

Reselling PeopleSoft Licenses via Oracle Digital Partner Channel

Quest Reconnect, Chicago
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About SpearMC

Founded in 2004. We love PeopleSoft. SpearMC specializes in:

- PeopleSoft FSCM, HCM, SCM, Expenses and Grants Mgmt
- PeopleSoft Hosting on OPC
- PeopleSoft/Tools Training
- Oracle Cloud IaaS/PaaS
- PeopleSoft Reseller since 2008
- FUDA Public Sector Addendum
- Aligned with PeopleSoft Leadership
- We know the SKU's customers are asking for. We can help sell and successfully implement them.

ORACLE[®]

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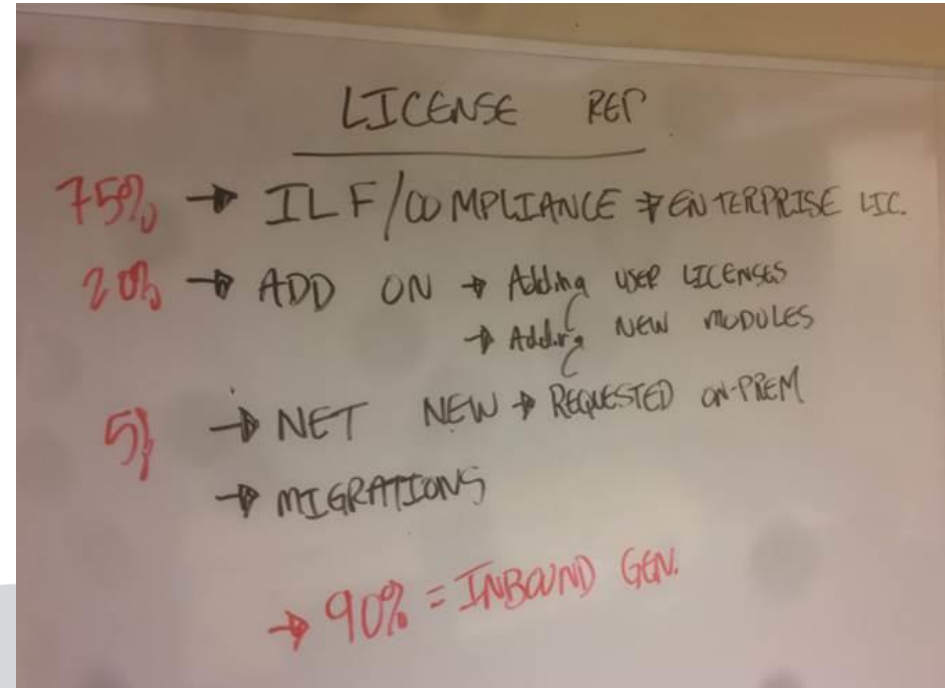
*Certified in PeopleSoft since 2008. Reseller
Certification for PeopleSoft and Oracle Public Cloud.*

Oracle Digital

Targeting over \$1 Billion in on-prem license sales in 2018.

That means JDE, EBS, PeopleSoft, Siebel, Hyperion, etc.

- OD License Reps spend 75% of their time simply checking headcount and revenue compliance for their customers.
- If a customer increases headcount or revenue, they send them an UPLIFT invoice for license fees.
- Rest of their time is spent trying to prospect, sell and close On-Prem Add-On or Net-New business.



Why are we here today?

Build relationships with OD to help Sell and Close Opps.

Help manage order process from Opp Approval to Close.

- *Up-Sell Add-On Modules...SpearMC focuses on:*

- *Grants Management = Non-Profit, Research, Healthcare*
- *Enterprise Service Automation (ESA) = Professional Services*
- *Project Costing, Expenses, eProcurement = All Verticals*
- *Supplier Resource Management (SRM) = All Verticals*
- *Sell net-new PeopleSoft Licenses...new implementation!*

ERP Up-Sell Add-Ons

- Expenses
- eProcurement
- Sourcing
- Contract Management
- Projects
- Treasury/Cash Management

HCM Up-Sell Add-Ons

- Recruiting
- Enterprise Learning Management
- Compensation
- Performance Management

PeopleSoft Resell Blueprint

Assign a single point-of-contact for all resell business

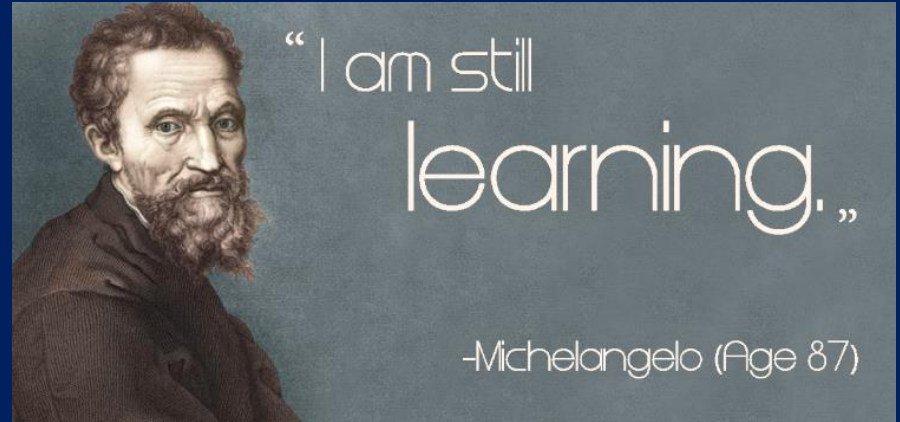
1. Oracle Gold, Platinum, Diamond Partner
2. Obtain Partner Specialization in PeopleSoft
3. Execute Full Use Distribution Agreement
4. Obtain PeopleSoft Resell Rights
5. Align with a Value Added Distributor (TD/Avnet)



PeopleSoft Resell Blueprint

Nothing with Oracle is easy. Learn from your experiences.

1. Apply for Public Sector Addendum to FUDA (to sell to public sector)
2. Secure Line of Credit (\$200-500k)
3. Apply for Demonstration Rights
4. Configure your Oracle Partner Store
5. Network with Oracle Channel Leadership (OD, Technology/IaaS, Public Sector, Field Sales)



How can we make this happen?

Establish matrix of go-to partners with specific domain expertise.

Approach #1 – Direct via VAD (resell partner)

- Resell Partner (VAR) registers/owns deal on OPS and identifies OD Rep.
- Resell Partner (VAR) secures OPS authorizations, approvals and funding.
- Resell Partner (VAR) procures through VAD (TechData) and manages order process.
- Resell Partner funds purchase and resells to Customer. *Resell Partner implements.*

Approach #2 – Indirect via SpearMC (non-resell)

- SpearMC (VAR) registers deal on OPS and identifies OD Rep.
- SpearMC secures OPS authorizations and approvals. SpearMC lines up funding.
- SpearMC procures through VAD (TechData) and manages order process.
- SpearMC funds purchase and resells to Customer. *Non-resell Partner implements.*

SpearMC Oracle Digital License Team



Marcus Bode

Managing Director, San Francisco

marcus.bode@spearmc.com

415-509-1151



Randall Johnson

Managing Director, Chicago

randall.johnson@spearmc.com

(847) 507-7647