1-800-456-8000 x76769
Oracle-Licensing@Ingrammicro.com
Desk hours - 8:30-8:00 Eastern
Market Development – Heather Vogt
1-800-456-8000 x65209
www.oracle.com

Vendor Program Overview

Oracle is the market leader in data database software as well as a large number of additional products. All software is available as electronic product licenses with downloadable software.

Key Products

Database
Business Intelligence
Project Management
Content Management

Maintenance/Support

Maintenance is highly recommended on all license purchases. Maintenance provides tech support and product updates. It is for one year and is renewed direct from Oracle.

Media

Media is a free download from Oracle's website, http://edelivery.oracle.com

Authorization Requirements

Oracle's Remarketer program allows resellers to sell the Oracle SMB products without requiring them to be a full partner of Oracle. These products include Database Standard Edition One and Standard Edition, Application Server Standard Edition One, Standard Edition, WebLogic Standard Edition, Document Capture, Universal Content Management Standard Edition as well as Business Intelligence Standard Edition One.

The Enterprise program requires that resellers become Oracle partners. With an annual fee of $2500 for the gold level, this partnership gives resellers access to all of the features and benefits of Oracle, as well as being able to sell all of the Oracle technology products.

Ordering Requirements

All Oracle products have different minimums. To assure prompt processing of your Oracle purchase, please be sure to include the following information when placing your order with us:

1. PO number
2. End-user agency/organization name
3. End-user shipping street address, city, state and zip code
4. End-user contact name - first and last name required
5. End-user contact phone number
6. End-user contact email address

7. Maintenance is mandatory if customers have purchased maintenance on a previous purchase of the same product

Product Delivery
Oracle's normal processing time on orders is 2-3 business days. Licenses are delivered via email. The delivery must go directly to the end user; however, resellers are copied in on the license e-mail.

Renewals
Renewals are purchased direct from Oracle by the enduser.

Pricing Programs
Oracle does not have any standard discounting for quantity or by enduser. However, on a large purchase of Oracle software, additional discount may be available with a business justification for Oracle partners.

Important Notes
Sun hardware and software is not yet available from Ingram Micro. Please contact your authorized Sun Distributor for more information on Sun.

Oracle offers product training. Please visit their site for details
http://www.oracle.com/partners/en/knowledge-zone/022386.htm