

ORACLE®

Oracle Value Added Distributors Global Community Forum

June 4th & 5th, 2018
Lisboa - Portugal

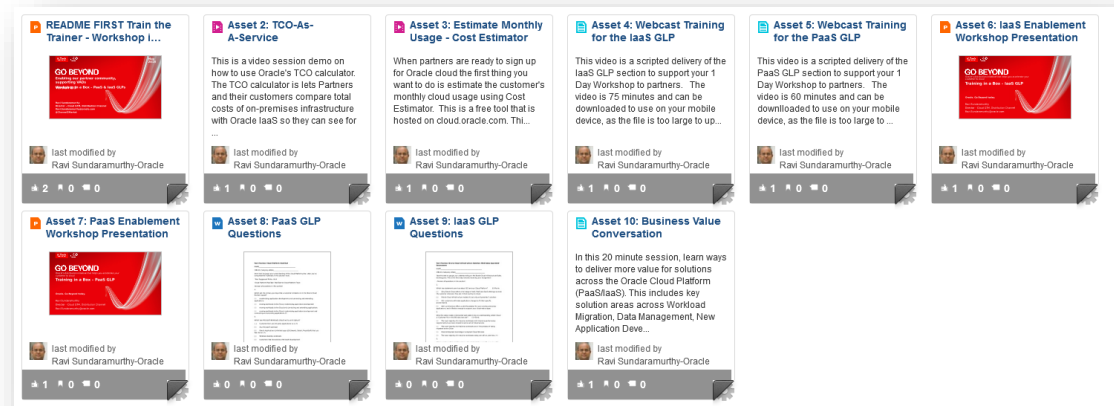
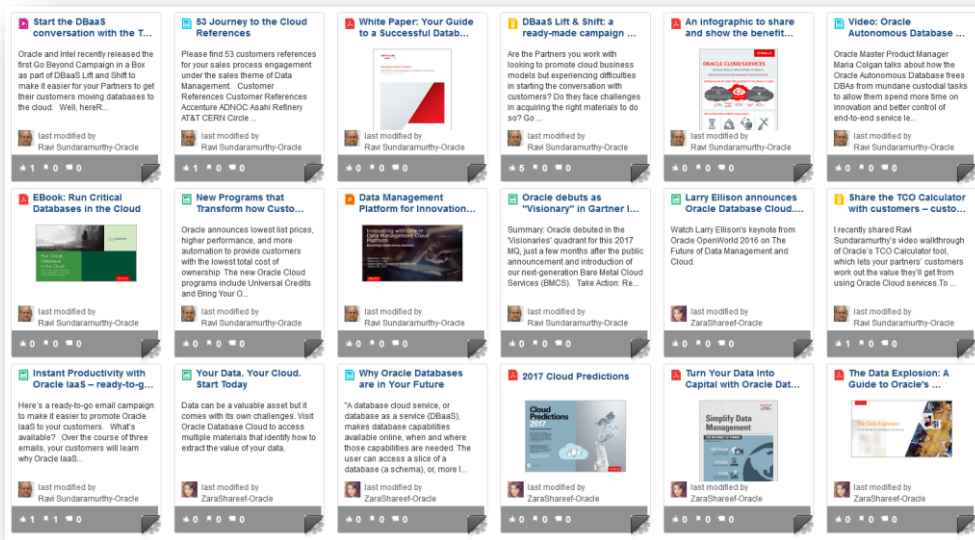
GO BEYOND

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



Go Beyond for Distributors

Following in 1 stream

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ANNOUNCEMENT: Download the Workshop in a Box, accelerate your partners knowledge. [Show Details](#)

Featured Expert



Ravi Sundaramurthy-Oracle
Joined on 10-Jan-2001

Director – Go To Market
Cloud for Distribution,
Oracle WW Alliances &
Channels

ADD AS FRIEND

Friends: 15

Featured Expert



Al Patel-Oracle
Joined on 18-Jan-2014

Senior Director, EMEA

New Partner Enablement Portal

Go Beyond presents the new Partner Enablement Portal, a page designed to help Partners start meaningful discussions with their customers. Visit today.



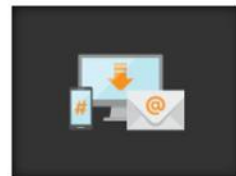
Oracle Go Beyond in association with Intel®

Oracle's distribution initiative that helps you accelerate your customers to cloud. For more information contact your Oracle distribution team or explore the category pages below.

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Edit



Go Beyond 1: Lift & Shift|DBaaS Play



Train the Trainer - PaaS & IaaS GLP



Categories

- Go Beyond 1: Lift & Shift|DBaaS Play
- Train the Trainer Kit - PaaS & IaaS GLP

Popular Tags

- cloud
 - data.
 - database dbaas
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 - oracle cloud
 - oracle cloud sales
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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?

Solve the biggest customer challenges

Here you will find a range of useful content that helps you show your customers how Oracle Cloud solutions can solve the biggest business challenges they face today.
Pick a specific customer issue below.



Reduce Costs & Modernize IT →

The need to reduce IT spend to fund innovation is a priority for today's businesses.



Improve Agility & innovation →

Digital disruption means businesses must deliver innovative applications, faster.



Increase Performance and Business Insights →

Businesses require insights & predictable performance to meet customer demands.



Reduce Risk →

With attacks on the rise, businesses must implement robust data security.

How the Partner Enablement Portal Benefits the Partners

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?

Reduce Risk

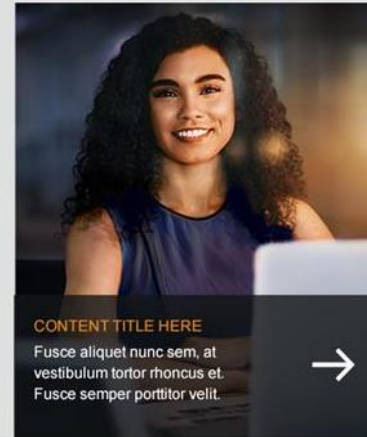
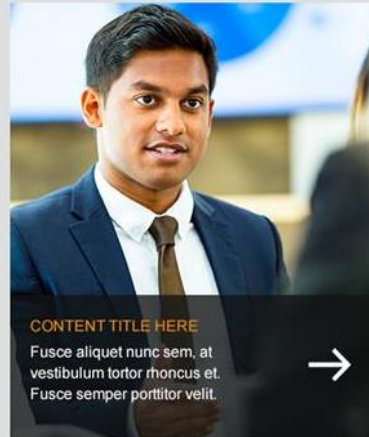
Data is the most important asset to the modern business and its security is a top priority. Below you will find a range of useful content to help you start the conversation with customers on how Oracle Cloud can reduce risk, and help you to ease any concerns they may have over the security of cloud technology.

Workshops

Handling Objections

Useful Assets

Customer Testimonials



How the Partner Enablement Portal Benefits the Partners

STEP 3 Enable and equip partners

VADs have access to:

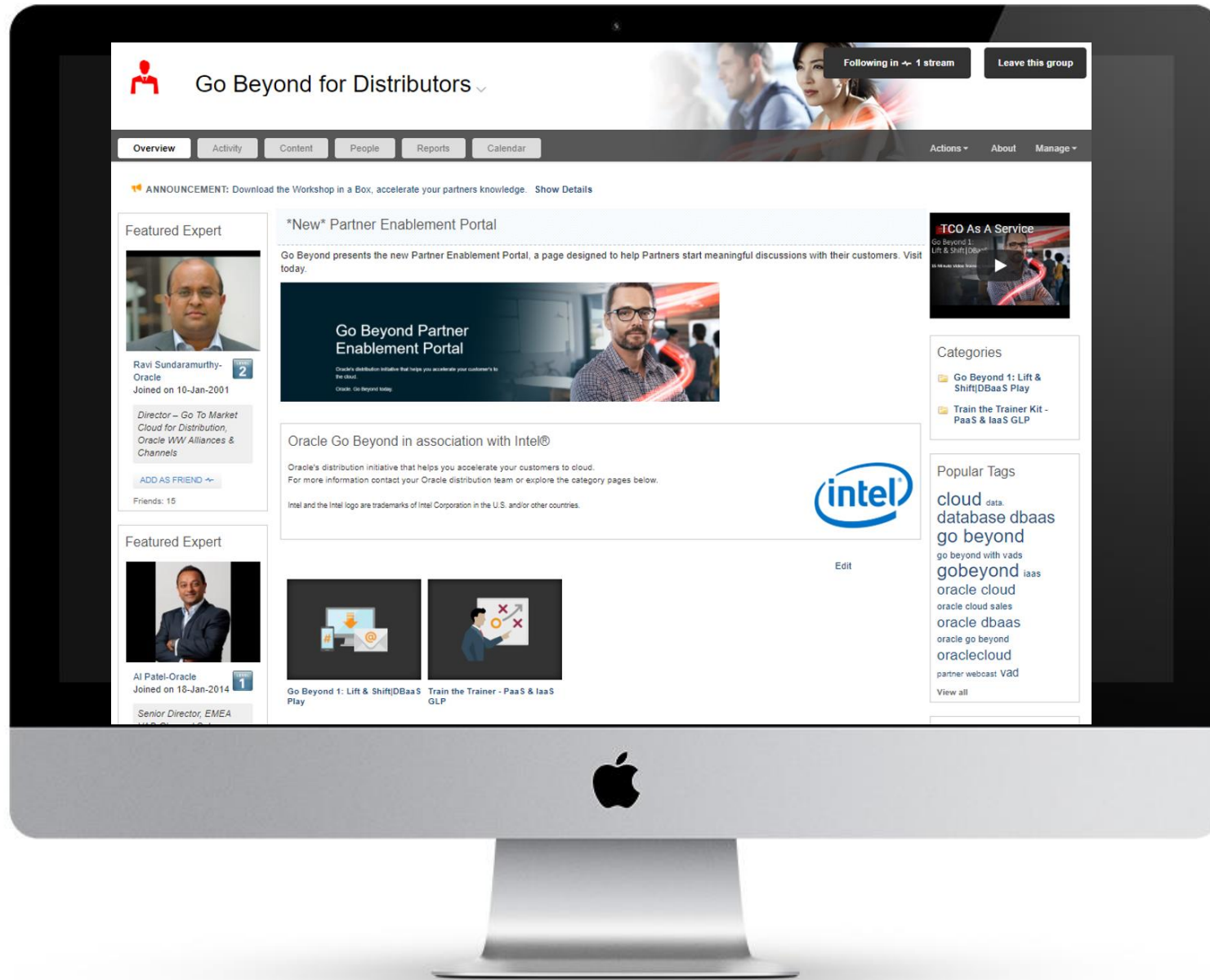
- Demonstration content.
- How to deliver workshop content for enablement.
- Ready to go Campaigns-in-a-box with templated emails and collateral.
- Tools to support engaging conversions to support customers cloud journeys.



Webinar



Podcasts



Training

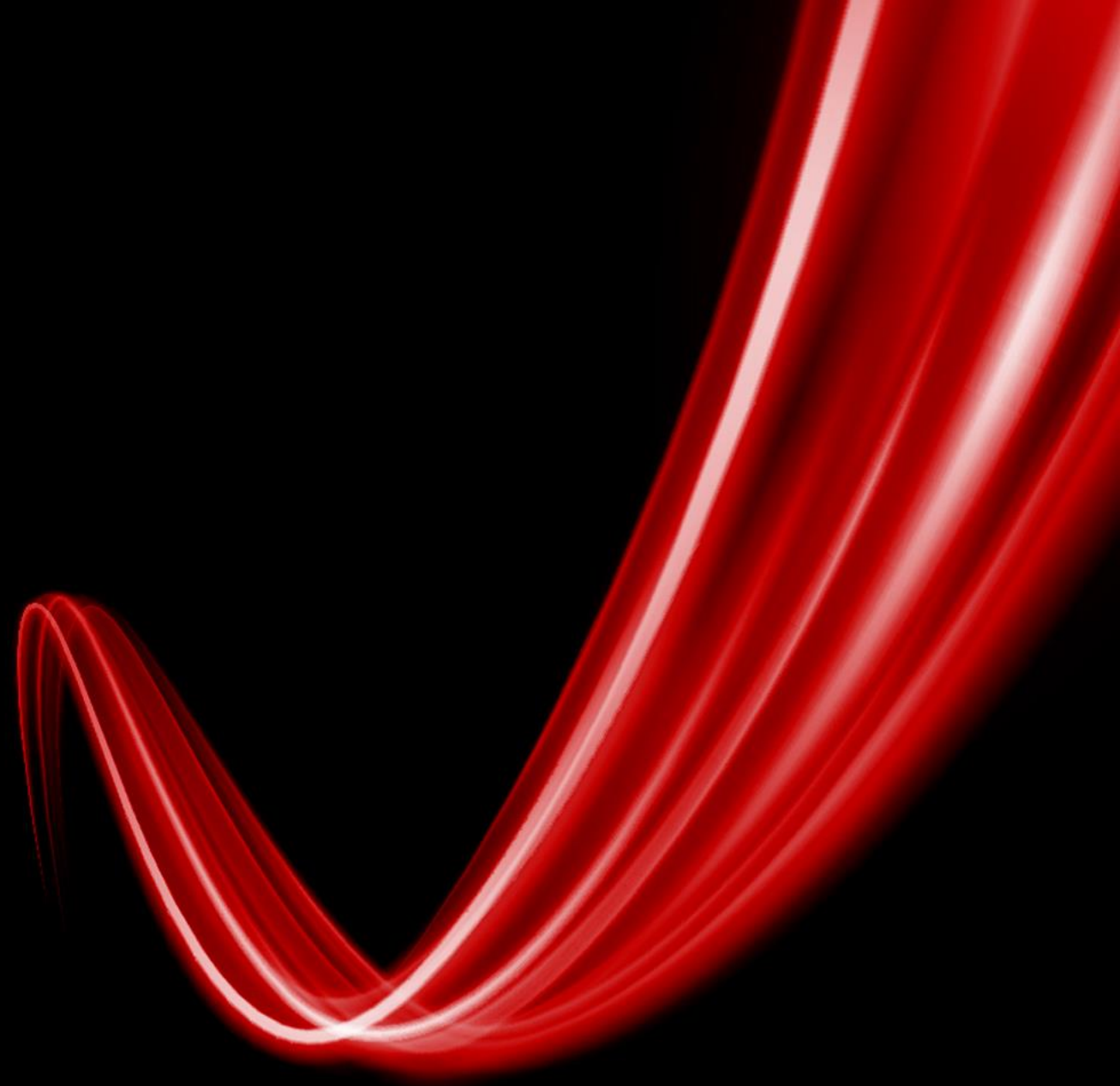


Campaign
in a Box



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

Integrated Cloud

Applications & Platform Services

ORACLE®