

# Oracle PartnerNetwork Specialized Remarketer Level

## AT A GLANCE

### TESTIMONIAL

"In the past, only larger, enterprise resellers were able to invest in building an Oracle practice. Now, with the Remarketer program, the start-up costs with Oracle have been eliminated, so all of my resellers are able to participate in growing a profitable Oracle business".

Jodi Honore  
Vice President,  
Ingram Micro  
Oracle Remarketer Authorized  
VAD, USA

### TOP BENEFITS

- Resell 1-Click products
- 1-Click Guided Learning Paths
- 1-Click Solution Kits
- 1-Click Ordering Process

*Jump-start into an Oracle resell business today with no commitment.*

*As an Oracle Remarketer you have the unique ability to immediately open new markets and sales opportunities. This level provides companies with the ability to resell select Oracle products via regionally located Remarketer Authorized Value Added Distributors with no membership fees or required authorizations.*

### Become an Oracle Remarketer to:

- Grow your business opportunities with the most affordable and expandable solutions in the market; Oracle 1-Click Products
- Increase profitability in your business transactions by using a streamlined channel-only ordering process
- Get business support through a Remarketer Authorized VAD for enrollment, training, support and sales enablement – <http://www.oracle.com/partners/goto/remarketerauthorizedvad>

### What Oracle Products Can You Resell as an Oracle Remarketer?

As a Remarketer, you can resell Oracle 1-Click ordering products and Support offerings, including:

#### Oracle 1-Click Products

- Oracle Database, Personal Edition
- Oracle Database, Standard Edition
- Oracle Database, Standard Edition One
- Oracle Application Server Standard Edition One
- Oracle Application Server Standard Edition
- Oracle Business Intelligence Standard Edition One
- Oracle WebLogic Server Standard Edition
- Oracle Universal Content Management Standard Edition
- Oracle Document Capture
- Oracle Internet Developer Suite
- Oracle SQL Developer Data Modeler
- † AutoVue Office
- † AutoVue 2D Professional
- † AutoVue 3D Professional Advanced
- † AutoVue EDA Professional
- † AutoVue Electro-Mechanical Professional
- † Oracle Crystal Ball
- † Oracle Crystal Ball Decision Optimizer
- † Oracle Crystal Ball Enterprise Performance Management

#### Support Offerings

- † Oracle Enterprise Linux Support
- † Oracle VM Support

† Availability varies by Remarketer Authorized Value Added Distributor

### Oracle Remarketer Benefits Highlights

- †† Access to specific education via Guided Learning Paths available in the Oracle PartnerNetwork Competency Center
- †† Marketing kits
- †† Ability to resell authorized products
- †† Sales kits
- Rewards for referring Oracle business through the Oracle Open Market Model Referral Initiative
- Access to the 1-Click Ordering Process, a channel-exclusive process that expedites orders from sale to fulfillment

†† Product information limited to 1-Click Products

### Remarketer Is Free

There are no fees required to begin reselling select Oracle software as an Oracle Remarketer.

### How to start selling as a Remarketer

To begin selling select Oracle software as a Remarketer simply contact a Remarketer Authorized VAD in your region.

The contact list is located at <http://www.oracle.com/partners/goto/remarketerauthorizedvad>

### How to Register on OPN as a Remarketer

Go to [partner.oracle.com](http://partner.oracle.com) > click on **Join Now** to start your registration.

Registration is optional.

### Where to Find More Information

- Go to <http://www.oracle.com/goto/remarketer>
- More details at [partner.oracle.com](http://partner.oracle.com) > **OPN Program** > **OPN Details by Levels** > click on **Remarketer**
- Check the 1-Click Technology for Midsize Companies Knowledge Zone, on OPN portal, for sales and enablement tools designed to help you start today.
- Stay connected: provide comments, ideas, and feedback directly to Oracle by becoming a member of the Remarketer Mix at [mix.oracle.com/groups/11644](http://mix.oracle.com/groups/11644).

**Start Making Money Today by Becoming an Oracle Remarketer**



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