

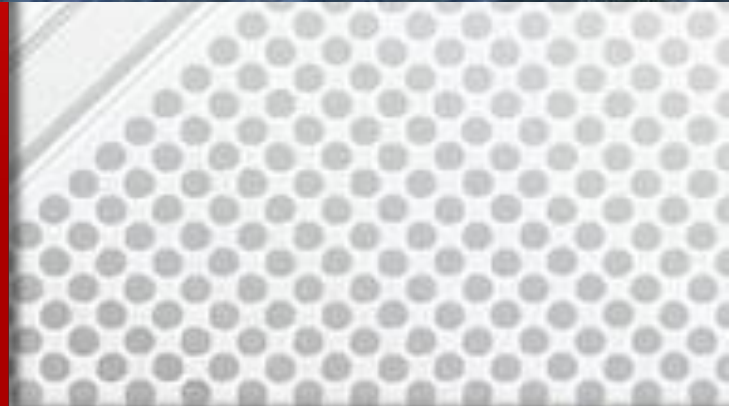
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Партнерские программы по Oracle Systems

Александр Непомнящий
Oracle Alliances & Channels СНГ



Демо-программы

Oracle Database Appliance X4-2 Demo Equipment Purchase Initiative

Oracle Database Appliance X4-2

Oracle Database Appliance X4-2 Storage Expansion

До 31 Мая 2014

ZS3 Storage System Demo Equipment Purchase Initiative

До 31 Мая 2014

Exadata X4-2 Demo Equipment Purchase Initiative

До 30 Апреля 2014

Программы работают только через дистрибьюторов

6 месяцев демо-период

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SMART Combos

Overview

5 Smart Combos

- ✓ **JD Edwards EnterpriseOne Combo (JDE on Oracle Database Appliance with DB Options)**
High Availability Applications without IT expertise
- ✓ **Oracle Database Appliance Combo (Oracle Database Appliance with DB Options – Storage)**
High Availability Database without IT expertise
- ✓ **Oracle Exadata Combo (Oracle Exadata with ZS3 Storage and DB Options)**
Extreme data protection & high availability for Exadata
- ✓ **Oracle Storage Combo (ZS3 Storage with DB Options)**
Simplified data management through unique integration
- ✓ **SPARC T-Series Servers Combo (SPARC T- Series with ZS3 Storage and DB Options)**
Simplified, Secure, Scalable data & application platform for best business value

Engineered To Sell Together

Smart Combo Advantages

Заказчик

Партнер



Экономия



Меньше рисков



Выше
производительность



- ✓ Больше доля бизнеса в заказчике
- ✓ Выше вероятность победы
- ✓ Меньше риска
- ✓ Меньше времени и затрат на развертывание решения
- ✓ Меньше конкурентов

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Oracle Storage Combo

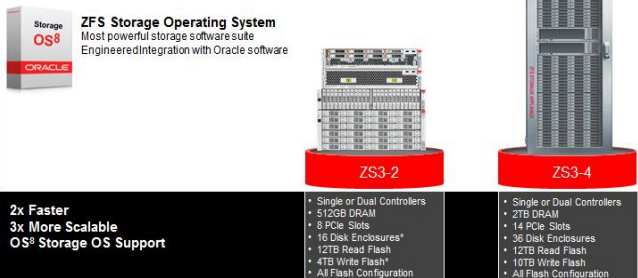
Simplified Data Management through Unique Integration

ZS3 Storage Solution

Oracle Database Options

ZS3 Storage Ingredients

Oracle's **new ZS3 Series**



The image shows two Oracle ZS3 storage units, labeled ZS3-2 and ZS3-4, standing on red bases. To the left is a box for the ZFS Storage Operating System (OS8). Below the units is a table of specifications.

	ZS3-2	ZS3-4
2x Faster		
3x More Scalable		
OS ⁸ Storage OS Support		
Single or Dual Controllers		
512GB DRAM		
8 PCIe Slots		
16 Disk Enclosures*		
12TB Read Flash		
4TB Write Flash*		
All Flash Configuration		

Oracle Intelligent Storage Protocol (OISP)
Oracle Advanced Database Optimization with HCC
Hybrid Columnar Compression (block/file)
Oracle Database snap management

Recommended Database Options

Oracle Advanced Compression

Oracle Partitioning



Oracle Storage Combo

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OPN Incentive Program FY14 on Broad Market

Oracle Storage Combo – up to 10% additional rebate !

3%

Registration

✓ Registered & Approved

+5%

Strategic Hardware

✓ Strategic Hardware

+2%

Oracle on Oracle

✓ Same customer and quarter:

- Strategic HW + Strategic SW
- OR
- Strategic Server + Strategic Storage

Broad Market Account - Oracle Premier Support

Oracle Storage Combo
Components

ZS3 Storage

ZS3 Storage
+ DB Options

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Oracle on Oracle Rebate - Example

Broad market, support attached, registered

Product	Net Price	OPN IP Strategic Product	Strategic Product Value	Registration Rebate
Partitioning	\$92,000	Yes	\$92,000	\$2,760.00
Advanced Compression	\$92,000	Yes	\$92,000	\$2,760.00
Sparc T5-2 Server	\$40,000	Yes	\$40,000	\$1,200.00
Oracle ZFS Storage ZS3-2	\$49,000	Yes	\$49,000	\$1,470.00
StorageTek SL150 Library	\$10,000	Yes	\$10,000	\$300.00
Total	\$283,000		\$283,000	\$8,490

Strategic Product

Strategic HW Rebate	Oracle on Oracle Rebate
	\$1,840.00
	\$1,840.00
\$2,000.00	\$800.00
\$2,450.00	\$980.00
\$500.00	\$200.00
\$4,950.00	\$5,660.00

Rebate:
\$10,610

} Strategic SW

} Strategic HW

Total OPN IP Rebate:\$19,100

For illustration purposes only

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Более детальная информация

- OPN Smart Combos
www.oracle.com/partners/goto/smartcombos-emea
- OPN Incentive Program Resource Center
www.oracle.com/partners/goto/opn-incentive-program
- EMEA Oracle Partner News
<https://blogs.oracle.com/emeapartnernews/>

Coming soon



Marketing Kits for Partners

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