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Oracle Excellence Awards 2013 Specialized
Partner of the Year – North America

Frequently Asked Questions

What are the Oracle Excellence Awards for Specialized Partner of the Year – North America?
The Oracle Excellence Awards for Specialized Partner of the Year – North America (formerly known as the North America Titan Awards) are now part of the Oracle Excellence Award program, honoring customers and partners who have excelled at driving business value and innovation with Oracle technology.

Who is eligible to win?
All partners with a valid membership in the Oracle PartnerNetwork and who are registered as a North America partner on July 8, 2013.

How can I participate?
Entry forms are posted to the OPN Awards Judging Site for interested North America Partners to download, fill out, and then submit online to the judging website **by July 8, 2013 at 11:59am Pacific** for judging.

Who can submit an entry?
Anyone from a participating partner can submit the entry form as long as the partner is a valid member of the Oracle PartnerNetwork and registered as a North America partner on July 8, 2013. **The partner also needs to have a specialization in at least one solution area.**

Where are the entry forms?
The entry forms are located on the OPN Awards Judging Site which can also be found on the Oracle Excellence Awards Portal or at https://opnawards.oracle.com.

What is the deadline?
Entries open April 1st and **deadline for submissions is July 8, 2013 at 11:59am Pacific**; no exceptions.

Where do I submit the completed entry?
Completed entries should be uploaded to the Oracle Excellence Awards for Specialized Partner of the Year Judging Website. No entries will be accepted by email. **Please make sure each entry is submitted online by July 8, 2013 at 11:59am Pacific.**

How many entries can I submit?
Partners are welcome to submit a maximum of one (1) entry in any category they choose, except for the Industry categories, where the maximum is two (2) entries.

How do you decide the winners?
The winners are all determined by a panel of judges that score each entry across five different scoring categories. Specific recommendations are provided in each category entry form to highlight important judging criteria. The entry with the highest aggregate score wins the award.

What is a solution?
A solution is the total offering of Oracle products and other specific software products, services, and/or expertise that combine to offer a strong total solution to a customer's needs. These services can include solution architecture, presales support, implementation, and various other offerings designed to help build and implement the solution.

What are the judging criteria?
The criteria for the awards are listed on the entry forms. Essentially, the judges will measure the partner's role in selling or influencing customer adoption of Oracle technology, the solution's use of Oracle technology, partner expertise in developing and deploying the solution, and the customer satisfaction or return on investment from the solution. The more information the candidate provides, the easier it is for judges to assess the solution.

Who are the judges?
The judges are drawn from across Oracle's Development, Marketing, and Sales organizations, in addition to outside judges from the media and analyst communities. There are at least four and sometimes five judges per category.

How are the winners determined?
Total score in each entry category determines winners. The judges assess each entry and assign scores in five different criteria. The entry form with the highest score wins the category.

Is there anything I can do to ensure I have the strongest possible chance of winning?
Yes: Make sure your entry form is complete, concise, and factual. That means providing as much relevant information about the solution as you can, while ensuring that the total submission doesn't exceed 5 pages. If you can include a customer quote and contact information, it would help (*Please note that Oracle will not contact your customer without your permission*). Anything you can do to describe and substantiate the value the customer derived from the solution, along with highlighting the repeatability of the solution beyond a single implementation will improve your chances of scoring.

Can my channel manager or partner manager assist me with this process?
You are welcome to ask your Oracle partner representative for guidance with your submission, but it is important to note that the judging for the award occurs online – judges enter their scores individually and they do not meet to pick a winner, only to review the final outcome based on their scores.

Additionally, Partner Managers do not act as judges, and cannot affect the final outcome of the judging process.

What do winners get?
Winners get several benefits:

- Oracle PR will review winners' press release before partner publishes
- Oracle Excellence Award signage for display at OOW in their exhibitor booth, if any.
- Use of the exclusive 2013 Awards Winner's logo
- Consideration to advertise in Profit or Oracle Magazine
- Promotion on the Oracle PartnerNetwork Portal
- Opportunity to participate in Video blogging activities at Oracle OpenWorld

How will I know if I've won?
Winners and Honorable Mentions will be notified by email or telephone four (4) weeks before Oracle OpenWorld.