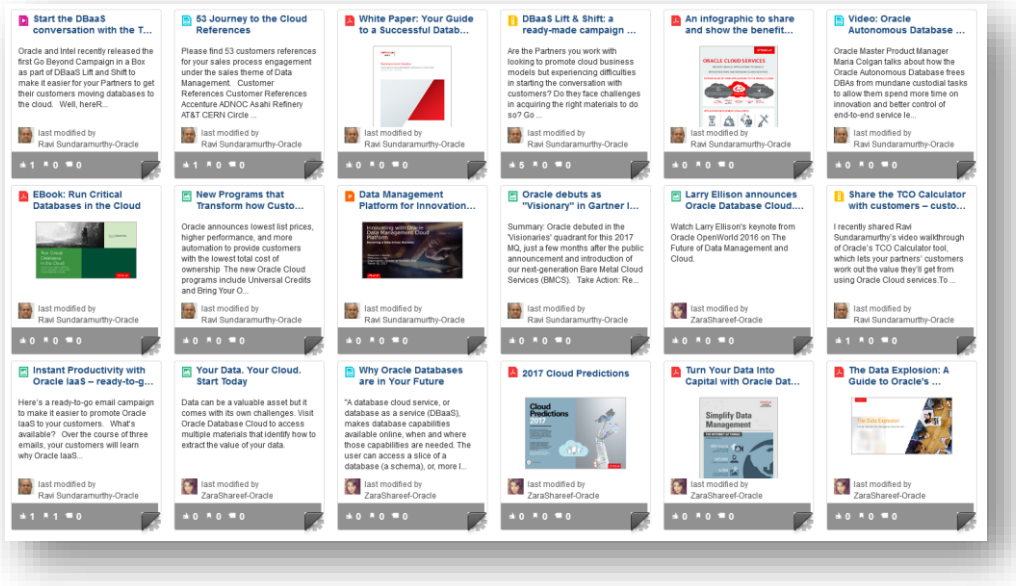
GO BEYOND

Oracle's distribution initiative that helps you accelerate your customers to cloud.

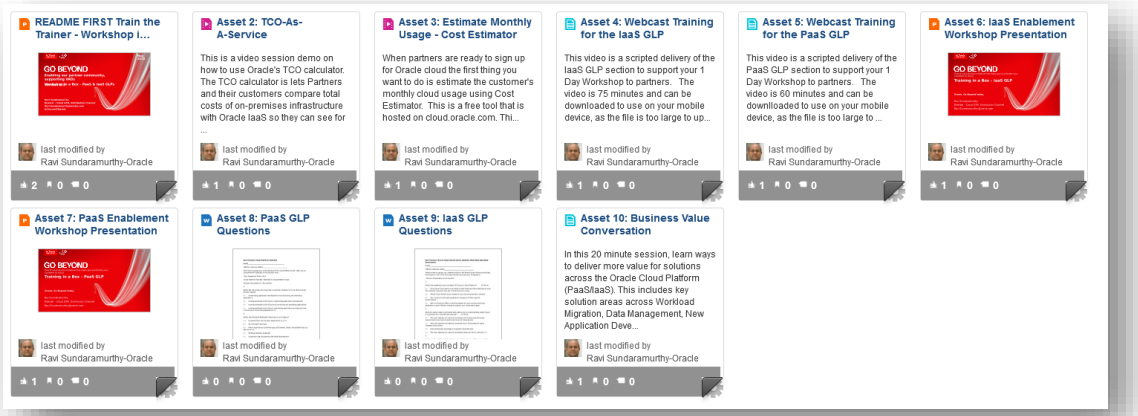
Accelerate Your Partner's Cloud Capability

Go Beyond today.

145 VAD users



Marketing assets for Partners Campaign in a Box



Train the trainer - Enablement IaaS/PaaS Workshop in a Box

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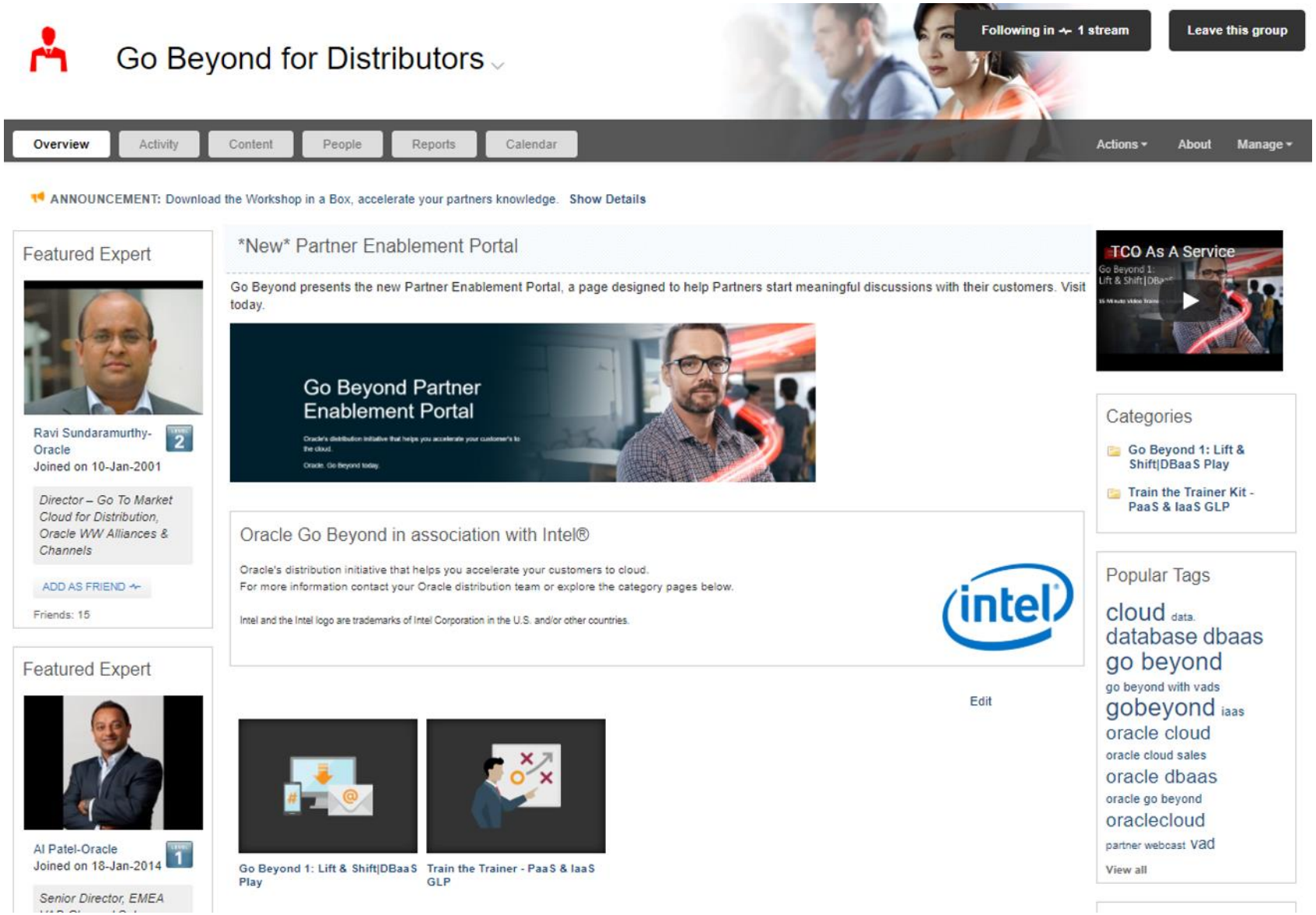

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How the Partner Enablement Portal Benefits the Partners

STEP 1
Understanding Priorities

- Every cloud journey starts with conversation.
- What are the customer’s key priorities?
- How are the customers looking to address this?

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STEP 2

Have meaningful conversations

Once the key business priorities are established:

- Are partners enabled to have a meaningful conversation?
- What are common objectives?
- Can I reference real world customer case studies?
- What are the common marketing collateral?

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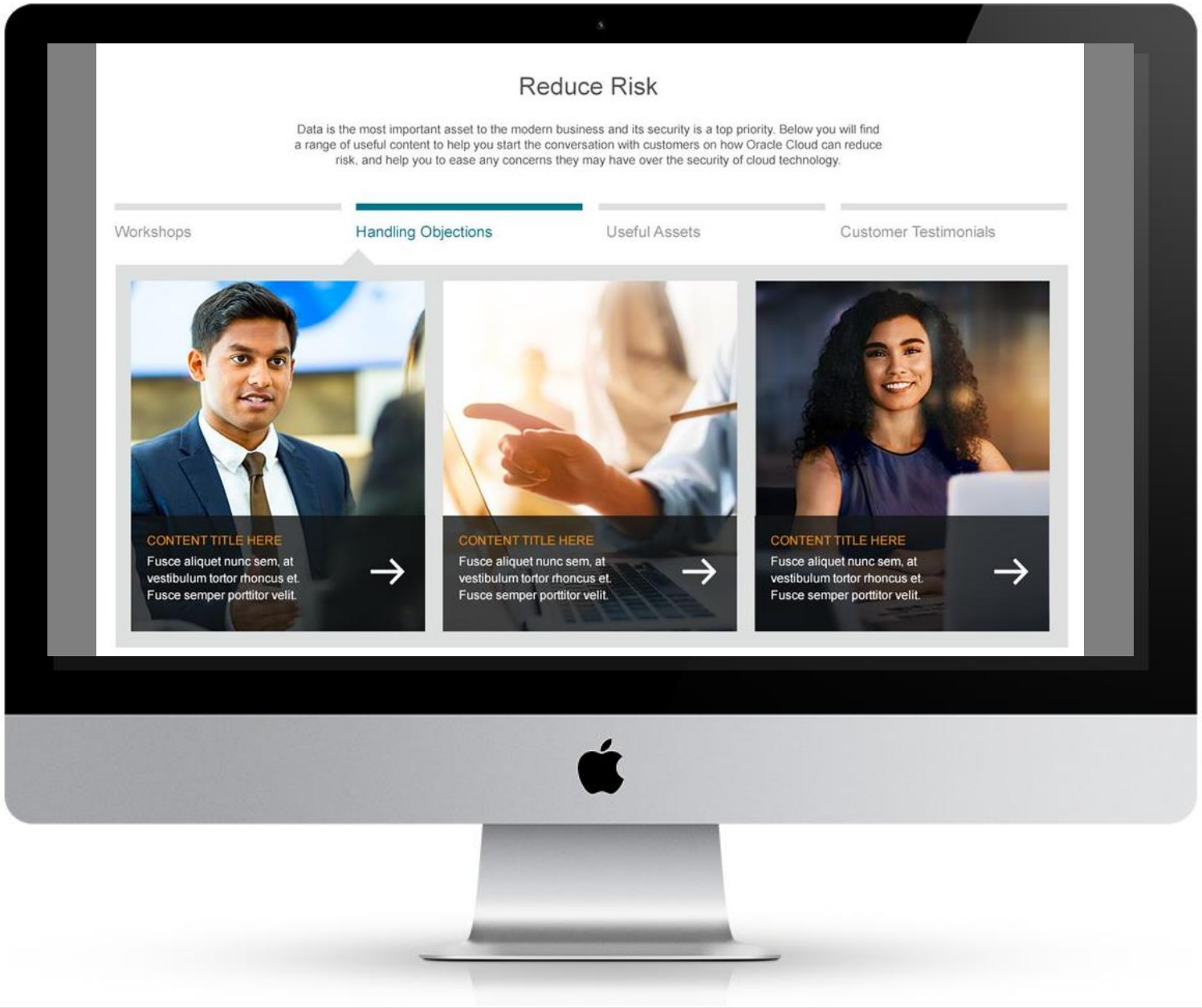

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How the Partner Enablement Portal Benefits the Partners

STEP 3
Enable and equip partners

VADs have access to:

- Demonstration content.
- How to deliver workshop content for enablemen
- Ready to go Campaigns-in-a-box with templated emails and collateral.
- Tools to support engaging conversions to suppor customers cloud journeys.

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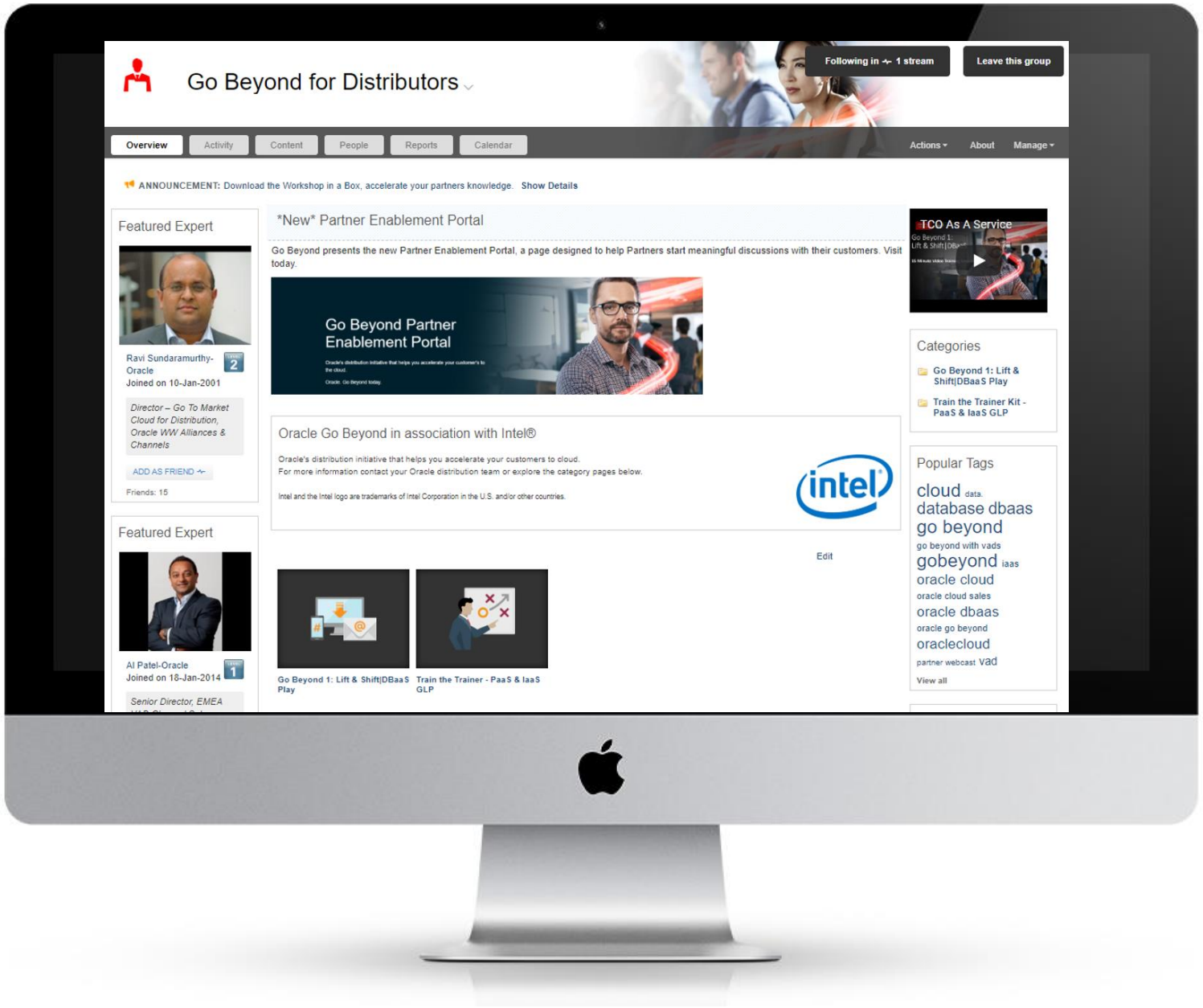
Webinar

Podcasts



Training

Campaign in a Box

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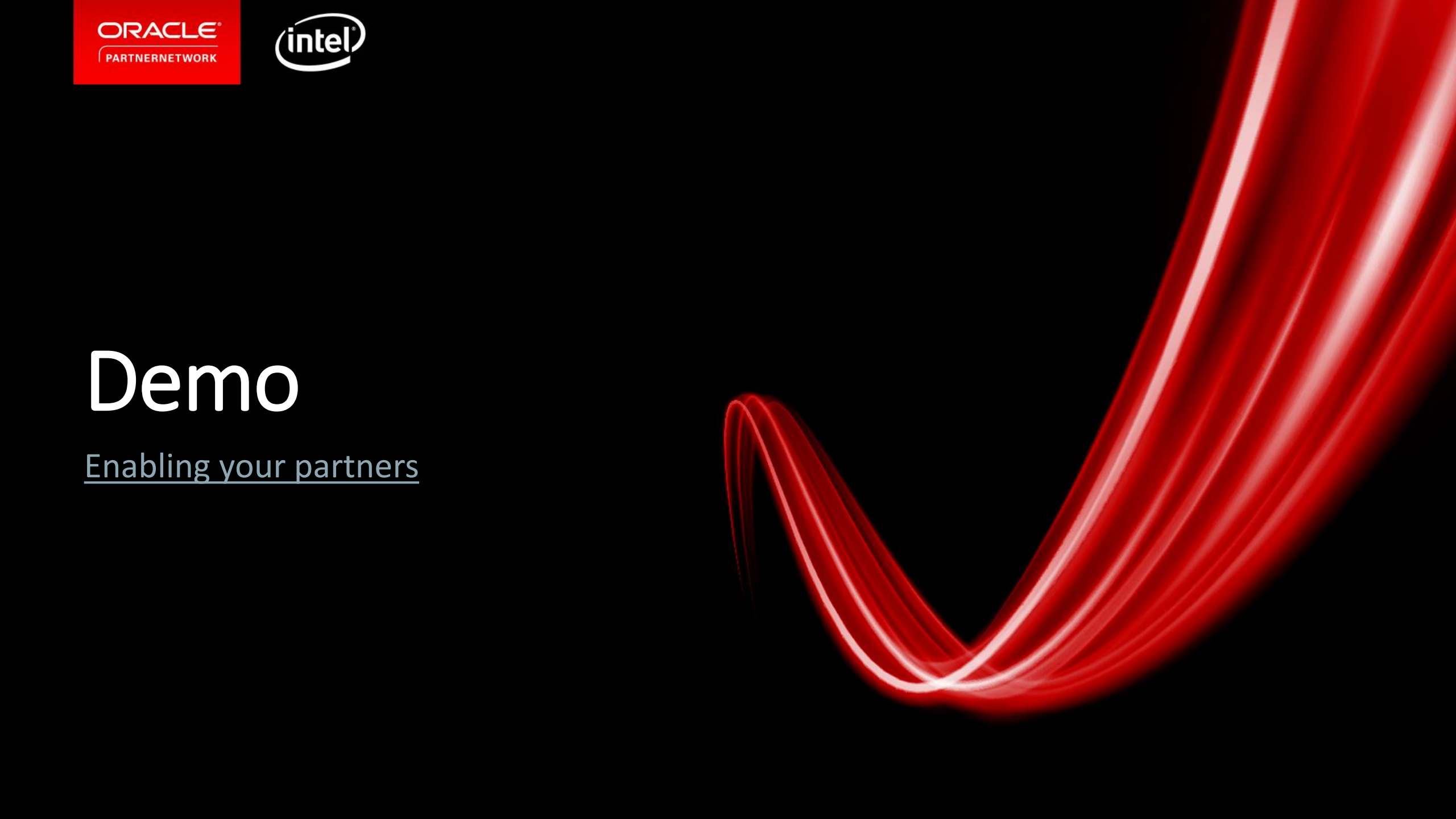

Demo

Enabling your partners

Call to Action

- Register on Go Beyond portal
- Prioritise Partner engagements:
  - Database install-base
  - Hardware partners that want to develop cloud services
- Leverage assets on Go Beyond to pivot to cloud

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Integrated Cloud

Applications & Platform Services

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