



S P A T I A L

Oracle Spatial User Conference
Presentation Template



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Database Technologies



Get Specialized

Oracle Partner Specialization



Program Agenda



- Making sense of Specialization options
- Oversight Committees & Specialization development
- Leveraging the OPN Competency Center
 - Accreditation linkage
 - Status & criteria tracking
 - Training delegation



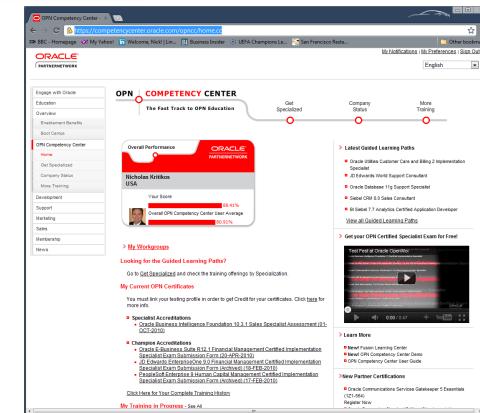
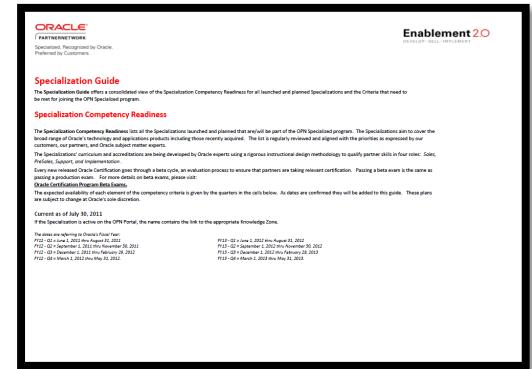
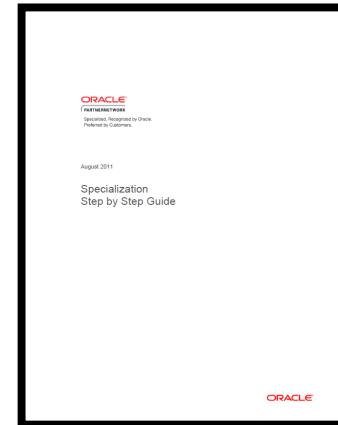
Clarifying the vernacular

- Specialized
 - Company-level accreditation
 - Business & Competency Criteria
- Specialists
 - Individual accreditation
 - Assessment = online
 - Sales, PreSales, and Support roles
 - Certifications = proctored
 - Implementation roles
- Resale != Specialization
 - Leverages Specialist accreditations



Must Know Resources

- [Specialization Step-by-Step Guide](#)
- [Specialization Criteria Guide](#)
 - All criteria in a single place
 - Navigable
 - Updated regularly
- [OPN Competency Center](#)
 - Specialization tracking
 - Delegated training workgroup management
 - Application status





Certifications – 118 (Beta + Post-Beta + Production)

Database	
Specialist Certifications	Status
Oracle Database 11g	Production
Oracle Database 11g Performance Tuning	Production
Oracle RAC 11g (RAC 11g Essentials – Beta 5/19)	Production
Oracle Data Warehousing 11g	Production
Oracle Database 11g Security	Production
Oracle Exadata X2	Production
Oracle Enterprise Manager 11g	Production
MySQL 5	Production
Oracle Spatial 11g	Beta
Oracle Enterprise Manager 12c	Beta

Middleware	
Specialist Certifications	Status
Exalogic Elastic Cloud X2-2	Production
Oracle Service-Oriented Architecture 11g	Production
Oracle Unified Business Process Management 11g	Production
Oracle WebCenter Portal 11g	Production
Oracle WebCenter Content 11g	Production
Oracle Business Intelligence Foundation 10.1.2	Production
Identity Administration and Analytics 11g	Production
Oracle Application Grid 11g	Production
Oracle Application Development Framework 11g	Production
Oracle Golden Gate 10	Production
Oracle Essbase 11	Production
Java Platform, Standard Edition 5/6	Production
Java Platform, Micro Edition 1	Production
Java Platform, Enterprise Edition 6	Production
WebLogic Server 12c	Beta
Oracle Identity Manager 11g	Development
Oracle Business Intelligence Foundation 11g	Development

Foundation	
Specialist Certifications	Status
Oracle Unified Method 5	Production
Oracle IT Architecture 3	Beta
License Management	Development

Certifications – 118 (Beta + Post-Beta + Production)

Servers & Storage	
Specialist Certifications	Status
SPARC Entry and Midrange	Production
SPARC High End M Series	Production
SPARC T2 and T3-Based Series Servers	Production
Sun Flash Storage	Production
Sun ZFS Storage Appliance	Production
Sun Storage 6000 Arrays	Production
StorageTek Tape Libraries	Production
Oracle Solaris 10	Production
Oracle Solaris Cluster 3.x	Production
Oracle Linux 4	Production
Oracle Virtual Machine 2 for x86	Production
Pillar Axiom 600 Storage System	Production
Oracle Solaris 11	Beta
Oracle Virtual Machine 3 for x86	Beta
SPARC T4-Based Series Servers	Beta
Oracle Virtual Desktop Infrastructure 3	Development
Oracle Linux 6	Development



Certifications – 118 (Beta + Post-Beta + Production)

Applications	
Specialist Certifications	Status
Oracle E-Business Suite R12 Financial Mgt - GL	Production
Oracle E-Business Suite R12 Financial Mgt - AP	Production
Oracle E-Business Suite R12 Financial Mgt - AR	Production
Oracle E-Business Suite R12 Human Capital Mgt	Production
Oracle E-Business Suite R12 SCM – Order Mgt	Production
Oracle E-Business Suite R12 SCM – Purchasing	Production
Oracle E-Business Suite R12 SCM – Inventory	Production
PeopleSoft 9.1 Financial Management General Ledger	Production
PeopleSoft 9.1 Human Capital Management	Production
PeopleSoft PeopleTools 8.5x	Production
Siebel CRM 8	Production
Oracle CRM On Demand 17	Production
JD Edwards EnterpriseOne 9 CNC	Production
JD Edwards EnterpriseOne 9 Distribution	Production
JD Edwards EnterpriseOne 9 Financial Management	Production
JD Edwards EnterpriseOne 9 Manufacturing	Production
JD Edwards EnterpriseOne 9 Projects	Production
Oracle Business Intelligence Apps 7 CRM	Production
Oracle Business Intelligence Apps 7 ERP	Production
Oracle Hyperion Financial Management 11	Production
Oracle Hyperion Planning 11	Production
Oracle EM Application Quality Management 11g	Production
Oracle Application Integration Architecture 11g	Production
Agile Product Lifecycle Management 9.3	Production
Oracle Policy Automation 10	Production
Value Chain Planning Demantra 7	Production
Applications	
Specialist Certifications	Status
Oracle iStore 12	Production
Oracle Transportation Management 6	Production
User Productivity Kit 11 Implementation	Production
PeopleSoft 9.1 Financial Management Payables	Post-Beta
PeopleSoft 9.1 Financial Management Receivable	Post-Beta
Oracle Fusion HCM 11g Human Resources	Beta
Oracle Fusion HCM 11g Talent Management	Beta
Oracle Fusion Financials 11g General Ledger	Beta
Oracle Fusion Financials 11g Accts Payable	Beta
Oracle Fusion Financials 11g Accts Receivable	Beta
Oracle Fusion CRM 11g Sales	Beta
Oracle Customer Hub and Oracle Data Quality	Beta
User Productivity Kit 11 Technical	Beta
Oracle Global Trade Management 6	Beta
Oracle E-Business Suite R12 Projects	Development
Oracle Hyperion Data Relationship Mgt 11	Development



Certifications – 118 (Beta + Post-Beta + Production)

GBU Applications	
Specialist Certifications	Status
Primavera P6 EPPM 6	Production
Oracle Enterprise Taxation Management 2	Production
Oracle Argus Safety 6	Production
Oracle Life Sciences Data Hub 2	Production
Oracle Insurance Policy Administration 9	Production
Oracle FLEXCUBE UBS 11 Basic	Production
Oracle Utilities Customer Care and Billing 2	Production
Oracle Retail Predictive Application Server 13	Production
Oracle Retail Point-of-Service Suite	Production
Oracle Documaker 12	Production
Oracle ATG Web Commerce 10	Production
Primavera P6 EPPM 8	Production
Oracle FLEXCUBE UBS 11 Technical	Production 5/10
Primavera Contract Management 14	Beta
Oracle Comms Services Gatekeeper 5	Beta
Oracle FLEXCUBE Direct Banking 6	Beta
Oracle FLEXCUBE UBS 11 Trade Finance	Beta
Oracle Comms Billing & Revenue Mgt 7 Basic	Beta
Oracle Comms Billing & Revenue Mgt 7 Advanced	Beta Start 5/19
Oracle Utilities Meter Data Management 2	Beta Start 5/19
Primavera Portfolio Management 9	Development
Oracle Communications Unified Comms Suite 7	Development
Oracle Insurance Insight 7	Development
Oracle Utilities Mobile Workforce Management 2	Development

GBU Applications	
Specialist Certifications	Status
Oracle Retail Store Inventory Management 13.2	Development
Oracle Retail Store Price Management 13.2	Development
Oracle Retail Store Merchandising System 13.2	Development
Oracle Retail Invoice Matching 13.2	Development

Certifications – 118 (Beta + Post-Beta + Production)

Industries	
Specialist Accreditations	Status
Accelerate for Midsize	Production
Healthcare	Production
High Technology	Production
Life Sciences	Production
Aerospace and Defense	Production
Automotive	Production
Chemicals	Production
Consumer Goods	Production
Education and Research	Production
Engineering and Construction	Production
Industrial Manufacturing	Production
Media and Entertainment	Production
Natural Resources	Production
Oil and Gas	Production
Professional Services	Production
Public Sector	Production
Travel and Transportation	Production
Wholesale Distribution	Production
Communications	Development
Financial Services	Development
Insurance	Development
Retail	Development
Utilities	Development

Specializations allow Partners to express their value proposition

Optimized Solutions
Fusion Applications
Global Solution Offerings

Solutions

Core Specializations
Sales & PreSales
Support
Implementation

Supporting Specializations

Servers & Storage

Database

Fusion Middleware

Applications

Industries

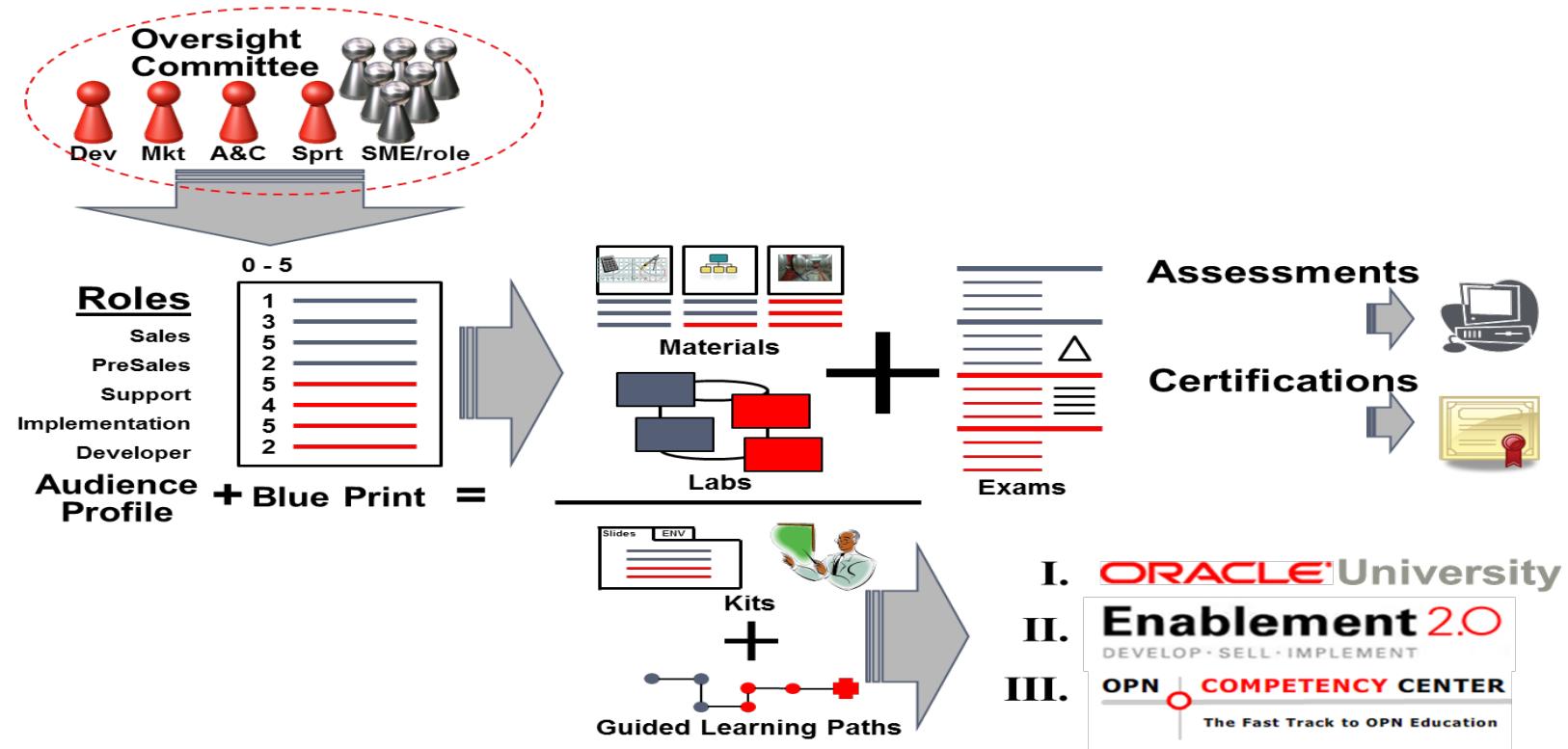
Architecture

Unified Method



SME process produces quality materials:

credible, valid, reliable, unbiased





Oracle Spatial 11g Certified Implementation Specialist

- Proctored Exam
- Some Topics Covered
 - Oracle Spatial Concepts and Data Structures
 - Oracle Fusion Middleware MapViewer
 - Geocoding, Routing Spatial Analysis and Mining
- Up-to-date training and field experience is recommended
- Open to all



Specialization Criteria

Oracle Spatial 11g	
Criteria	Required
Business Criteria	
Pre-requisite Specialization	None
Customer References	3
# of Transactions	Resell
	Co-sell
	Referral
Competency Criteria	
Oracle Spatial 11g Sales Specialist	1
Oracle Spatial 11g Presales Specialist	1
Oracle Spatial 11g Support Specialist	1
Oracle Spatial 11g Certified Implementation Specialist	1



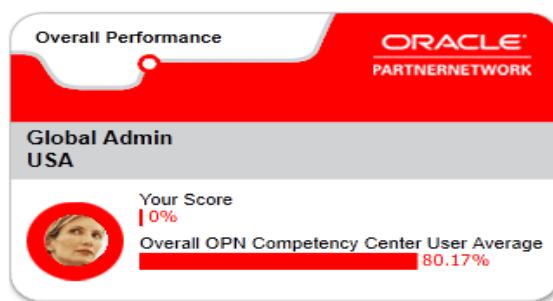
OPN | COMPETENCY CENTER

The Fast Track to OPN Education

Get
Specialized

Company Status

More
Training



» **Training Manager** (0 Notifications)

» Specializations Tracker

We provided the Specialization Tracker as an additional service to our Partners, and it reflects only Specialist Certifications. Although Champion accreditations are not included in the tracker, some of them are accepted in the OPN program and the tracker will reflect them as specialists. See details: Specialization Guide (PDF).

› [My Workgroups](#) | [Available Specializations](#)

Looking for the Guided Learning Paths?

Go to [Get Specialized](#) and check the training offerings by Specialization.

➤ Latest Guided Learning Paths

- ❑ GRC Manager Advanced Training for PreSales (Edge) DNU
 - ❑ PeopleSoft Enterprise PeopleTools 8.50 II Implementation Specialist
 - ❑ Oracle Business Process Management 11g Sales Person
 - ❑ Oracle Business Process Management 11g PreSales Consultant
 - ❑ Oracle Solaris Cluster Support Specialist

[View all Guided Learning Paths](#)

➤ Get your OPN Certified Specialist Exam for Free!



Q&A

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