

OPN COMPETENCY CENTER

The Fast Track to OPN Education

User Manual



English

INTRODUCTION

The Oracle PartnerNetwork Competency Center (OPN CC) platform offers you, our partner, easy access to all product and role-based trainings adapted to the OPN partner program. This intelligent training tool allows you to manage your Oracle training:

- Follow role-based guided training paths
- Sign up for courses
- Complete accreditation tests
- Build and monitor workgroups around any product specialization
- Monitor your personal progress and your company's progress towards meeting the criteria for Specializations or Resell Rights.

The OPN Competency Center can be accessed at <https://competencycenter.oracle.com>

Who is authorized to access the OPN CC?

Any user who is registered with a valid Oracle Partner organization is allowed to access the OPN CC.

A valid partner user is a person that satisfies the following criteria:

1. The user has an Oracle.com account.
2. The Partner's Organization has a valid Company Identifier and must be a current/active Oracle Partner.
Note: Partners whose membership expired are not considered valid partners until they renew their membership.
3. The user's Oracle.com account is mapped to the appropriate company identifier via Oracle Partner Store (OPS).



ATTENTION

You will be asked to log in with your Oracle Partner Network account. Enter your username and password and press ENTER.

1.

Regular User for OPN CC

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2.

Partner Administrator for OPN CC

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WELCOME TO OPN CC

Oracle recognizes partner competency skills and commitment through the Oracle PartnerNetwork Specialized program and offers a variety of accreditations which count towards OPN Certification. You can validate your knowledge and get the credit you deserve by passing the online and/or in class exams offered across Oracle's portfolio of products and solutions.

The screenshot shows the OPN Competency Center interface. At the top is a red header with the OPN logo and 'COMPETENCY CENTER' text. Below the header is a navigation bar with links: Training Plan, Find Training, Work Groups, Credentials, and Company. On the right of the navigation bar is a user profile icon labeled 'Regular User' and a language dropdown set to 'English'. The main content area is titled 'My Training Plan' and features three tabs: 'Work in Progress' (active), 'Completed', and 'Recommended'. A search icon and 'Find GLPs' text are on the right. The training plans are displayed in a grid of 10 cards, each with a title, a progress bar, and a close button. The titles are: Fujitsu M10 Servers 2014 Presales Specialist, Oracle Exalogic Elastic Cloud 2014 Presales Specialist, Oracle Exalogic Elastic Cloud 2014 Sales Specialist, Oracle Tape Storage PreSales Specialist, Oracle Tape Storage Sales Specialist, SPARC Enterprise High-End M-Series Servers Presales Specialist, SPARC Enterprise High-End M-Series Servers Sales Specialist, SPARC M6-32 and M5-32 Servers PreSales Specialist, SPARC M6-32 and M5-32 Servers Sales Specialist, and Sun Flash Storage Presales Specialist. The progress bars show varying levels of completion, with some being green and others grey.

Sign In

Username

john.smith@oracle.com

Password

Lost Password? [Reset your password](#) via APS or by calling the Oracle Helpdesk

Sign In

Powered by Oracle Access Manager 11g

1. Log in to OPN CC

In order to use the OPN CC platform you have to log in with your Oracle account. Enter your username and password and press ENTER.

Once logged in you will be taken to the OPN CC homepage.

QUICK START GUIDE



2. OPN CC Menu

Training Plans - Access your customized training curricula: go to Work in progress, Completed, and Recommended or check Training History for completed courses.

Find Training – Browse through the training curricula, check the Guided Learning Paths, Boot Camps, Fast Track Fridays or Supplemental Training.

Work Groups – To navigate to the workgroups you are part of, click on Workgroups

Credentials – Download the Specialist Certificates and Specialists Logos earned.

Company – Check Company's status and track progress via Company Status, Company Credentials, Specialization Tracker, Resell Competency Tracker, VAD Specialization Tracker and VAD Resell Competency Tracker.

Partner Administrator Only: Competency Reporting, Training Manager.

Notifications / Preferences / Sign Out links

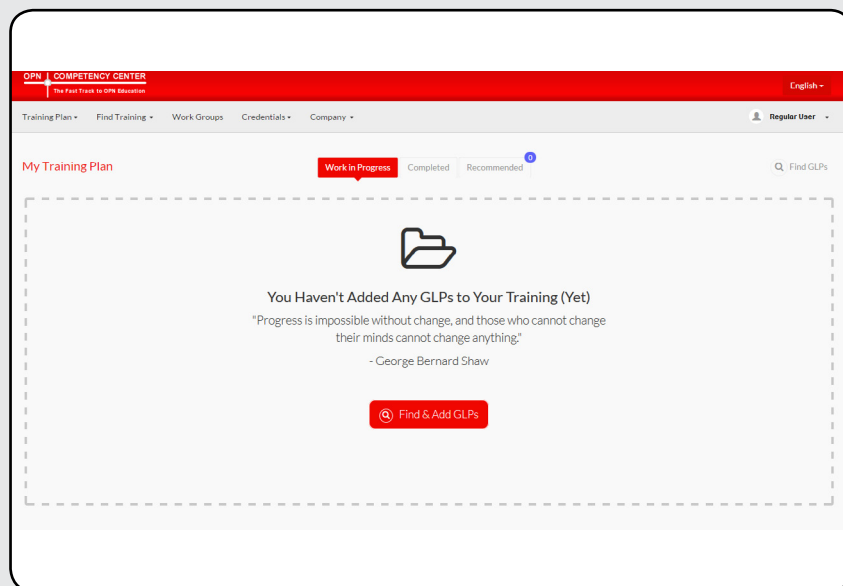
To check your current notifications click on "**Notifications**".

To recommend courses or to check your CertView account, click on "**Preferences**".

To sign out of your account, click the "**Sign Out**" link.

TRAINING PLANS MENU

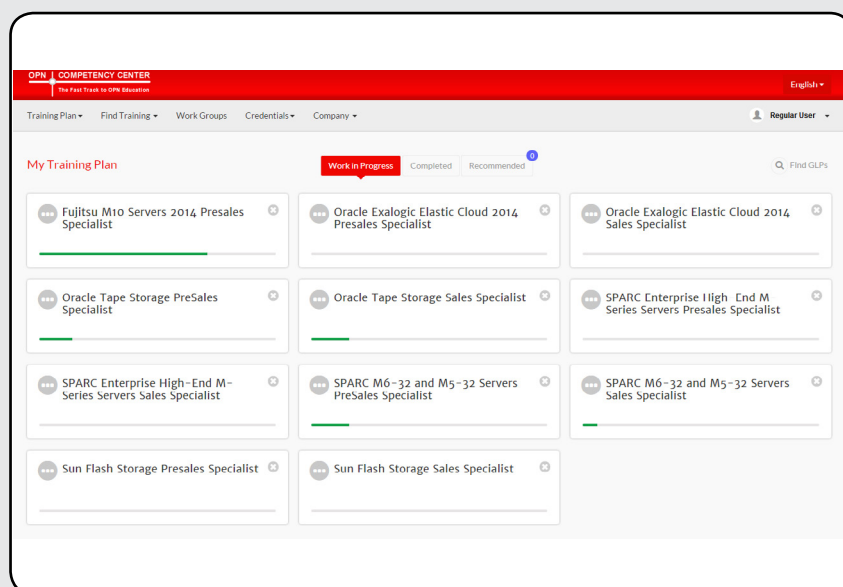
1. My Training Plan



The first page displayed when accessing OPNCC is My Training Plans.

As a first time user you are invited to search for the training you are interested in. Once on the Guided Learning Path page, the Add GLP button allows you to build your plan.

2. Work in Progress

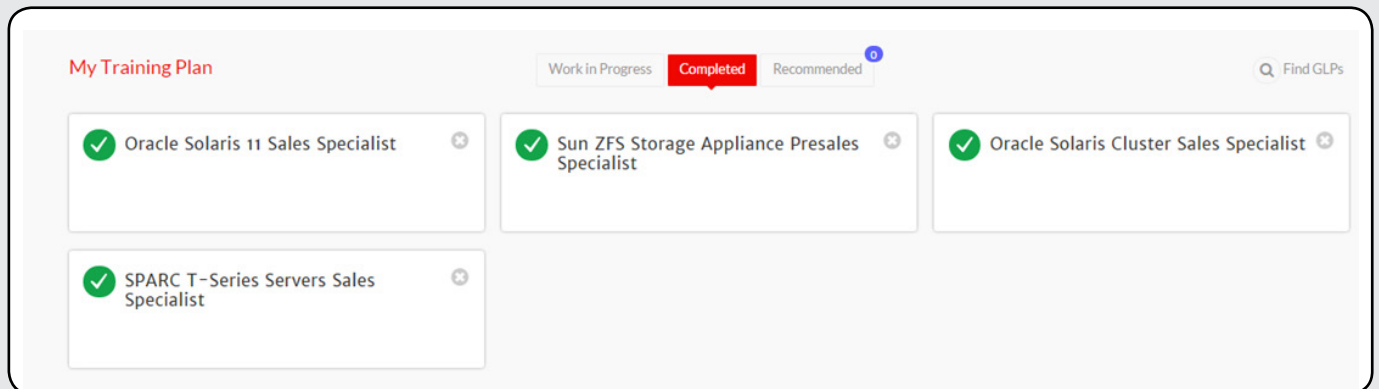


The GLPs selected in your training plan, will first appear under Work in Progress.

The Progress Bar shows you the completion of the required elements for each GLP.

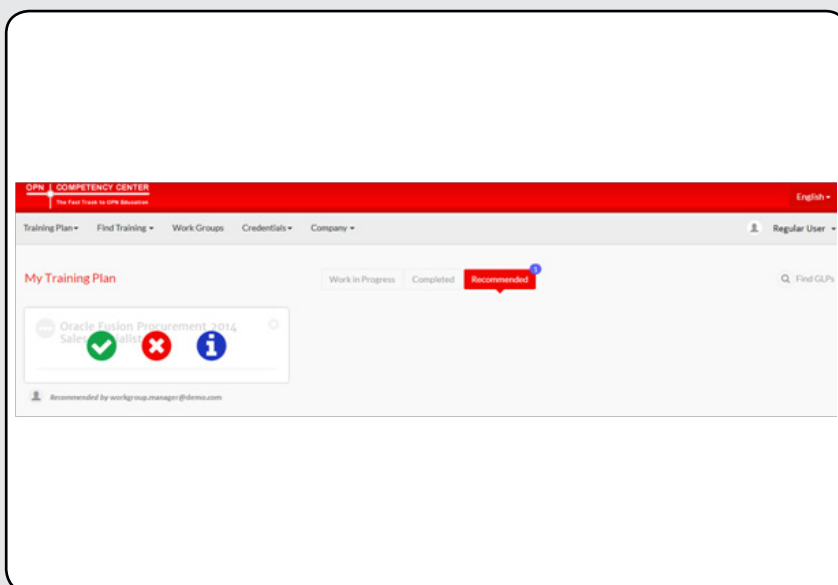
TRAINING PLANS - MENU

3. Completed



After you have completed a GLP in your training plan, it will be displayed under the Completed Tab.

4. Recommended



Training Managers in your company can recommend you GLPs if you are part of a workgroup. You will see the suggestions under the Recommended Tab.

5. Training History

Training History		
<div> Learning Certification Exams InClass Courses Legacy Sun Courses </div>		
Course code	Course Name	Completion Date
5630591251	Oracle Documents Cloud Service Partner R2 Update and Overview Webinar	15-APR-2015
5631310474	Managing and Monitoring Oracle GoldenGate 12c	19-MAR-2015
5618795390	Doing More with Oracle Data Integrator 12c	17-MAR-2015
5628762657	Introduction to My Oracle Support	16-MAR-2015
5490515029	Oracle GoldenGate 12c - Market Definition	23-FEB-2015
5494234305	Oracle GoldenGate 12c - Product Area Features and Functions for Non technical Individuals	23-FEB-2015
5614302523	WebCenter Content 11g System Architecture Part 1	17-FEB-2015
5449153070	Sun Server X4-4 Engineering TOC Overview and Architecture	10-FEB-2015
5402872295	Oracle WebCenter Sites 11g Building Templates - Templates	05-FEB-2015
5403004931	Oracle WebCenter Sites 11g Configuring a New Content Management Site - Site Building Process	05-FEB-2015
5336752385	Oracle WebCenter Sites 11g - Solution Product Overview	05-FEB-2015
5402656204	Oracle WebCenter Sites 11g Solution Overview - Architecture	05-FEB-2015
5569506075	Introductory Training: Analytics in the Cloud	11-NOV-2014
5289265759	Oracle Endeca Information Discovery Sales Plays	23-SEP-2014
5378305490	Planning and Budgeting Cloud Service	16-SEP-2014
5517536535	Oracle Virtual Compute Appliance X4-2 FRU and CRU Procedures	11-SEP-2014
5529847228	Oracle Endeca Information Discovery 3.1 Certified Implementation Specialist Exam Study Guide	28-JUL-2014
5075833056	Exalogic Elastic Cloud X2-2 Essentials Exam Study Guide	22-JUL-2014
5485760719	Oracle WebCenter Sites 11g Essentials - Exam Study Guide	23-JUN-2014
5515624829	Oracle Endeca Information Discovery 3.1 Positioning Oracle Endeca Information Discovery	17-JUN-2014
5515248846	Oracle Endeca Information Discovery 3.1 Cross Sell and Up Sell	17-JUN-2014
5515615263	Oracle Endeca Information Discovery 3.1 Demonstration	13-JUN-2014
5515267514	Oracle Endeca Information Discovery 3.1 Objection Handling and Competition	12-JUN-2014

Training History gives you a view of all completed courses and tests that are part of guided learning paths. Note that OPN CC tracks completion only for training assets (courses and assessments) hosted online on iLearning platform, courses delivered in class by Oracle University and Pearson Vue proctored exams. Legacy Sun records are also displayed in a separate tab.

FIND TRAINING - MENU

1. Guided Learning Path

Search GLPs

Or Browse GLPs

Select a Job Role	Select a Solution	GLP Results
Show All	Show All	
Sales	Application Grid	Oracle Application Grid Sales Specialist
PreSales	Application Integration Architecture	Oracle Application Grid PreSales Specialist
Implementation	ATG	Oracle Application Grid Implementation Specialist
Support	AutoVue Enterprise Visualization	Oracle Application Grid Technology Support Specialist
Integration Consultant	Business Intelligence	Oracle Application Integration Architecture Sales Specialist
Cloud Service Specialist	Cloud Builder	Oracle Application Integration Architecture PreSales Specialist
Developer	Customer Support (Advanced Customer Services)	Oracle Application Integration Architecture Implementation Specialist
Administrator	Data Integration	Oracle Application Integration Architecture Support Specialist
Soft Skills	Engineered Systems	Oracle ATG Web Commerce 10 Sales Specialist
Implementation Functional	Enterprise Communications Operations Monitor	Oracle ATG Web Commerce 10 PreSales Specialist
Industry Specialist	Enterprise Communications WebRTC Session Controller	Oracle ATG Web Commerce 10 Implementation Specialist Development
Architect	Enterprise Manager	
Implementation Technical		

All available training materials are organized in role based guided learning paths. You can use the keyword search to find the appropriate titles or browse the catalog.

To browse the training catalog, job role and solution filtering is available. Select a role and check the list of solutions that have dedicated training materials.

If you are interested to see all the job roles that apply to a solution, the toggle button allows the change of the filtering order – select solution and then job role.

No matter the navigation path chosen (search or browse), when clicking on the content name you will be taken to the guided learning path page.

2. Guided Learning Path Page

Oracle Documents Cloud Service Specialist

Overview Learning Path Share Add GLP

0%

Overview for WebCenter Content: Documents Cloud Service Introduction

15 mins

PaaS: Documents Cloud Service

10 mins

Oracle Documents Cloud Service: Cloud-Based File Sharing

11 mins

Oracle Documents Cloud Service: Hybrid Enterprise Content Management

13 mins

Oracle Documents Cloud Service Design and Architecture

21 mins

Oracle Documents Cloud Service: Demonstration

Overview for WebCenter Content: Documents Cloud Service Introduction

Course | Recommended | Online | 15 mins | ★★★★★ 2 Rating(s)

Course Details

This class is an introduction into Oracle Documents Cloud Service

Recommend Opt-Out Take Course >

PaaS: Documents Cloud Service

Course | Recommended | Online | 10 mins | ★★★★★ 1 Rating(s)

Course Details

This lesson will provide you with information about how the IT landscape is changing with the shift to cloud computing. We will discuss market trends and business dynamics driving customers towards cloud computing. The lesson will also cover the broad Oracle Cloud value proposition and explanation of key components. Finally, we will cover the pricing model for the Documents Cloud Service

Recommend

The GLPs are built by Oracle subject matter experts and cover the latest product release features, functionalities, demos, and more. Upon completion of a GLP, you can evaluate your skills and knowledge by taking the associated assessments/exams and earn an accreditation recognized by Oracle.

The completion status of the GLP is displayed on the left side panel. Taking the recommended trainings will increase the percentage status, but to reach 100% all required elements must be completed.


Navigate the list of courses and assessments on the left side, click on an item and check the right panel for more details: course required or recommended, online or in class, duration, and course description.

Click on Take Course in order to access the material.

For in class trainings that are not traceable by system, when done, you can Mark the courses as completed.

You can also Opt-out of recommended courses if you already have the knowledge about the topic presented. These courses will no longer count towards the completion status.

2.1. Take Assessment

 **eSeminar** Oracle Data Integrator 12c Presales Specialist Assessment

Language: English | Enrollment Status: Booked | Version: 1.0

Description

This 40-question assessment is the final step towards becoming an Oracle Data Integrator 12c Presales Specialist. Be Recognized! Pass the test, score 80% or more, and get your [OPN Specialist Certificate!](#)

Outline

- Oracle Data Integrator 12c Presales Specialist Assessment [Not Attempted]

Categories

Find Oracle Data Integrator 12c Presales Specialist Assessment in these categories:

- [Oracle Data Integrator](#)

For Online Specialist Assessments the Take Test button will open the assessment in a new window. Click the “Play” to start.


2.2. Take Exam

Get Certified

Become Oracle Certified

Earn a highly-respected IT credential.

[Learn More about Data Integrator \(ODI\) Certification >](#)



Step 1 - Pass Exam

Exam

[Oracle Data Integrator 11g Certified Implementation Essentials 1Z0-482](#)

[Register Now](#)

Exam Preparation (optional)

It is recommended that you complete all four courses to best prepare for this exam:

- [Oracle Data Integrator 11g: Integration and Administration](#)
- [Oracle Data Integrator 11g: Advanced Integration and Development](#)
- [Oracle Enterprise Data Quality: Match and Parse](#)
- [Oracle Enterprise Data Quality: Profile, Audit and Operate](#)

Complete the above steps to earn the Oracle Data Integrator 11g Certified Implementation Specialist Certification.

For proctored In-Class Specialist Exams, Take Test will take you to a page that has all the information you need: exam registration URL, associated certifications, exam price, duration, number of questions, passing score, recommended training and exam topics.

2.3. Guided Learning Path Overview

The Overview tab gives you more details about the Guided Learning Path: description, ratings and other users' reviews.

The screenshot shows the 'Oracle Application Grid PreSales Specialist' Guided Learning Path (GLP) Overview page. At the top, there are tabs for 'Overview' (selected) and 'Learning Path', along with 'Share' and 'Add GLP' icons. The main content area is titled 'GLP Details' and includes a 'Description' section stating the path is for presales representatives. Below this is an 'Assessment Objectives' list: Application Grid Fundamentals, Product Overview, Market Definition, Product Positioning, WebLogic Suite Components, OC4J Migration, Coherence Features, Tuxedo Features, JRockit Features, and Product Licensing and Support. The 'User Reviews' section shows a rating of 4.5 stars (4 out of 5 stars) and a 'Write a Review' button.

Oracle Application Grid PreSales Specialist

Overview Learning Path Share Add GLP

GLP Details

Description
The Oracle AppsGrid PreSales Specialist guided learning path is intended for presales representatives at partner organizations who specialize in selling Oracle AppsGrid. The recommended online training sessions provide presales training solutions that equip the teams with the product knowledge, market knowledge and selling strategies to help them achieve their revenue targets. Passing the assessment test with a score of 80% or more will enable you to become an Oracle PreSales Specialist.

Assessment Objectives
Application Grid Fundamentals
Product Overview
Market Definition
Product Positioning
WebLogic Suite Components
OC4J Migration
Coherence Features
Tuxedo Features
JRockit Features
Product Licensing and Support

User Reviews
Rate This GLP: ★★★★★ Average: ★★★★★ Your rating of the GLP together with the average of 3 who have rated the GLP. [Write a Review](#)

3. Find Training – Other Training Resources

Boot Camps - a combination of classroom lectures, hands-on lab exercises, and case studies designed as “jump start” training on industry-leading Oracle solutions and services.

Fast Track Fridays – a program created to offer Oracle Partners concise and compact training sessions and workshops, relevant to specialization and the OPN program.

Supplemental Training – a set of materials that have not yet been incorporated into a Guided Learning Path, but are ready for partner consumption. Formats include self-service recorded trainings, demos and product documentation.

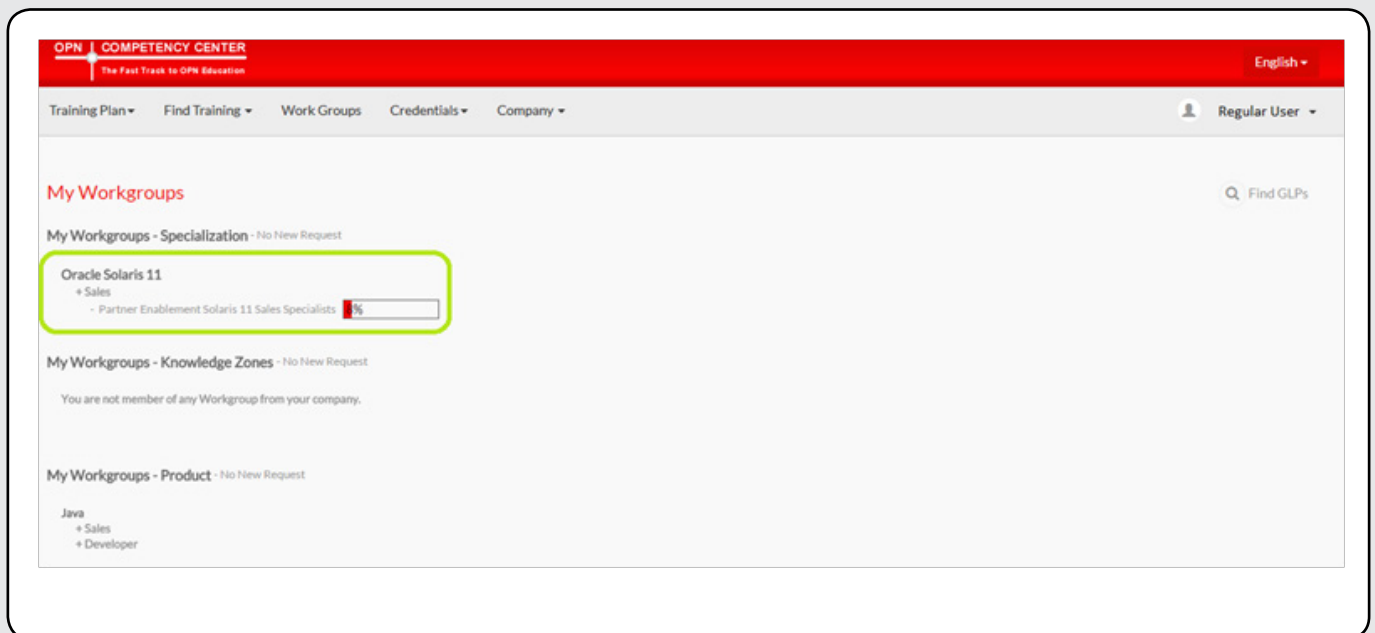
WORKGROUPS MENU

1. My Notifications

The workgroup members can see the list of the workgroups they joined, access the training requirements and check their progress. Workgroups will be listed by specialization, resell or product.

To open a workgroup, click on the job role that is located under the product that you are interested in and then click on the workgroup name.

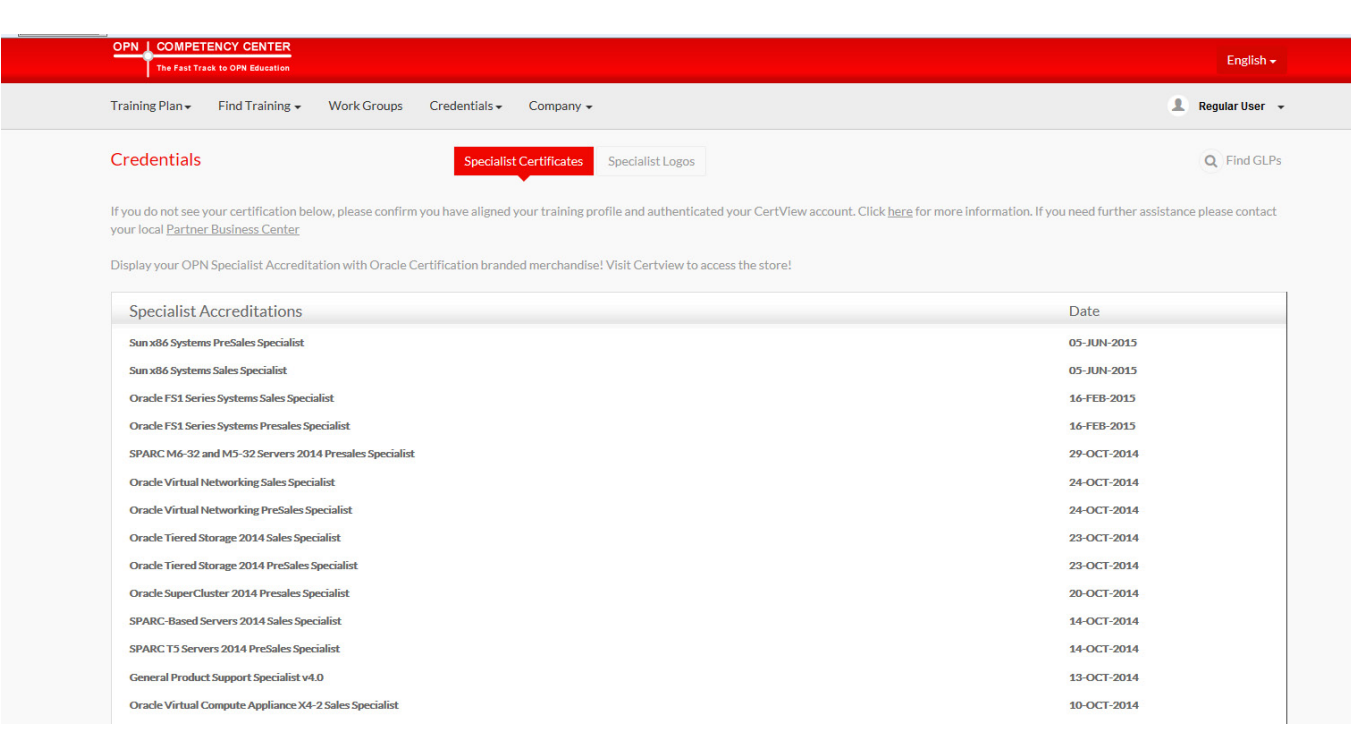
Note: The percentage next to the workgroup represents the overall completion status of the training requests accepted.



CREDENTIALS MENU

If you aligned your training profile and authenticated your CertView account, you should be able to see here all the specialist certificates and logos you obtained.
Check the URL for more info about Profile Badging.

1. Specialist Certificates



The screenshot displays the Oracle OPN Competency Center interface. The top navigation bar is red with the 'OPN | COMPETENCY CENTER' logo and the tagline 'The Fast Track to OPN Education'. Below the navigation bar, there are tabs for 'Training Plan', 'Find Training', 'Work Groups', 'Credentials', and 'Company'. The 'Credentials' tab is active, and within it, the 'Specialist Certificates' sub-tab is selected. The page shows a list of specialist accreditations with columns for the certification name and the date earned.

Specialist Accreditations	Date
Sun x86 Systems PreSales Specialist	05-JUN-2015
Sun x86 Systems Sales Specialist	05-JUN-2015
Oracle FS1 Series Systems Sales Specialist	16-FEB-2015
Oracle FS1 Series Systems Presales Specialist	16-FEB-2015
SPARC M6-32 and M5-32 Servers 2014 Presales Specialist	29-OCT-2014
Oracle Virtual Networking Sales Specialist	24-OCT-2014
Oracle Virtual Networking PreSales Specialist	24-OCT-2014
Oracle Tiered Storage 2014 Sales Specialist	23-OCT-2014
Oracle Tiered Storage 2014 PreSales Specialist	23-OCT-2014
Oracle SuperCluster 2014 Presales Specialist	20-OCT-2014
SPARC-Based Servers 2014 Sales Specialist	14-OCT-2014
SPARC T5 Servers 2014 PreSales Specialist	14-OCT-2014
General Product Support Specialist v4.0	13-OCT-2014
Oracle Virtual Compute Appliance X4-2 Sales Specialist	10-OCT-2014

Under Specialist Certificates you will be able to see all the certificates you earned.

2. Specialist Logos

Under Specialist Certificates you will be able to see all the certificates you earned.

The screenshot shows the Oracle PartnerNetwork (OPN) Competency Center interface. The top navigation bar is red with the OPN logo and 'COMPETENCY CENTER' text. Below it, a grey navigation bar contains links for Training Plan, Find Training, Work Groups, Credentials, and Company. The main content area has a 'Credentials' heading and two tabs: 'Specialist Certificates' and 'Specialist Logos', with the latter being active. A search bar labeled 'Find GLPs' is on the right. Below the tabs, a paragraph explains that Oracle PartnerNetwork Specialists logos are for marketing materials and refers to guidelines. A 'Database' section follows, containing a list of Oracle products and their support status.

Database
Oracle Database 11g - Support
Oracle Database 11g Performance Tuning - Support
Oracle Database 11g Security - Support
Oracle Database 11g Data Warehousing - Support
Oracle EM Application Quality Management 11g - Support
Oracle Enterprise Manager 11g - Support
Oracle Real Application Clusters 11g - Support
Oracle Real Application Clusters 12c

COMPANY MENU

In the Company Corner menu, the regular user can access several company-related details, reports and tools Company Status, Company Credentials, Specialization Tracker, and Resell Competency Tracker. A Value Added Reseller (VAR) can choose to share the Specialization Tracker and Resell Competency Tracker with a Value Added Distributor (VAD). In this case, the VAD users can also access the VAD Specialization Tracker and VAD Resell Competency Tracker and check the data for the VAR (s) that authorized them.

1. Company Status

The screenshot shows the Oracle Partner Gateway interface. At the top is a red header with the 'OPN' logo and 'COMPETENCY CENTER' text. Below this is a navigation bar with links for Training Plan, Find Training, Work Groups, Credentials, and Company. The 'Company' link is active. On the right of the navigation bar, there is a user profile icon labeled 'Regular User' and a language dropdown set to 'English'. The main content area is titled 'Company Status' and features a tabbed interface with 'Company Profile' selected. Other tabs include 'Oracle Ready', 'Specialization Status', and 'Resell Rights Status'. A search bar labeled 'Find GLPs' is on the right. The company name 'Computacenter (UK) Ltd' is displayed at the top of the main content area. Below this, the page is divided into three columns. The left column shows 'Partner Level' as 'Platinum Level' and 'Membership Expiry Date' as '11-Feb-2016' with a green status indicator. The middle column shows 'Partner Company Id' and 'Partner Registry Id' as '1234567890'. The right column shows 'Partner Administrator(s)' as 'partneradmin@oraclepartname.com'. At the bottom of the main content area, there are three links: 'Specializations Tracker', 'Get Specialized', and 'View Company Profile in Solutions Catalog'. A 'Print this page' link is also present.

Partner Level	Partner Company Id	Partner Administrator(s)
Platinum Level	1234567890	partneradmin@oraclepartname.com
Membership Expiry Date	Partner Registry Id	
11-Feb-2016 (Membership is Current)	1234567890	

Specializations Tracker

Get Specialized

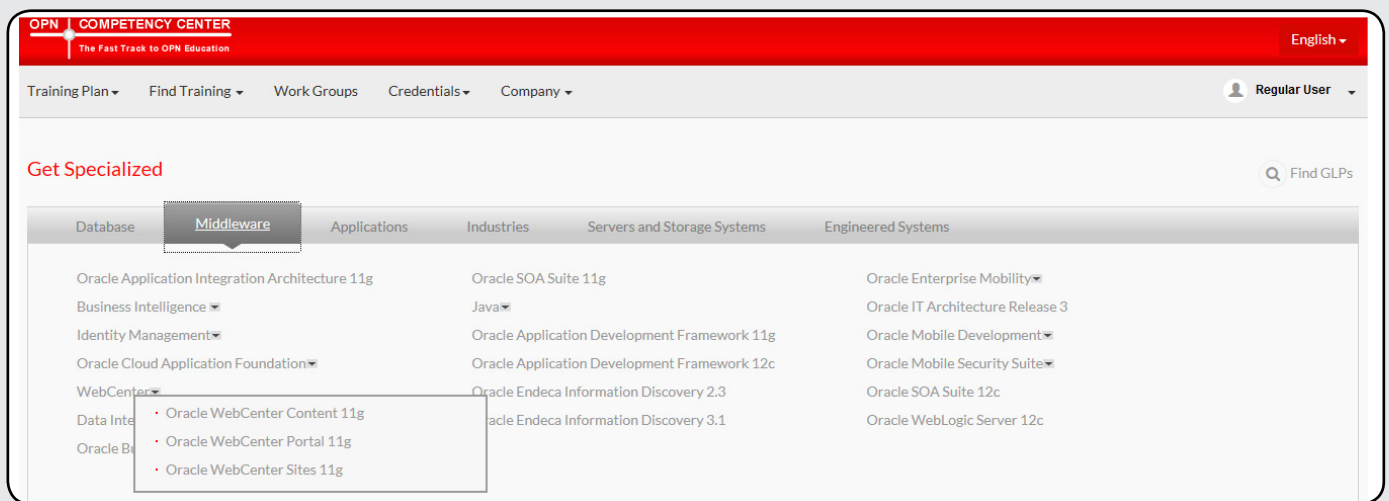
View Company Profile in Solutions Catalog

Print this page

Go to Company Status in order to find information related to the company you are part of, such as: Partner Level, Membership Expiry Date, Company ID, Registry ID, or Partner Administrator(s).

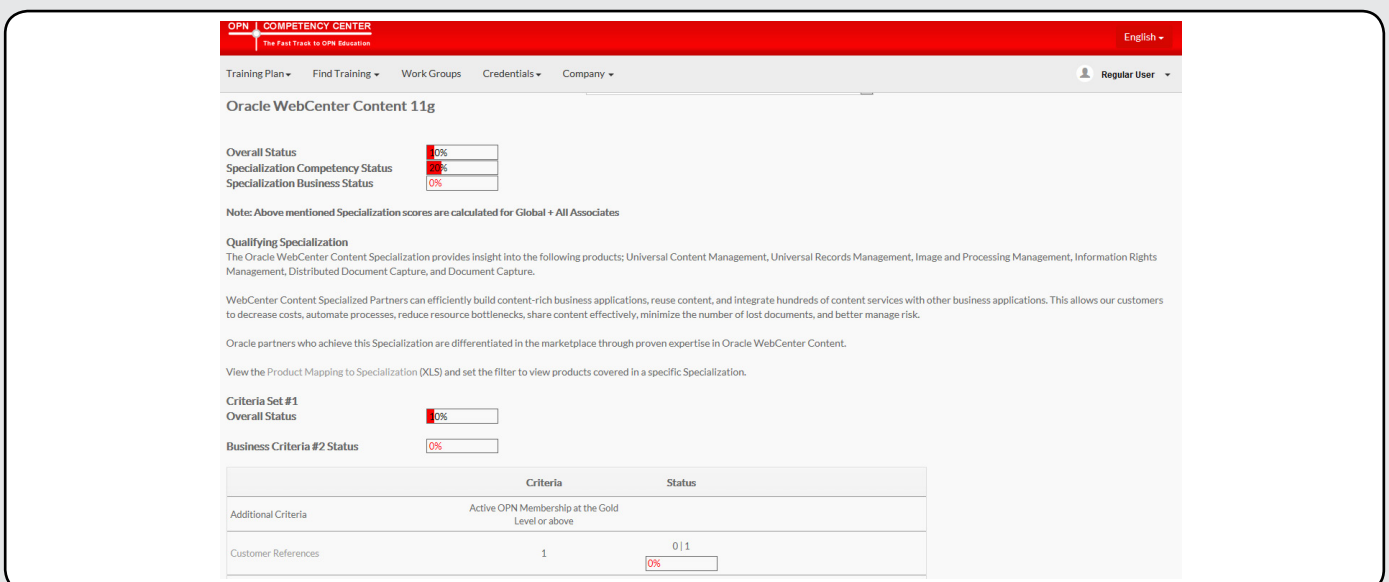
On this page you have quick access to: Specialization Tracker, Get Specialized and View Company Profile in Solutions Catalog.

1.1. Get Specialized



By clicking Get Specialized, you will be redirected to a page containing all available specializations, grouped by Pillar and Product.

1.2. Specialization Requirements



Select the Specialization you are interested in, so you can access information such as Status of Completion or Business and Competency Criteria.

1.3. Oracle Ready

The screenshot shows the 'Company Status' page with the 'Oracle Ready' tab selected. The page header includes 'OPN COMPETENCY CENTER' and 'The Fast Track to OPN Education'. The navigation bar shows 'Training Plan', 'Find Training', 'Work Groups', 'Credentials', and 'Company'. The user is logged in as 'Regular User'. The 'Company Status' section has four tabs: 'Company Profile', 'Oracle Ready' (selected), 'Specialization Status', and 'Resell Rights Status'. A search icon and 'Find GLPs' link are on the right. The 'Oracle Ready' section is divided into two columns: 'Oracle Exastack Ready' and 'Oracle Exastack Optimized'. The 'Oracle Exastack Ready' column lists: Oracle Database Ready, Oracle Exadata Ready, Oracle Exalogic Ready, Oracle Linux Ready, Oracle OVM Ready, and Oracle Weblogic Ready. The 'Oracle Exastack Optimized' column lists: Oracle Exalogic Optimized.

Going Back to Company Status, the second tab shows you the Oracle Exastack Ready and Oracle Exastack Optimized status achieved by your company.

1.4. Specialization Status

The screenshot shows the 'Specialization Status' page. The 'Specialization Status' tab is selected. The page displays the following information:

- Date: 29/06/2015
- Qualifying Specializations : 6
- Non-Qualifying Specializations : 5
- Advanced Specializations: 0

Other Specializations

Database	
Oracle Database 11g	Oracle Database 11g Performance Tuning
Oracle Database 11g Data Warehousing	Oracle Enterprise Manager 11g
Oracle Real Application Clusters 11g	

Engineered Systems

Exadata Database Machine Models X2-2 and X2-8	
---	--

Server And Storage Systems

Oracle Linux 5	
Oracle Linux 5	Oracle Linux 6
Oracle Solaris 10	Oracle Solaris 11
SPARC Enterprise Entry-Midrange M-Series Servers	

On this tab you can see an overview of all the Specializations your company obtained.

1.5. Resell Rights Status

Similar to the Specialization Status, here you can find an overview of all Resell Rights your company obtained.

Company Status

Company Profile

Oracle Ready

Specialization Status

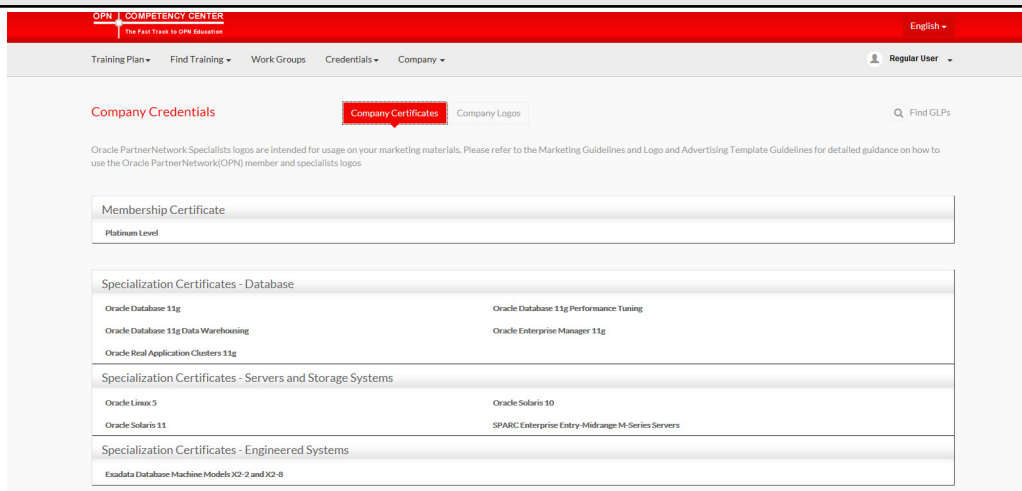
Resell Rights Status

Q

Find GLPs

Applications	
Oracle Public Sector Revenue Management Applications	
Database	
Data Warehousing	Enterprise Manager
MySQL	Oracle 1-Click Technology for Midsize Companies
Oracle Database	
Hardware	
Exadata Database Machine	Exalytics In-Memory Machine Resell
NAS Storage	Oracle Big Data Appliance
Oracle Database Appliance	Oracle Desktop Virtualization
Oracle Solaris	Oracle Virtual Compute Appliance
SAN Storage	SPARC Enterprise Entry-Level and Midrange M-Series Servers
SPARC SuperCluster	SPARC T-Series Servers
StorageTek Tape Media	StorageTek Tape Storage
Sun Blade Servers	Sun Flash Storage
Sun x86 Servers	

2. Company Credentials



Company Credentials gives you access to the certificates and logos obtained at the company level. You can click on each one to download it.

The first certificate is awarded for your company membership level.

Specialization Certificates and Logos are available based on the specializations your company has achieved.

3. Specialization Tracker

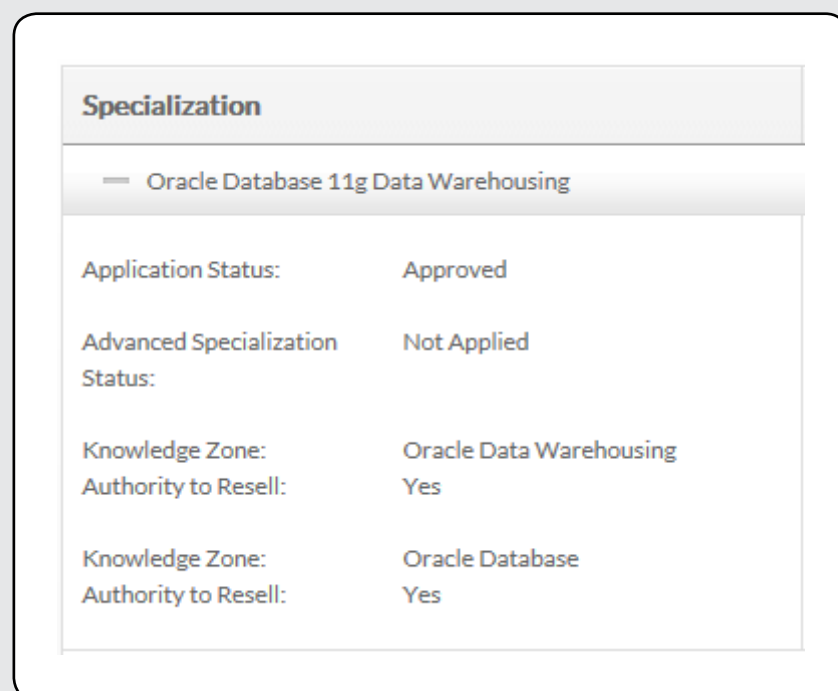
Specialization Tracker provides a consolidated view of the progress towards meeting the specialization criteria.

In order to access the Specialization Tracker, go to Company Menu and select Specialization Tracker from the drop down list.

On the page you will see data related to partner level and membership expiration date, Specialization status summary and partner administrators.

For worldwide companies with associates you can check the specialization status for each company at the time or for all at once. We recommend you select ALL Global + Associates as OPN Specialized allows resource pooling.

3.1. Specialization Column



The screenshot displays a web interface for the 'Specialization' column. At the top, there is a header 'Specialization' and a sub-header 'Oracle Database 11g Data Warehousing'. Below this, the interface is divided into two columns. The left column lists various specialization criteria, and the right column shows the corresponding status or value for each criterion.

Specialization	
Oracle Database 11g Data Warehousing	
Application Status:	Approved
Advanced Specialization Status:	Not Applied
Knowledge Zone:	Oracle Data Warehousing
Authority to Resell:	Yes
Knowledge Zone:	Oracle Database
Authority to Resell:	Yes

In the Specialization Column you can find info such as Specialization Name, Application Status or the Company's Authority to Resell the Product.

3.2. Criteria Columns

Specialization Criteria	Competency Criteria	Business Criteria
Overall Status: <div><div>56%</div></div> See Requirements	Status: <div><div>62%</div></div>	Status: <div><div>50%</div></div>

On the right of the Specialization Column, you will find three status columns: the Overall Specialization Status, the Competency Criteria Status and Business Criteria Status.

If you wish to access the detailed requirements, click See Requirements. This will redirect you to the Specialization Requirements Page.

4. Resell Competency Tracker

The Resell Competency Tracker enables you to access information such as partner level and membership expiration date, resell rights status summary and partner administrators.

In order to access the Resell Competency Tracker, go to Company Menu and select Resell Competency Tracker from the drop down list.

4.1. Knowledge Zone Column (KZ Column)

Show: ☐ Not Applied || ☒ Approved || [Clear All Filters](#)

Knowledge Zone	
Application Grid	
Enrollment Status:	Approved
Product Mappings	
Oracle Application Integration Architecture	
Enrollment Status:	Approved
Product Mappings	
Business Intelligence Foundation	
Enrollment Status:	Approved
Product Mappings	

In the first column of the Resell Competency Tracker Dashboard, you will find info such as Program Name, Enrollment Status and a link to the Product Mappings.

4.2. Criteria Columns

Industries
Applications
Middleware
Engineered Systems
Database
Servers and Storage Systems

Show: ☐ Not Applied || ☒ Approved || [Clear All Filters](#)

Knowledge Zone	Resell Criteria	Competency Criteria	Pre-Requisite Specialization
Oracle Big Data Appliance			
Enrollment Status: Approved	Overall Status <div>100%</div> See Requirements	Status: <div>100%</div>	Not Applicable

The columns that follow the KZ Column, display the Overall Resell Criteria Status, Competency Criteria Status and any Prerequisite Specializations.

4.3. Resell Requirements

Resell Right Requirements

Oracle Big Data Appliance

Resell Rights Overall Status

100%

Competency Status

100%

Pre-Requisite Specializations Status

Not Applicable

Resell Criteria Set #1

Overall Status

100%

Competency Criteria #1 Status

100%

Select Resell Right

Oracle Big Data Appliance

Knowledge Zone KZ_BigData Competency Criteria

Role-Based Training	Criteria	Workgroup
+Sales	2 2 100%	
+PreSales	2 1 100%	
+Support	1 1 100%	

On this page you can check the detailed requirements for a resell program: competency criteria and pre-requisite specializations.

Besides the criteria listed here, partners may need to execute additional agreements such as FUDA - Full Use Program Distribution Agreement.

5. VAD Specialization Tracker

VAD Specializations Tracker
 My Company: Demo Company
 Partner Level: Platinum Level
 Membership Expiry Date: 01-Feb-2016

Training Plan ▾ Find Training ▾ Work Groups Credentials ▾ Company ▾ Regular User ▾

Find GLPs

Select VAR

- VAR Company 1
- VAR Company 2
- VAR Company 3
- VAR Company 4
- VAR Company 5
- VAR Company 6
- VAR Company 7
- VAR Company 8
- VAR Company 9
- VAR Company 10

Enrollment Status	Specialization	Specialization	Overall Status	Status	Status	Business Criteria
Not Applied	Oracle Database 11g Data Warehousing Knowledge Zone Authority to Resell: Yes	Oracle Data Warehousing	Overall Status: 0%	Status: 25%	Status: 0%	
Not Applied	Oracle Database 11g Knowledge Zone Authority to Resell: Yes	Oracle Database	Overall Status: 0%	Status: 25%	Status: 0%	
Not Applied	Oracle Database 11g Performance Tuning Knowledge Zone Authority to Resell: Yes	Oracle Database	Overall Status: 0%	Status: 25%	Status: 0%	
Not Applied	Oracle Database 11g Security Knowledge Zone Authority to Resell: Yes	Oracle Database	Overall Status: 0%	Status: 25%	Status: 0%	
Not Applied	Oracle EM Application Quality Management 11g Knowledge Zone Authority to Resell: Yes	Enterprise Manager	Overall Status: 0%	Status: 25%	Status: 0%	
Not Applied	Oracle Enterprise Manager 11g Knowledge Zone Authority to Resell: Yes	Enterprise Manager	Overall Status: 0%	Status: 25%	Status: 0%	
Not Applied	Oracle Real Application Clusters 11g Knowledge Zone Authority to Resell: Yes	Oracle Database	Overall Status: 0%	Status: 25%	Status: 0%	

If you are VAD user, check the VAD Specialization Tracker to see the specialization status for the VAR you are interested in. In order to have access to the data, the VAR has to authorize your company first.

6. VAD Resell Competency Tracker

OPN

COMPETENCY CENTER

The Fast Track to OPN Education

English

Training Plan

Find Training

Work Groups

Credentials

Company

Regular User

Find GLPs

Select VAR

VAR Company 1

My Company: Demo Company

Partner Level: Platinum Level

Membership Expiry Date: 01-Feb-2016

Note: The VADs present in the list have authorized to share their knowledge zones information with you. Please select one from the list to see all the knowledge zone information for that particular VAD.

Special Note: Resale may not be available or additional resell criteria may be required. Please view the Sell tab of each Knowledge Zone for additional requirements.

Industries

Applications

Middleware

Engineered Systems

Database

Servers and Storage Systems

Cloud Solutions

Enrollment Status	Knowledge Zone	Resell Criteria	Competency Criteria	Pre-Requisite Specialization
Not Applied	Oracle Big Data Appliance	Overall Status 33%	Status 33%	Not Applicable
Not Applied	Exalogic Elastic Cloud Product Mapping	Overall Status 33%	Status 33%	Not Applicable
Not Applied	Oracle Exalytics In-Memory Machine Product Mapping	Overall Status 33%	Status 33%	Not Applicable
Not Applied	Oracle Database Appliance Product Mapping	Not Applicable	Status 0%	Not Applicable
Not Applied	Exadata Database Machine Product Mapping	Overall Status 33%	Status 33%	Not Applicable
Not Applied	Zero Data Loss Recovery Appliance	Overall Status 33%	Status 33%	Not Applicable

Available Knowledge Zones

Also as a VAD user, use the VAD Resell Competency Tracker to check the resell rights status for the VAR you are interested in. Remember, in order to have access, the VAR has to first authorize your company to see the data.

1. Notifications

Notifications

Find GLPs

Competency Requirement Notifications: Qualifying Specializations

Please note that your company is not aligned with the Competency Requirements for the below specializations. You are therefore requested to take the appropriate actions in order to align your company competencies. Please visit OPNCC Specialization Tracker to check the Specializations criteria for your company.

▶ Oracle Database 11g

05-Nov-2014 - Specialization Criteria Verification Reminder - This is a courtesy notification regarding Specialization Requirements Not Met for Oracle Database 11g Specialization. Please check the criteria to ensure your company continues to be compliant. Oracle may, from time to time, conduct a full verification to determine whether an OPN member still meets Specialization criteria requirements including customer satisfaction. Please contact your Partner Business Center for further details.

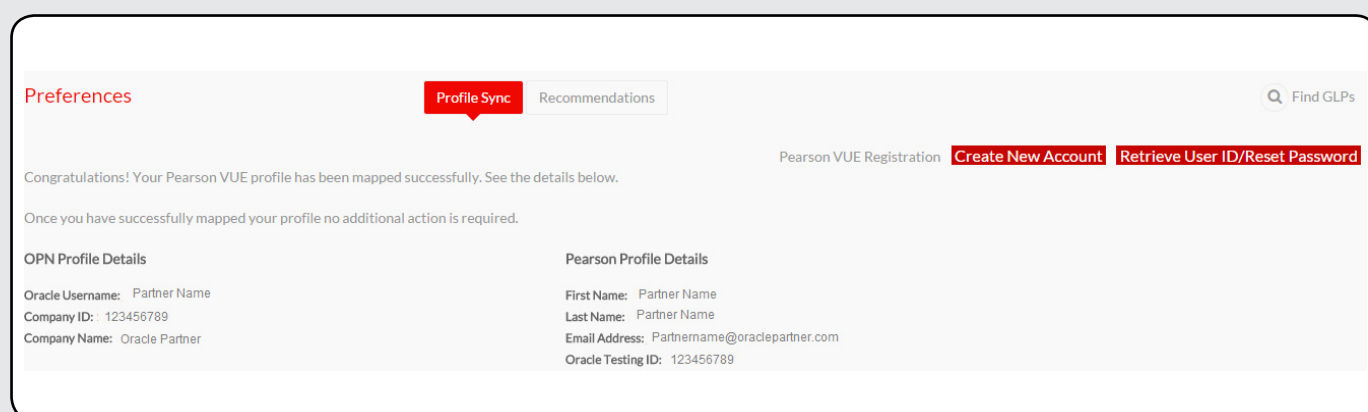
Here you will find any notifications you receive, such as being asked to join a workgroup, being asked to complete a Guided Learning Path, being accepted into a workgroup, etc.

SETTINGS MENU

2. Preferences

Use this menu in order to map your Pearson Vue profile to your OPNCC account and Recommend Courses.

2.1. Profile Sync



The screenshot shows the 'Profile Sync' page within the 'Preferences' settings menu. At the top, there are tabs for 'Profile Sync' (active) and 'Recommendations'. A search bar labeled 'Find GLPs' is in the top right. Below the tabs, a message states: 'Congratulations! Your Pearson VUE profile has been mapped successfully. See the details below.' To the right of this message are links for 'Pearson VUE Registration', 'Create New Account', and 'Retrieve User ID/Reset Password'. A sub-message says: 'Once you have successfully mapped your profile no additional action is required.' Below this, there are two columns of profile details. The left column, 'OPN Profile Details', lists: 'Oracle Username: Partner Name', 'Company ID: 123456789', and 'Company Name: Oracle Partner'. The right column, 'Pearson Profile Details', lists: 'First Name: Partner Name', 'Last Name: Partner Name', 'Email Address: Partnername@oraclepartner.com', and 'Oracle Testing ID: 123456789'.

OPN Profile Details	Pearson Profile Details
Oracle Username: Partner Name	First Name: Partner Name
Company ID: 123456789	Last Name: Partner Name
Company Name: Oracle Partner	Email Address: Partnername@oraclepartner.com
	Oracle Testing ID: 123456789

It's important that each Specialist ensure that their testing accounts are aligned. These steps are mandatory for each user to be recognized in Oracle Systems as an OPN Specialist.

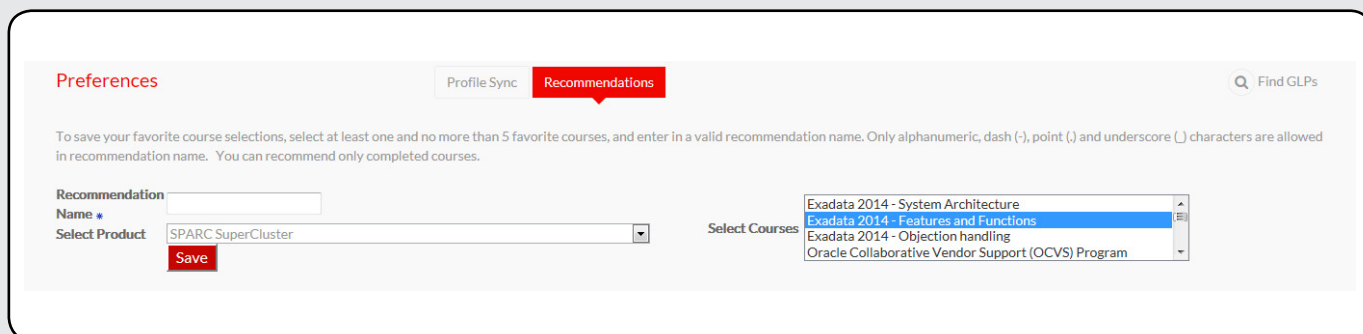
1. Create an Oracle.com account
2. Badge your Oracle.com account to your OPN Company ID
3. Create and authenticate your Oracle Certification Profile
4. Validate Training History within OPN Competency Center

On the same page, you have two options related to your Pearson Vue account - create new account and retrieve User ID/Reset Password.

If you need additional assistance please contact your Oracle Partner Business Center.

You can follow the steps in the Profile Badging Step-by-Step Guide for Partners.

2.2. Recomendations



The screenshot shows the 'Recommendations' tab in a settings menu. At the top, there are two tabs: 'Profile Sync' and 'Recommendations'. A search bar labeled 'Find GLPs' is in the top right. Below the tabs, a text block explains: 'To save your favorite course selections, select at least one and no more than 5 favorite courses, and enter in a valid recommendation name. Only alphanumeric, dash (-), point (.) and underscore (_) characters are allowed in recommendation name. You can recommend only completed courses.' The form includes a 'Recommendation Name' text field, a 'Select Product' dropdown menu with 'SPARC SuperCluster' selected, and a 'Select Courses' dropdown menu with 'Exadata 2014 - Features and Functions' selected. A red 'Save' button is located below the 'Select Product' dropdown.

Preferences

Profile Sync Recommendations

Find GLPs

To save your favorite course selections, select at least one and no more than 5 favorite courses, and enter in a valid recommendation name. Only alphanumeric, dash (-), point (.) and underscore () characters are allowed in recommendation name. You can recommend only completed courses.

Recommendation Name *

Select Product SPARC SuperCluster

Select Courses

Exadata 2014 - System Architecture

Exadata 2014 - Features and Functions

Exadata 2014 - Objection handling

Oracle Collaborative Vendor Support (OCVS) Program

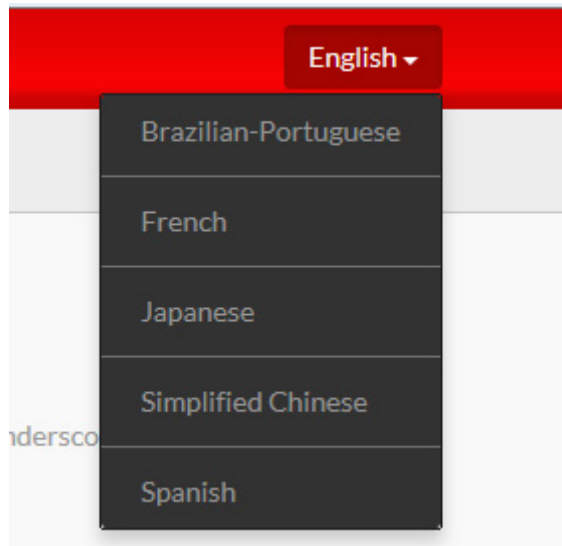
Save

Go to recommendations in order to save and recommend your favorite courses.

Type a name for the Recommendation, select the product and then choose from the list on the right the courses you like to add to the recommendation.

Do take note you can only recommend courses that you have completed.

LANGUAGE MENU



Use this drop-down list to change the language of the website interface. Please note that not all training content has been translated.

PARTNER ADMINISTRATOR GUIDE

What is the role of a Partner Administrator in OPNCC?

Partner Administrator is a critical role in the relationship between Oracle and our partners. The role is viewed as the key contact between the two organizations and helps with vital functions to ensure the partner receives the full value of their membership. Partner Administrators are responsible for creating the OPN Membership, managing company and user profiles, employee access, to renewing and updating all OPN contractual agreements. Additionally Partner Administrator is the OPN Competency Center Administrator, with full access to Competency Reports and Training Manager.

Partner Administrators will have a couple of additional tools available, including Competency Reporting and Training Manager.

1. Company Status

As we saw earlier in this document, when a regular user accesses OPNCC, he/she will see the Training Plan page. The first page displayed for the Partner Administrator will be Company Status. In addition to the data available to regular users, Partner Administrators and Enablement Managers have access to details regarding individuals that passed a specialist requirement.

The screenshot displays the 'Company Status' page in the OPN Competency Center. The page features a red header with the 'OPN | COMPETENCY CENTER' logo and a navigation bar with links like 'Training Plan', 'Find Training', 'Work Groups', 'Credentials', and 'Company'. A user profile dropdown shows 'Regular User'. The main content area is titled 'Company Status' and includes tabs for 'Company Profile', 'Oracle Ready', 'Specialization Status', and 'Resell Rights Status'. The 'Company Profile' tab is active, showing details for 'Computacenter (UK) Ltd'. The details are organized into three columns: Partner Level (Platinum Level), Membership Expiry Date (11-Feb-2016, with a green status icon and '(Membership is Current)'), Partner Company Id (1234567890), Partner Registry Id (1234567890), and Partner Administrator(s) (partneradmin@oraclepartnername.com). Below this, there are links for 'Specializations Tracker', 'Get Specialized', and 'View Company Profile in Solutions Catalog'. A 'Print this page' link is at the bottom left.

Computacenter (UK) Ltd		
Partner Level Platinum Level	Partner Company Id 1234567890	Partner Administrator(s) partneradmin@oraclepartnername.com
Membership Expiry Date 11-Feb-2016 (Membership is Current)	Partner Registry Id 1234567890	
Specializations Tracker		
Get Specialized		
View Company Profile in Solutions Catalog		

[Print this page](#)

2. Specialization Tracker

OPN

COMPETENCY CENTER

The Fast Track to OPN Education

English

Training Plan

Find Training

Work Groups

Credentials

Company

Regular User

Overall Criteria Set Status

75%

Competency Criteria

Business Criteria

Specialization Competency Status

100%

Specialization Oracle Database 11g Data Warehousing Competency Criteria v2

Your company has completed the Competency Criteria for 'Competency Criteria 1'. Check the Business Criteria and Apply Now to complete this specialization.

+Sales

20 | 1

Oracle Database 11g Data Warehousing Sales Specialist

100%

+PreSales

15 | 2

Oracle Database 11g Data Warehousing PreSales Specialist

100%

+Implementation

7 | 2

Oracle Database 11g Data Warehousing Implementation Specialist

100%

+Support

11 | 1

General Product Support Specialist v4.0

100%

To show that your employees completed the Specialist proctored exams, please be sure they fill in the appropriate Exam Submission Form. We will regularly check the forms and update your records accordingly. This may change your company's overall status, so for any queries, please [contact us](#), with proof of the certification.

Check the list of employees, contact the best candidates and engage them in your training plan. Go to [Training Manager](#).

List of Employees

Specialists Test will No Longer Apply To Specialization

✓ No Longer Applicable in 3 months

✓ No Longer Applicable in 6 months

✓ Current

Specializations Tracker |

Employee	Company ID	Company Name	Sales	PreSales	Implementation	Support
user1@demo.com	154893312	Demo Company	✓			
user2@associate_demo.com	86961422	Demo Associate Company		✓		
user3@associate_demo.com	86961422	Demo Associate Company		✓		

As a Partner Administrator or Enablement Manager, if you click the specialization Name you will be taken to the Specialization Detailed View. Here you have a complete overview of the Competency Criteria and Business Criteria, including the name of each employee that passed the assessments / exams, the transactions and customer references submitted.

3. Resell Competency Tracker

OPNCOMPETENCY CENTER

The Fast Track to OPN Education

English

Training PlanFind TrainingWork GroupsCredentialsCompany

Regular User

Resell Right Details

Select Resell Right

Exalogic Elastic Cloud

Find GLPs

FUDA Status

Overall Status

Resell Right Competency Status

Pre-Requisite Specializations Status

Note: Please note that the overall status of a specialization is the average of the competency criteria percentage and the pre-requisite specialization percentage(if exists)

Overall Resell Criteria Set Status

Competency Criteria

Resell Right Competency Status

Knowledge Zone KZ_Exalogic-Elastic-Cloud Competency Criteria

In order to meet the OPN Competency Criteria for this Resell Rights, you need to have

+Sales

Oracle Exalogic Elastic Cloud 2014 Sales Specialist

+PreSales

Oracle Exalogic Elastic Cloud 2014 Presales Specialist

+Support

Oracle Exalogic Elastic Cloud 2014 Support Specialist

OR

General Product Support Specialist v4.0

To show that your employees completed the Resell Rights proctored exams, please be sure they fill in the appropriate Exam Submission Form wherever applicable. We will regularly check the forms and update your records accordingly. This may change your company's overall status, so for any queries, please [contact us](#), with proof of the certification.

Check the list of employees, contact the best candidates and engage them in your training plan. Go to [Training Manager](#).

List of Employees

Each Knowledge Zone name will take you to a detail page where you can see all the information for the individuals who passed a required exam.

COMPETENCY REPORTING

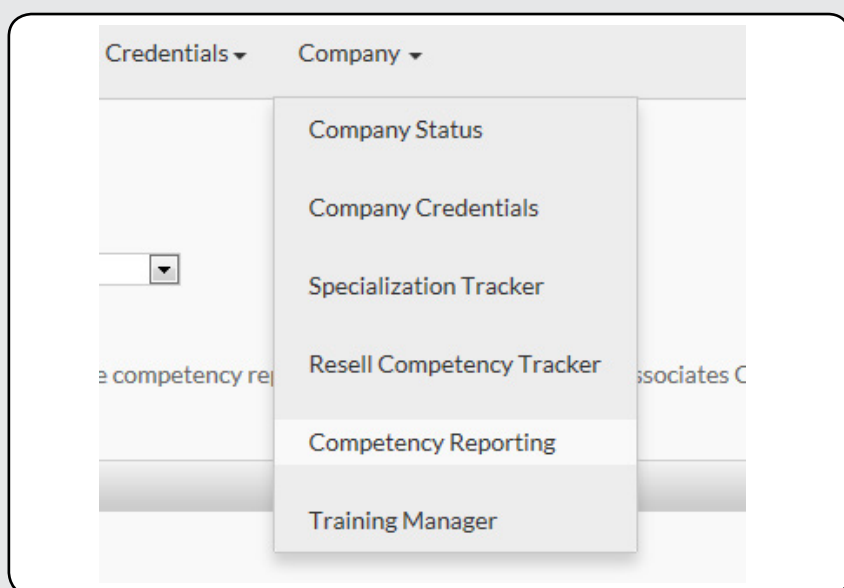
Competency Reporting

In the Competency Reporting page, a Partner Administrator or Enablement Manager can generate and export several reports such as:

- Specialization Reports, (this report shows each specialization per job role, and the progress of each company towards the OPN specialization criteria)
- Specialist Reports, (this report offers a detailed view in terms of specialization and job role at individual level for each specialist in the company)
- Resell Rights Reports (this report shows enrolment status for each knowledge zone group for your company)
- Resell Specialists Reports (this report offers a detailed view for each user in your company with their Knowledge Zone group and job role)
- Non-qualifying Specialization Reports (this report shows each non-qualifying specialization per job role, and the progress of each company towards the OPN specialization criteria)
- Non-qualifying Specialist Report (this report offers a detailed view in terms of non-qualifying specialization and job role at individual level for each specialist in the company)

Do note that Competency Reporting is only available to Partner Administrators or Enablement Managers.

1. How to Access



In order to access Competency reporting, go to Company Menu and then select Competency reporting from the drop-down.

COMPETENCY REPORTING

2. Generate Report

Partner Level: Platinum Level

Membership Expiry Date: 11-Feb-2016

Qualifying Specializations

[Generate Specialization Report](#)

[Generate Specialist Report](#)

Resell Rights

[Generate Resell Rights Report](#)

[Generate Resell Specialist Report](#)

Non-qualifying Specializations

[Generate Non-qualifying Specializations Report](#)

[Generate Non-qualifying Specialist Report](#)

Once you accessed the Competency Reporting Dashboard you have the option to generate program status and specialist reports for qualifying and non-qualifying specializations and for resell rights. Click on the name of the report you are interested in.

3. Export

Click the "Export" button to download the report in an excel file.

Non-qualifying Specialist Report

[Export](#) | [Help](#) ☐ Only Acceptable Specialists

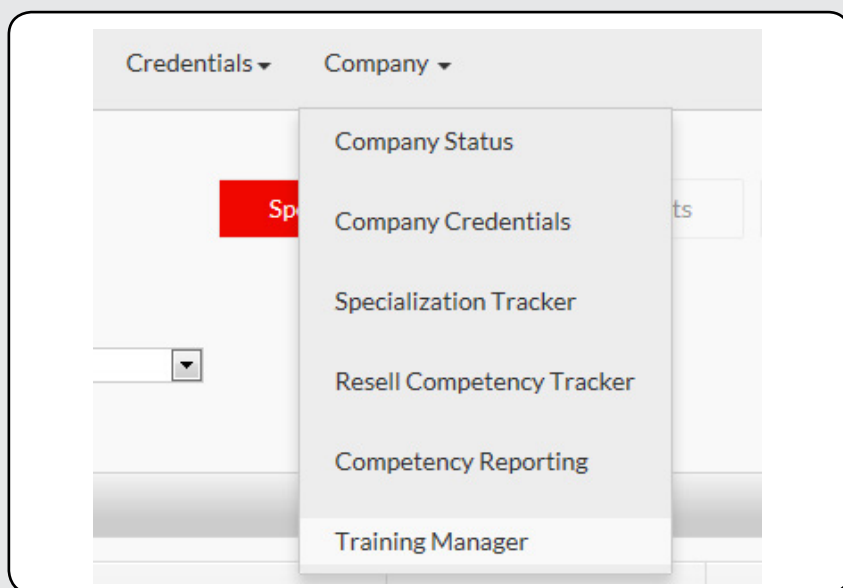
Company ID	Company Name	User Country	User Region

Training Manager

Training Manager allows companies to work in virtual teams towards achieving the competency criteria for specialization and resell.

More than that, employees can get trained above and beyond specializations. Workgroups can be created for a product area and success criteria can be defined.

1. How to Access



In order to access this tool, go to Company Menu and then select Training Manager from the list.

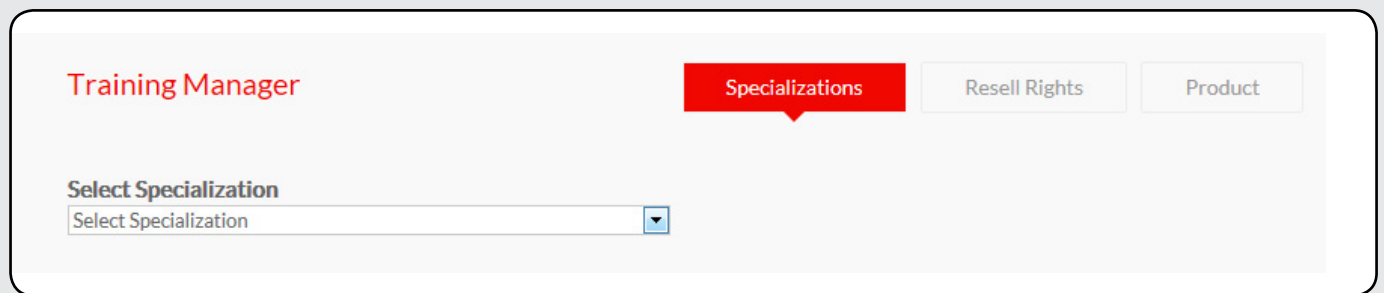
2. Workgroups Report

Workgroups Report					Export
Type▲▼	Specialization/Resell/Product Name▲▼	Job Role▲▼	Workgroup Name▲▼	Updated Date▲▼	Members▲▼
Specialization	Oracle Linux 5	Sales	Oracle Linux Specialization	11-Sep-2013	0
Specialization	Oracle Linux 5	PreSales	Oracle Linux Specialization	11-Sep-2013	1
Specialization	Oracle Linux 5	Implementation	Oracle Linux Specialization	11-Sep-2013	1

As a Partner you can view all the workgroups in the workgroup table.

You can click the Export button to save the Workgroup list and details.

3. Area Selection



The screenshot shows the 'Training Manager' interface. At the top, there are three tabs: 'Training Manager' (in red text), 'Specializations' (highlighted in a red box with a red callout arrow), 'Resell Rights', and 'Product'. Below the tabs, there is a section titled 'Select Specialization' which contains a drop-down menu with the placeholder text 'Select Specialization' and a blue downward arrow icon.

Select Specialization tab when you want to create a workgroup for a specific specialization, choosing from a predefined drop-down list of all the specializations available. The newly created workgroup will measure the progress of its members vs the Oracle Partner Network specialization criteria.

Select Knowledge Zone tab when you want to create a workgroup for a specific resell criteria, choosing from a predefined drop-down list of all the Knowledge Zones with resell criteria. The new created workgroup will measure the progress of its members vs the Oracle Partner Network resell criteria.

Select Product tab when you want to create a workgroup for a product, choosing from a predefined drop-down list of all the Products available.

The difference from the other two is you have an extra flexibility to define your own criteria at the workgroup level. You can build workgroups around all job roles available, and access a wider range of trainings for the selected job role.

4. Workgroup Dashboard

OPN

COMPETENCY CENTER

The Fast Track to OPN Education

Training Plan Find Training Work Groups Credentials Company

Workgroup Dashboard

Specialization - Oracle Linux 5

Specialization Competency Status100% (Global + All Associates)

Select Workgroup

Oracle Linux Specialization

Oracle Linux Specialization

Edit

Remove	Employee	Company ID	Company Name	Overall Progress	Delete Training Request
✖	name@partner.com	123456	PartnerName	No training accepted	

Invite MembersShow

Send Training RequestShow

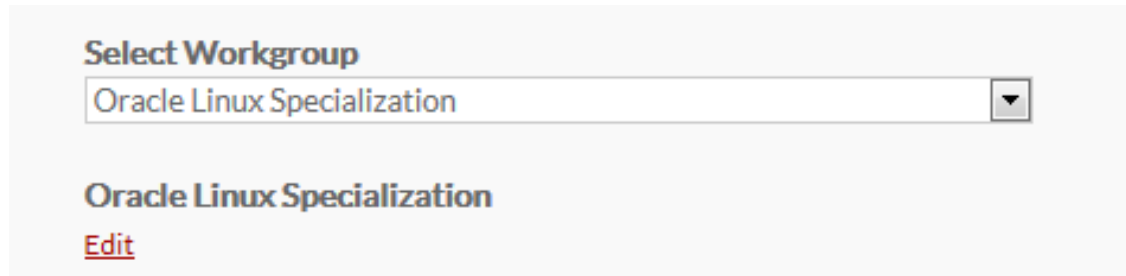
[Back to Training Manager](#)

When on Training Manager, click on the name of the Workgroup you want to access. This will redirect you to the corresponding Workgroup Dashboard.

You can see now the workgroup members and the assigned training.

On the bottom of the page, you have the option to Invite Members and Send Training Request. Click Show in order to access the functions.

5. Edit Workgroup



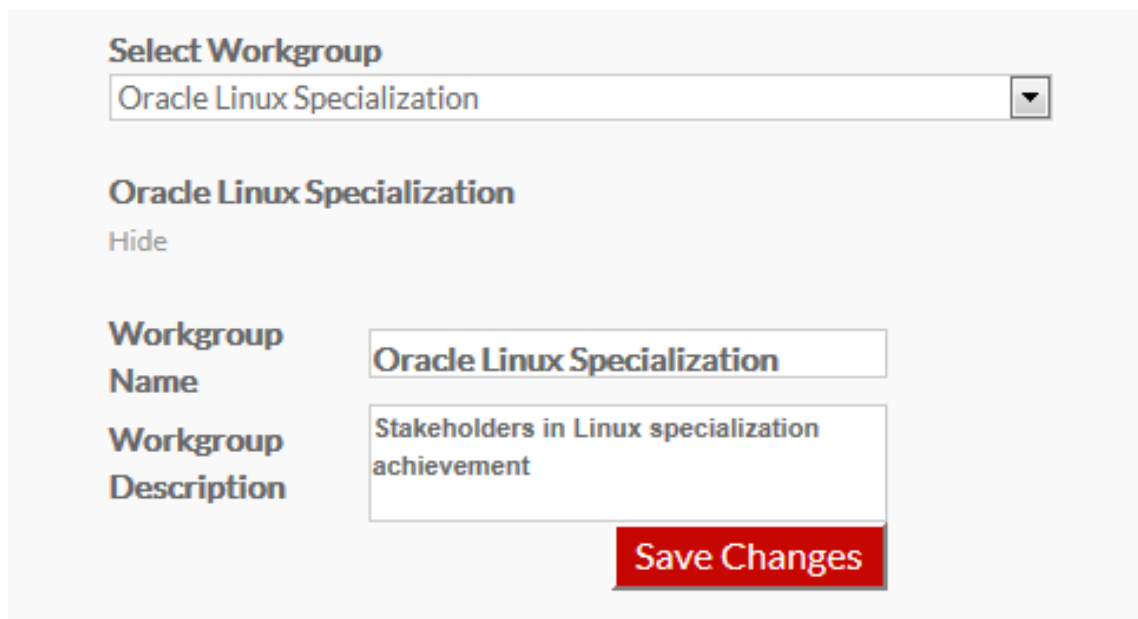
Select Workgroup

Oracle Linux Specialization

Oracle Linux Specialization

[Edit](#)

To edit the workgroup click the Edit button in the workgroup dashboard.



Select Workgroup

Oracle Linux Specialization

Oracle Linux Specialization

Hide

Workgroup Name

Oracle Linux Specialization

Workgroup Description

Stakeholders in Linux specialization achievement

Save Changes

Here you can edit the workgroup name, description and criteria (for Product Workgroups only).

6. Invite Members

Select Employee(s)

Note: The Employee(s) list contains only those employees who have accessed the OPN Competency Center at least once, and who have not joined or received a join request for this workgroup.

user1@opnccuser.com
user2@opnccuser.com
user3@opnccuser.com
user4@opnccuser.com

Send Invitation

In the Invite Members Section, select the user you want to add to the workgroup and then click Send Invitation.

*Please note that the user needs to accept the request in order to join the workgroup.

7. Send Training Request

Select Employee(s)

Note: The Employee(s) list contains only those employees who have accessed the OPN Competency Center at least once, and who have not joined or received a join request for this workgroup.

user1@opnccuser.com
user2@opnccuser.com
user3@opnccuser.com
user4@opnccuser.com

Send Invitation

Send Training Request | Hide

Select Workgroup Member

Select Workgroup Member

Select Guided Learning Path(s)

Note: The Trainings which are not yet requested or accepted by the selected workgroup member.

Send Request

[Back to Training Manager](#)

Select the workgroup member for your request and check the list of GLPs available for the workgroup specialization and job role.

Note that only GLPs that are not part of a previous training request will be displayed.

Out of the list of GLPs you can send an individual request or multiple by using SHIFT or CTRL keys to place your selection.

Send the invite and check the success message. Remember that members need to accept your request so you can monitor their progress.

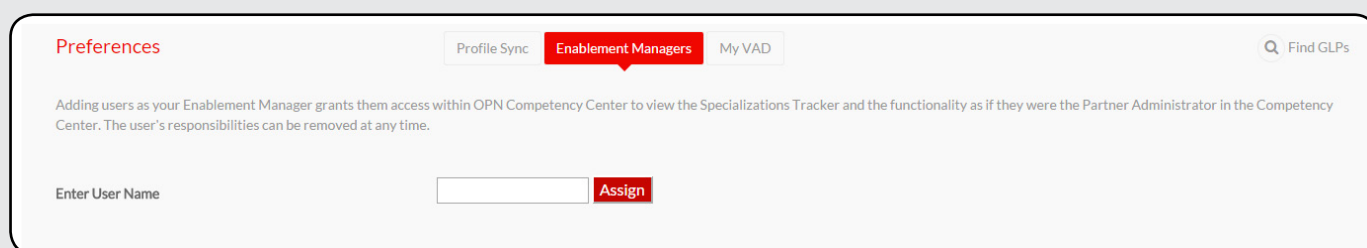
PREFERENCE MENU

Preference Menu

The preference menu has 2 additional features for Partner Administrator, Enablement Managers tab and My VAD tab.

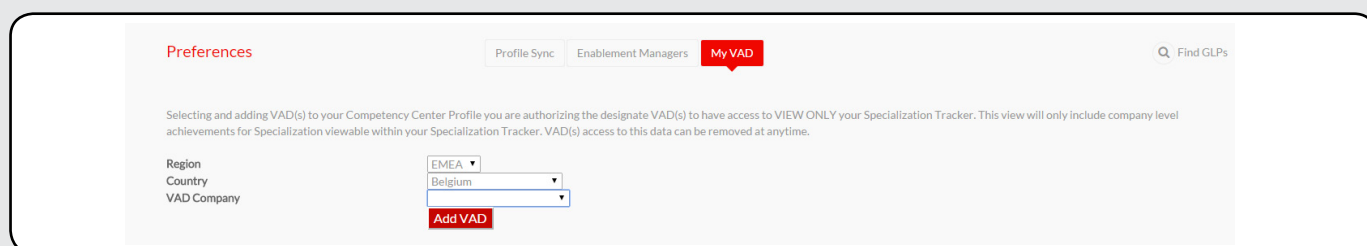
1. Enablement Managers

By using this tool, the Partner Administrators can add users as Enablement Managers, and grant them access within OPN Competency Center to view the Specializations Tracker and the functionality as if they were the Partner Administrator. The rights can be revoked.



The screenshot shows the 'Preferences' section with three tabs: 'Profile Sync', 'Enablement Managers' (which is highlighted with a red background and a red arrow), and 'My VAD'. Below the tabs, there is a search bar labeled 'Find GLPs'. A descriptive text states: 'Adding users as your Enablement Manager grants them access within OPN Competency Center to view the Specializations Tracker and the functionality as if they were the Partner Administrator in the Competency Center. The user's responsibilities can be removed at any time.' At the bottom, there is a form with a label 'Enter User Name', an input field, and a red 'Assign' button.

2. My VAD



The screenshot shows the 'Preferences' section with three tabs: 'Profile Sync', 'Enablement Managers', and 'My VAD' (which is highlighted with a red background and a red arrow). Below the tabs, there is a search bar labeled 'Find GLPs'. A descriptive text states: 'Selecting and adding VAD(s) to your Competency Center Profile you are authorizing the designate VAD(s) to have access to VIEW ONLY your Specialization Tracker. This view will only include company level achievements for Specialization viewable within your Specialization Tracker. VAD(s) access to this data can be removed at anytime.' Below this text, there are three dropdown menus labeled 'Region', 'Country', and 'VAD Company'. The 'Region' dropdown is set to 'EMEA', 'Country' is set to 'Belgium', and 'VAD Company' is empty. A red 'Add VAD' button is located below the dropdowns.

Selecting and adding a Value Added Distributors (VAD(s)) to your Competency Center Profile you are authorizing the designate VAD(s) to have access to VIEW ONLY your Specialization Tracker. This view will only include company level achievements for Specialization viewable within your Specialization Tracker. VAD(s) access to this data can be removed at anytime.



OPN CC User Guide

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Oracle Corporation

World Headquarters

500 Oracle Parkway

Redwood Shores, CA 94065

U.S.A.

Worldwide Inquiries:

Phone: +1.650.506.7000

Fax: +1.650.506.7200

oracle.com

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