
Oracle Announces New Oracle Exastack Program for ISV Partners

Oracle Exastack Program Enables ISV Partners to Leverage a Scalable, Integrated Infrastructure to Deliver their Applications Tuned and Optimized for High-Performance

Redwood Shores, CA – June 28, 2011

News Facts

Enabling Independent Software Vendors (ISVs) and other members of Oracle Partner Network (OPN) to rapidly build and deliver faster, more reliable applications to end customers, Oracle today introduced Oracle Exastack Ready, available now, and Oracle Exastack Optimized, available in fall 2011 through OPN.

The [Oracle Exastack Program](#) focuses on helping ISVs run their solutions on Oracle Exadata Database Machine and Oracle Exalogic Elastic Cloud - integrated systems in which the software and hardware are engineered to work together. These products provide partners with a lower cost and high performance infrastructure for database and application workloads across on-premise and cloud based environments. Leveraging the new Oracle Exastack Program in which applications can qualify as Oracle Exastack Ready or Oracle Exastack Optimized, partners can use available OPN resources to optimize their applications to run faster and more reliably – providing increased performance to their end users.

By deploying their applications on Oracle Exadata Database Machine and Oracle Exalogic Elastic Cloud, ISVs can reduce the cost, time and support complexities typically associated with building and maintaining a disparate application infrastructure - enabling them to focus more on their core competencies, accelerating innovation and delivering superior value to customers.

After qualifying their applications as Oracle Exastack Ready, partners can note to customers that their applications run on and support Oracle Exadata Database Machine and Oracle Exalogic Elastic Cloud component products including Oracle Solaris, Oracle Linux, Oracle Database and Oracle WebLogic Server. Customers can be confident when choosing a partner's Oracle Exastack Optimized application, knowing it has been tuned by the OPN member on Oracle Exadata Database Machine or Oracle Exalogic Elastic Cloud with a goal of delivering optimum speed, scalability and reliability.

Partners participating in the Oracle Exastack Program can also leverage their Oracle Exastack Ready and Oracle Exastack Optimized applications to advance to Platinum or Diamond level in OPN.

Oracle Exastack Programs Provide ISVs a Reliable, High-Performance Application Infrastructure

With the Oracle Exastack Program ISVs have several options to qualify and tune their applications with Oracle Exastack, including:

Oracle Exastack Ready: Oracle Exastack Ready provides qualifying partners with specific branding and promotional benefits based on their adoption of Oracle products. If a partner application supports the latest major release of one of these products, the partner may use the corresponding logo with their product marketing materials: Oracle Solaris Ready, Oracle Linux Ready, Oracle Database Ready, and Oracle WebLogic Ready. Oracle Exastack Ready is available to OPN members at the Gold level or above. Additionally, OPN members participating in the program can leverage their Oracle Exastack Ready applications toward advancement to the Platinum or Diamond levels in the OPN Specialized program and toward achieving Oracle Exastack Optimized status.

Oracle Exastack Optimized: When available, for OPN members at the Gold level or above, Oracle Exastack Optimized will provide direct access to Oracle technical resources and dedicated Oracle Exastack lab environments so OPN members can test and tune their applications to deliver optimal performance and scalability on Oracle Exadata Database

Machine or Oracle Exalogic Elastic Cloud. Oracle Exastack Optimized will provide OPN members with specific branding and promotional benefits including the use of the Oracle Exastack Optimized logo. OPN members participating in the program will also be able to leverage their Oracle Exastack Optimized applications toward advancement to Platinum or Diamond level in the OPN Specialized program.

Oracle Exastack Labs and ISV Enablement: Dedicated Oracle Exastack lab environments and related technical enablement resources (including Guided Learning Paths and Boot Camps) will be available through OPN for OPN members to further their knowledge of Oracle Exastack offerings, and qualify their applications for Oracle Exastack Optimized or Oracle Exastack Ready. Oracle Exastack labs will be available to qualifying OPN members at the Gold level or above.

Partners are eligible to participate in the Oracle Exastack Ready program immediately, which will help them meet the requirements to attain Oracle Exastack Optimized status in the future. Guidelines for Oracle Exastack Optimized, as well as Oracle Exastack Labs will be available in fall 2011.

Supporting Quotes

"In order to effectively differentiate their software applications in the marketplace, ISVs need to rapidly deliver new capabilities and performance improvements," said Judson Althoff, Oracle senior vice president of Worldwide Alliances and Channels and Embedded Sales. "With Oracle Exastack, ISVs have the ability to optimize and deploy their applications with a complete, integrated and cloud-ready infrastructure that will help them accelerate innovation, unlock new features and functionality, and deliver superior value to customers."

"We view performance as absolutely critical and a key differentiator," said Tom Stock, SVP of Product Management, GoldenSource. "As a leading provider of enterprise data management solutions for securities and investment management firms, with Oracle Exadata Database Machine, we see an opportunity to notably improve data processing performance - providing high quality 'golden copy' data in a reduced timeframe. Achieving Oracle Exastack Optimized status will be a stamp of approval that our solution will provide the performance and scalability that our customers demand."

"As a leading provider of Revenue Intelligence solutions for telecommunications, media and entertainment service providers, our customers continually demand more readily accessible, enriched and pre-analyzed information to minimize their financial risks and maximize their margins," said Alon Aginsky, President and CEO of cVidya Networks. "Oracle Exastack enables our solutions to deliver the power, infrastructure, and innovation required to transform our customers' business operations and stay ahead of the game."