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KICKIN' ASSETS
SINCE 2002

Oracle's New OPN Software Asset Management Expertise & SAM Program

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May 10th, 2023



**NASHVILLE, TN
MAY 9TH - 11TH**

Safe harbor statement

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Verified SAM Partners Program

TRANSFORMING CUSTOMER ENGAGEMENT & PARTNERSHIP



**Partner-led proactive
Asset Management and
Optimization**



**Redefine Oracle SAM
Conversations**



**Optimize Resources to
Streamline the IT
Environment**



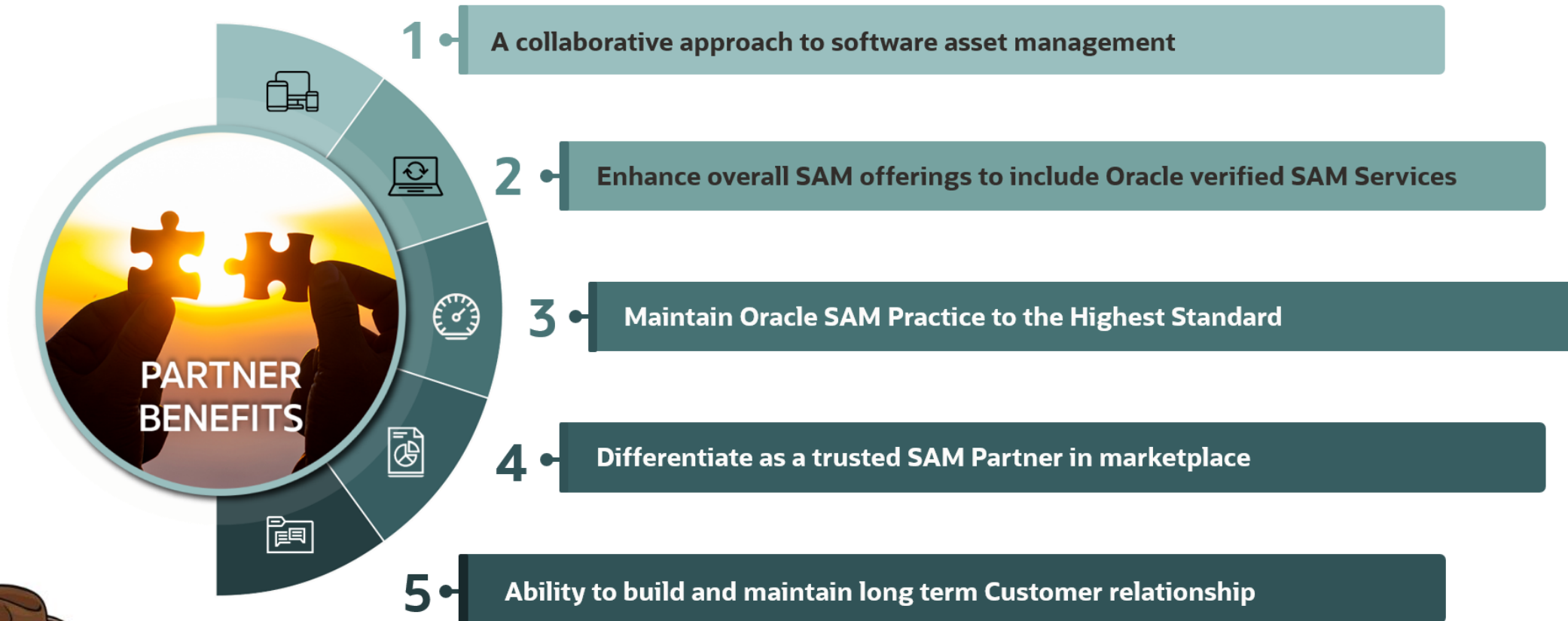
**Create
Global Consistency in
the Market**



Oracle SAM Program **CUSTOMER** Benefits



Oracle SAM Program **PARTNER** Benefits



OPN's SAM Expertise Qualifications

Prerequisites | Partners must be OPN members | Enrolled in the License & Hardware Track



SAM Partner Program Process

01

Customer selects
which SAM
Partner to use to
opt-in

02

SAM Partner
performs
Baseline Exercise
with Customer
directly



03

Customer to
collaborate with
SAM Partner to
determine how to
optimize
investment



04

SAM Partner may
offer additional
services to
Customer



Customer Involvement in Verified SAM Program



Thank You

OPN Verified SAM Program



<https://www.oracle.com/partners>

