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# Oracle Value Added Distributors Global Community Forum

June 7<sup>th</sup> & 8<sup>th</sup>, 2017  
Budapest - Hungary

# FY17 – Pivoting to **Cloud**







# 80% Cloud Growth



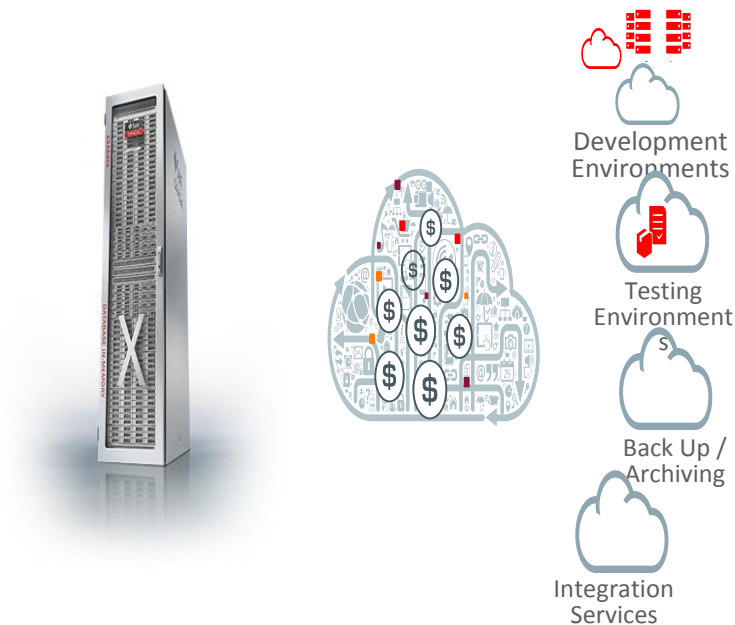
# FY18 Opportunities



Cloud



SMB Market



Channel Plays

# FY18 Focus

## Oracle Digital

+8 A&C dedicated heads  
Premium Partner Program

## Key Sales Plays

Move/Deploy Workloads to the Cloud  
Develop Cloud Native Applications  
Connect & Extend Apps  
Analytics

## VAD Marketing Programs

Dedicated Budget  
Marketplace

## Specialization (Hubs)

Studio  
Innovation & Modernization Centre  
Capacity & Capability (Academy)  
Adoption Centre





# Integrated Cloud

## Applications & Platform Services

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