



## Oracle Software Asset Management (SAM) Program & VSAM Partners

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*Finding your IAITAM Oasis*

# Global Licensing and Advisory Services

Eliminate guesswork,  
make smart decisions.

We work with you to optimize the value  
of your Oracle Investment.



## Investment Economics

“How is our Oracle investment supporting the long-term goals of the business?”



## Knowledge Transfer

“Can you help us understand our license and subscription terms and conditions?”



## Entitlement Intelligence

“How do we find out the current state of our contractual agreements with Oracle?”



## Cloud Investment Services

“What do we need to consider when moving parts of our existing environment to the cloud?”



## Deployment and Consumption Optimization

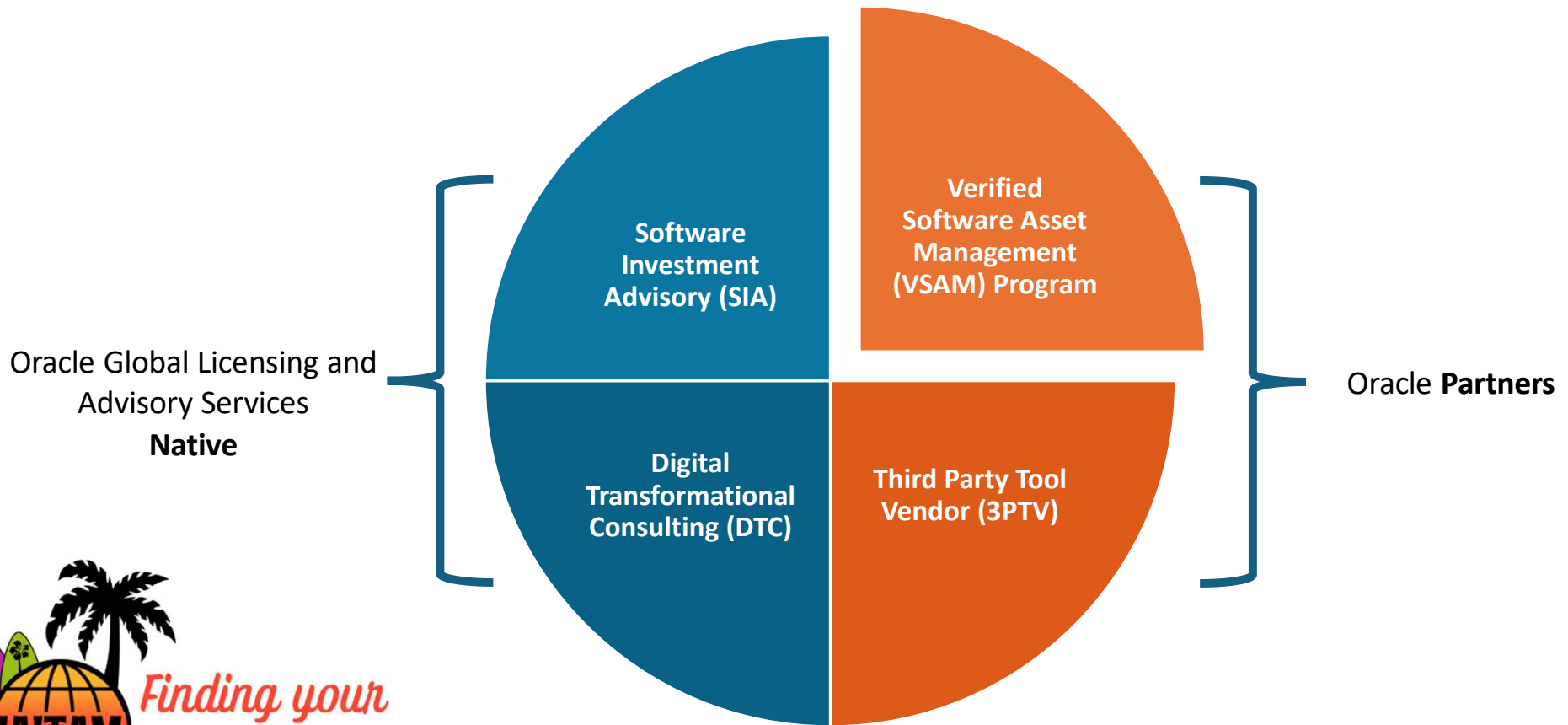
“How do we find if our Oracle TCO is optimized across on-premises and cloud?”



May 7-9, 2024 The M Resort  Las Vegas, NV



# ORACLE CUSTOMER **ADVISORY** OPTIONS



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# Oracle **Verified** SAM Program

TRANSFORMING CUSTOMER ENGAGEMENT & PARTNERSHIP



**Partner Led  
Proactive Asset  
Management and  
Optimization**



**Redefine & Create  
Global Consistency  
in Oracle SAM  
Conversations**



**Optimize Resources  
to Streamline the IT  
Environment**



**Foster Mutual Trust  
& Stronger  
Relationships  
between Oracle &  
Customers**



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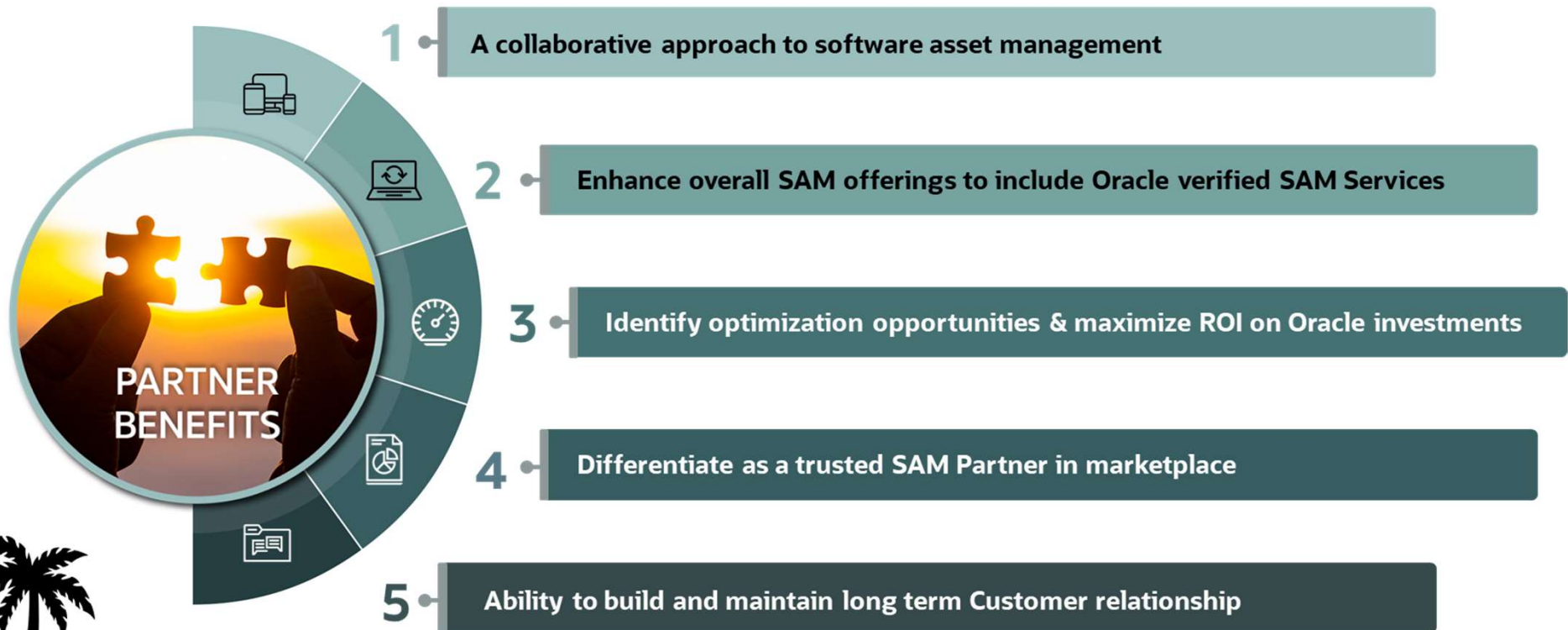
# ORACLE SAM PROGRAM **PARTNER** BENEFITS



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## ORACLE SAM EXPERTISE **QUALIFICATIONS**



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



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# VSAM PARTNER PROGRAM PROCESS FLOW

Service Example

**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 with  
Customer



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## ORACLE **VSAM** PARTNERS



Additional Oracle **VSAM** Partners coming soon



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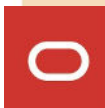


# Q&A



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**THANK YOU** for attending!



**Felicia Parilo**

Global Director

**Oracle VSAM Program & 3PTV Program**



LinkedIn Profile



Oracle VSAM Program



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