Oracle PartnerNetwork
Cloud Managed Service Provider Program

Modern Business. Modern Cloud. Leading Cloud Technology from Oracle and Comprehensive Services from Oracle Cloud Managed Service Providers.

The Oracle Cloud Managed Service Provider (MSP) Program recognizes partners with the skills and expertise to build, deploy, run, and manage both Oracle and non-Oracle workloads on Oracle Cloud Platform. The program enables Oracle PartnerNetwork (OPN) members to offer a complete managed service solution for workloads running on Oracle Platform as a Service (PaaS) and Infrastructure as a Service (IaaS).

Oracle Cloud Managed Service Provider Value

Cloud Managed Service Providers (MSPs) qualify into the program by exemplifying their capacity to manage customers' cloud infrastructure, and/or end-user systems, and provide services including cloud advisory, service migration, DevOps, provisioning and orchestration, monitoring, 24x7 monitoring, incidence and change management, and cloud optimization, among many others. Upon qualification, Oracle Cloud Managed Service Providers can purchase Oracle Cloud Platform products for customers, package their MSP services, and provide a complete solution to the customer.

The program satisfies the demands of industry trends toward datacenter transformation, with many customers seeking to outsource their datacenters to the public cloud, shift their resources to areas of strategic innovation, and benefit from purchasing a complete solution from a single source.

Oracle Cloud Managed Service Provider Program Benefits

Oracle Cloud Managed Service Providers receive:

Go-to-Market Resources

» Oracle Cloud Managed Service Provider Logo
» Promotion on Oracle Cloud Marketplace
» Oracle Cloud MSP Council Eligibility

PAIRING PARTNER EXPERTISE WITH ORACLE'S LEADING CLOUD PLATFORM

With the Oracle Cloud Managed Service Provider Program, partners reap the benefits of building their services on a world-class cloud infrastructure, and customers receive the complete solution they need to optimize their cloud initiatives – reducing risk, cost, and complexity.

Integrated Cloud Applications & Platform Services

- » Press Release with Executive Quote
- » Market Development Fund and Oracle Customer Visit Center Eligibility
- » Formal Regional Field Sales Engagement
- » Executive Sponsor

Enablement Resources

- » Training and Best Practices
- » Product Roadmap Updates under NDA
- » Access to Solution Architect

Sales Incentives

- » Program-based Commercial Incentives on MSP Transactions
- » Discounts for Internal Use of Cloud Environments for Cloud MSP Operations
- » Cloud Credits for Dev/Test/Demo Environments

Criteria for Oracle Cloud Managed Service Providers

To participate in the program and achieve Oracle Cloud Managed Service Provider status, partners must satisfy a set of competency and business criteria. Steps and criteria include:

1. Be an Oracle PartnerNetwork member with an approved Cloud Designation

2. Meet the competency criteria
   - » Two system operations staff members trained through the Oracle Compute Cloud Service, Storage Cloud Service, Database Cloud Service, and Java Cloud Service Workshop
   - » Infrastructure as a Service Sales, Presales & Implementation Specialists (2 each)
   - » Database Cloud Services Sales, Presales & Implementation Specialists (2 each)

3. Submit the Oracle Cloud Managed Service Provider Self-Assessment Technical Checklist for validation

4. Execute Oracle Cloud Services Agreement and Managed Service Provider Amendment

5. Apply for the Oracle Cloud Managed Service Provider Program and be approved

6. Activate the benefits of the Oracle Cloud Managed Service Provider Program

7. Satisfactorily complete the 3rd party audit and be approved. Audit assessment includes, but are not limited to:
   - » Evidence of automation tools with API level integration with Oracle IaaS, PaaS for provisioning
   - » Ability to provide managed services for customers with Oracle and non-Oracle workloads on Oracle Cloud Platform with documented processes, expertise, Oracle cloud specific assets and above automation tools on Oracle Cloud Platform

8. Meet all revenue, reference and audit criteria during "Momentum" period to maintain status
   - » Three published customer references
   - » Minimum of $50K monthly ($600K annual) recurring revenue in Oracle Cloud Platform IaaS and/or PaaS transacted as an Oracle Cloud MSP

ORACLE

Integrated Cloud Applications & Platform Services