



## **Oracle Partner Technology Centre**

**A dedicated functionality and  
migration testing centre  
for Oracle Partners**

## Oracle: the world's favourite technology platform

Adopting the latest Oracle technology platform is one of the best decisions you can make for your software.

Oracle is the world's leading relational database, continually refined over the past 30 years to meet the changing data management needs of organisations of all sizes. Gartner places Oracle as the worldwide relational database (RDBMS) market leader with 47.1% market share in 2006, up from 46.8% in 2005.

Oracle Fusion Middleware is the world's most comprehensive set of tools for application development, deployment and integration. With its built-in business intelligence, support for service-oriented architectures and unparalleled identity management capabilities, Oracle Fusion Middleware is selling faster than any other middleware suite available today, and is now used by more than 50,000 customers.

Organisations worldwide are seeking to standardise their IT infrastructure on a single data management platform, and the combination of Oracle Database and Oracle Fusion Middleware is emerging as the platform of choice. Oracle's extreme scalability, made possible thanks to its Real Application Clusters and Grid Computing technologies, combined with its outstanding performance, reliability, security and availability, make Oracle the most flexible and most robust technology platform available today – and this is reflected in its continued market leadership.

Migrating to Oracle or upgrading to take advantage of the latest Oracle technology opens doors to new and exciting markets for your applications, and to new opportunities for your business.



"The Oracle technology stack underpins everything we do. We find that Oracle Database technology is without doubt the dominant technology in our sectors. It gives our customers a solid foundation for the solution that we provide."

**- Steve Smith,  
CEO,  
Exor**



"The Oracle Partner Technology Centre provided Bottomline with all the help and assistance we needed to get our products working with Oracle BPEL. The Technology Centre is well equipped and the staff very knowledgeable and prepared to understand our business. As an Oracle Partner we see the Technology Centre as a key differentiator that Oracle provides over other technology vendors. Bottomline will be using the facility in the future for both training and development purposes, not only to strengthen Bottomline's products but more importantly to offer our Oracle customers more value. The service, support and facilities offered at the Oracle Partner Technology Centre are first class, and very accessible. Well done Oracle."

**- Stephen Carter,  
Head of Document Process  
Automation Solutions,  
Bottomline Technologies  
Europe**



## A state of the art testing environment

Oracle has opened a dedicated Partner Technology Centre in Hatfield, Hertfordshire. The Centre is there to help Oracle PartnerNetwork members to get the best possible value from their investment in Oracle technology by providing free functionality and performance testing workshops.

At the Centre you can test the functionality and performance of your Oracle-based solutions in a state of the art, cross-platform technology environment, with expert help from Oracle's Partner Technology Centre consultants. You can also attend scheduled workshops designed to help you understand and incorporate middleware technologies like Oracle Application Server 10g and Service-Oriented Architecture (SOA) into your solution offerings in the most beneficial way possible.

Facilities and benefits include:

- Free use of the Centre's advanced, cross-platform technology infrastructure for functionality and performance testing
- Performance and benchmark testing on a range of hardware configurations
- Free consultancy from the Partner Technology Centre experts during the functionality testing workshops
- Regular functionality testing workshops for a range of Oracle technologies, including Oracle Real Application Clusters (RAC), Oracle Database 11g, SQL Server to Oracle Migration, and Packaging and Embedding
- Additional taught workshops in Oracle Application Server 10g and SOA
- An uninterrupted environment that allows you to focus on the project at hand
- A closer working relationship with Oracle

## Is my company eligible to use the Oracle Partner Technology Centre?

The Oracle Partner Technology Centre is open to all members of the Oracle PartnerNetwork (OPN).

If you are interested in adopting the latest Oracle technologies but have not yet joined OPN, full details on next steps are detailed on the next page.

If you are an OPN member, contact your Oracle Partner Manager to discuss your migration, upgrade or testing requirements and to assess how you can best make use of the facilities available at the Centre.



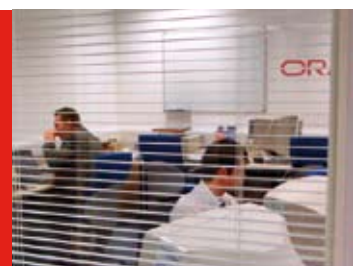
“Our visits to the Oracle Partner Technology Centre have proved invaluable. As an Oracle partner we need to continually take advantage of the latest technology advancements in our DRIVE product. The Centre provides the tools and infrastructure needed to ensure we achieve this.”

**- Carlo Marrone**  
**Head of Support Services,**  
**DRIVE Software Solutions Ltd**



“Version One has worked closely with Oracle's Product Technical Services team. “We planned to spend four months migrating to Oracle as the underlying database. Through Oracle's technical skills and support, we were able to do it in three months. Whenever we needed technical help, Oracle was there. They weren't all over us though: our people are pretty bright and don't need to be told how to do everything. Oracle was able to offer support at just the right level.”

**- Rod Martinsmith,**  
**Corporate Sales Manager,**  
**Version One**



## How much does it cost?

The Oracle Partner Technology Centre provides its functionality testing workshops and briefings free of charge to partners. The facilities can also be used for performance and benchmark testing using the Centre's extensive inventory of hardware.

If you choose to spend more than one day at the Centre, you will need to pay for your own accommodation and living expenses. You will be advised of any special offers and discounted rates with local hotels when you receive your joining instructions.

## Our commitment to you

At Oracle we are 100% committed to enabling our partners to grow their business in the way that suits them best. We respect your business models, and will work with you to help you make the most beneficial use of Oracle technology.

For more information about becoming an Oracle Partner, or booking time in the Oracle Partner Technology Centre, please choose one of the following:

### Request a booking at the Oracle Partner Technology Centre:

Contact your Partner Manager or email [opnic-uk\\_ww@oracle.com](mailto:opnic-uk_ww@oracle.com).

### Find out more about becoming an Oracle Partner:

Oracle PartnerNetwork Interaction Centre  
08705 194 194  
[opnic-uk\\_ww@oracle.com](mailto:opnic-uk_ww@oracle.com)

### Oracle PartnerNetwork Portal

<http://partner.oracle.com>



“At RBSRetail we believe it is our duty to provide our customers with the latest technological benefits. As an Oracle Partner we are fully aware of the range of technologies that Oracle can bring to the table. It is not always feasible to make available the required infrastructure to test potential solutions, however the Oracle Technology Centre simplifies those associated difficulties. The centres are excellent, we are trained by friendly and supportive people and given the hands-on experience and opportunity to test and implement our solution against a whole array of Oracle products. Oracle have really taken their partner requirements into consideration.”

**-Sid Desai,  
Systems Engineering Manager,  
Retail Business Solutions**



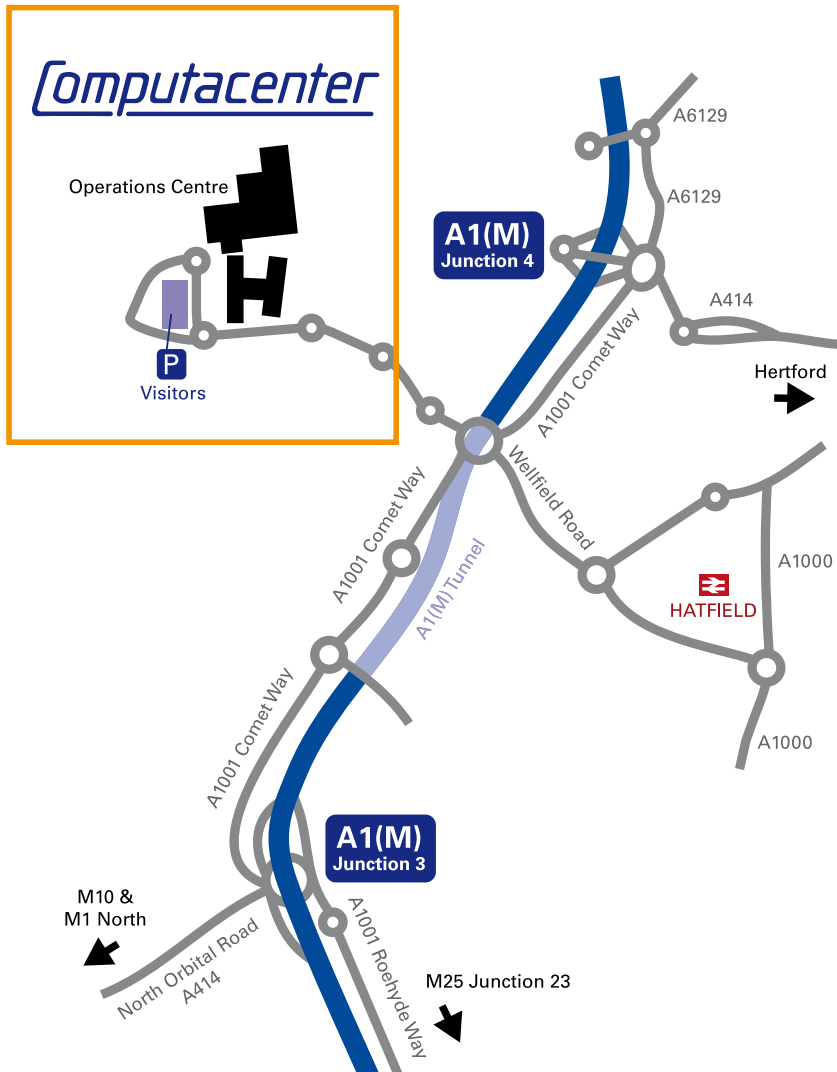
“The Oracle PartnerNetwork gives us an opportunity to communicate with the Oracle community, including Oracle itself. There's quite a lot going on in Oracle and a number of ISVs trying to get their attention. The Oracle PartnerNetwork gives us a structured way to work with Oracle.”

**- Amy Clements,  
Strategic Alliances Manager,  
QAS**



### Getting to the Oracle Partner Technology Centre

The Oracle Partner Technology Centre is located in the Computacenter building in Hatfield Business Park. Follow the maps below to find the Centre.



**Computacenter**  
Hatfield Business Park  
Hatfield Avenue  
Hatfield  
AL10 9TW  
Tel: 01707 631000



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