

Oracle Partner Awards Program
Oracle Partner Award rules for EMEA Early Stage ISV
OFFICIAL RULES — STANDARD

INSTRUCTIONS

1. Thoroughly read through this OFFICIAL RULES document in its entirety.
2. Complete and submit the 2025 Oracle Early Stage ISV Partner Awards Nomination Form. See the Nomination Process section below for a link to the nomination form and further details.

For questions, please send an email to: oracle-partner-awards_ww@oracle.com

Oracle Partner Awards Program OFFICIAL RULES — STANDARD

By participating in this Oracle Awards program as a Nominee or Nominating Party, you agree to comply with all the terms and conditions below. If you do not agree with all of these terms and conditions or the terms contained within the nomination form, do not participate in this awards program and do not submit a nomination form.

Table of Contents

[Awards Description](#)

[Awards Period](#)

[Eligibility of Nominating Parties and Nominees](#)

[Nomination Process](#)

[Award Categories](#)

[Judging Criteria](#)

[Selection of Winners](#)

[Awards Winner and Finalist Benefits](#)

AWARDS DESCRIPTION

The EMEA Early Stage ISV Partner Awards (“Awards”) recognizes our partners through their use of Oracle’s Cloud Infrastructure, to foster innovation, accelerate business growth, and create value to enable success for our customers.

AWARDS PERIOD

All times listed in this document are Pacific Time, Coordinated Universal Time UTC-7 based on the time zone set in the electronic system used to process and time stamp Oracle Awards submissions.

- The **Nomination Period** begins on 6 January 2025, 12:00 am and ends on 24 January 2025 at 11:59 pm.
- All Submitters will be confidentially informed by early to mid-February.
- **Winners will be announced** by 19 March 2025 at the Partner Success Summit at Oracle CloudWorld London
- To view the winners' company names, check out our website - www.oracle.com/partner/awards/
 - Winners will be posted on the website by 31 March 2025. The Winner List will be available for a period of at least ninety (90) days thereafter.

IMPORTANT NOTICE: Each Nominee or Nominating Party is responsible for determining the corresponding time zone in their respective geographical location.

ELIGIBILITY OF NOMINATING PARTIES AND NOMINEES

Candidates may be submitted by self-nomination, nomination by the partner’s company representative, or by an Oracle employee on behalf of an OPN member, via the official nomination form.

All submissions must meet the following criteria:

- Nominations must be submitted by the deadlines as listed above. Late submissions are automatically disqualified.
- These Oracle Awards are open to either individuals or entities/organizations as indicated in the specific criteria for each award listed below and under Award Categories and Selection of Winners.

- These awards will be available to Oracle PartnerNetwork members in good standing that are co-innovating, developing joint-go-to-market and delivering mutual customer success. If you are not yet an OPN member, to learn more about the program, click here.
- Oracle partners or community members must be in good standing with Oracle at the time of submission and announcement of finalists/winners. Companies may not yet be a public company and if VC backed, no further than series C funding.
- Companies must be an ISV based in EMEA.
- Companies must be native builds or migrated to OCI.
- Nomination submissions evaluate the previous 18 months of activity.
- If you are submitting for the Customer Impact category, you must include an in-production, customer example in your nomination.
- Companies in any of the following categories are not eligible to participate as Nominees:
 - (a) competitor to Oracle in the product or area of the related title;
 - (b) employees of any company that has a policy against and/or legally prohibits participation in the Awards or the awarding of a prize/award/benefit to an employee;
 - (c) employees, officers, or officials of any public sector entity, located in the submitted nomination region—Europe Middle East Africa, Latin America, Japan or North America—including but not limited to any company acting in an official capacity for or on behalf of any national, state, provincial or local government, or any department or agency thereof.
- Each individual or entity/organization must meet criteria of the specified award in addition to all the following criteria:
 - Must be **18 years of age or older** to submit a nomination.
 - Oracle customers, partners, or community members must be **in good standing with Oracle** at the time of submission and announcement of finalists/winners.
 - **Residents of the following are not eligible to participate as Nominees:** any country or region under US trade restriction or embargo, currently **Cuba, Iran, North Korea, Syria, the Crimea region, and all Russian controlled areas of Ukraine**. While not under U.S. embargo, Oracle has a corporate policy of not transacting with Belarus, Russia, and Venezuela.
 - Persons in any of the following categories are **not eligible to participate as nominating companies:**
 - a) **employees or agents of Oracle** (Sponsor) **and** its parent, affiliate and subsidiary companies (collectively the “Sponsor”), or of the Sponsor’s participating advertising and promotion agencies, and prize suppliers;
 - b) **immediate family members** (defined as parents, children, siblings and spouse, regardless of where they reside) and/or those living in the same household as any person in (a) above;
 - c) expert panelists or judges for the selection of the Awards finalists/winners;
 - d) **competitor** to Oracle in the product or area of the related title;
 - e) employees of any company that has a **policy against and/or legally prohibits participation** in awards or the awarding of a prize/award/benefit to an employee;
 - f) **employees, officers, or officials of any public sector entity**, located in the Latin America on including but not limited to any person acting in an official capacity for or on behalf of any national, state, provincial or local government, or any department or agency thereof.

NOMINATION PROCESS

To nominate a candidate (a “Nominee”), the Nominee or Nominating Party must go to the 2025 Openwater [submission site](#) and complete a nomination form for an award.

Enter Nominee’s name and nomination details, complete the form, and agree to the terms and conditions. Submission must be focused on accomplishments in the last eighteen (18) months.

Alternative methods of nomination are not accepted. Incomplete nominations will not be considered. Nominations submitted after the deadline will not be considered and will be automatically disqualified. Nominations should be new narratives (new story, new customer, different products) that were not submitted during last year’s award program.

Each submission, including any article, case study or other supplemental material, will be considered one Nomination. Nominations, including case studies or articles, **must be in English**. You may submit up to a total of 2 nominations per award category, but each nomination must have a different narrative. Subject to all of the other terms in these Official Rules, you may receive assistance from others in developing your Nominations. One project/case study can be nominated only once. Partners should not nominate the same project for different categories. They should identify the most important aspect of that project and submit in that category only.

Nominations may not contain:

- Proprietary, confidential, or sensitive information (including details such as monetary/currency value of deal, proprietary or sensitive details of customer's configuration or business issues they are trying to solve if publicly shared may cause negative business impact, etc.) when answering the questions related to the project, solution, or effort of the nominee.
- Trade secrets or other information that is inappropriate to share with the general public.
- Copyrighted materials (whether registered or unregistered) that are owned by third-parties, without permission from the copyright owner(s).
- Trademarks owned by parties other than the Sponsor or the Nominee or Nominating Party submitting the Nomination (whether registered or unregistered), without permission of the trademark owner(s).
- Information that defames, misrepresents or contains disparaging remarks about the Sponsor, Sponsor's products, and any person, company or product.
- Messages or images inconsistent with the Sponsor's brand and company. See oracle.com for more information on Sponsor's brand and company.

PARTNER AWARD CATEGORIES

The Early Stage ISV pilot will be focused in the EMEA region with a possible expansion after the pilot.

There are four categories of partner awards for the Early Stage ISV Pilot: —Innovation, Innovation AI, Business Momentum and Customer Impact. If you want to preview the nomination form questions so you can prepare for your submissions click [here](#).

- Innovation: Early-stage ISVs that have developed an innovative solution(s) on OCI
- Innovation AI: Early-stage ISVs that have developed an innovative solution(s) on OCI in the AI space
- Business Momentum: Early-stage ISVs that have demonstrated significant growth through innovative solution development
- Customer Impact: Early-stage ISVs that have leveraged OCI to develop solutions delivering customer impact

PARTNER AWARDS JUDGING CRITERIA

Criteria used by the panel judges to determine the finalists is based on the eligibility criteria for the award as defined in this document, is not limited to usage of Oracle products, and other important factors including the alignment of the customer story to the award categories and their descriptions as outlined below.

Innovation and Innovation AI Awards

The Innovation and Innovation AI Award categories recognize partners that have developed pioneering solutions through leveraging Oracle Cloud Infrastructure (OCI). Partners that have produced solutions that are unique and differentiated and built on OCI technology should submit a nomination in this category.

Partner nominations in this category should provide details and information in their submission that describes how they developed an innovative solution that led to transformational results to advance their customer's business initiatives. The panel of judges will look for partner solutions that introduce groundbreaking capabilities and measurable improvements for the customer.

Business Momentum Award

The Business Momentum Award category focuses on partners that have exhibited significant traction through innovative cloud solution development built on OCI. Partners that have produced solutions that empower their customers to meet their business goals and challenges should submit a nomination in this category.

Partner nominations in this category should provide details and information in their submission that describes how they developed innovative solutions that lead to transformational results to advance their customer's business initiatives. The panel of judges will look for partner solutions that introduce measurable improvements for the customer.

Customer Impact Award

The Customer Impact Award category highlights ISVs that have leveraged OCI to develop solutions delivering meaningful customer impact.

This partner nomination should include a published customer success story/stories, if available, that provide examples of solving their customer's challenge with remarkable results. The customer should also be a referenceable account and willing to participate in a published customer + partner success story.

PARTNER AWARD SELECTION OF WINNERS

After the Nomination period closes on 24 January 2025 at 11:59 pm in the corresponding time zone to the respective geographical location, the submissions will be reviewed for eligibility and completion aligning with instructions on the Nomination form and the eligibility requirements in these rules.

There will be one winner and up to two finalists awarded per category. All Submitters will be confidentially informed by early to mid-February.

When the Sponsor notifies potential finalists/winner(s), each potential finalist/winner will be required to sign a legal affidavit of eligibility to receive the award and release forms granting permission for the Sponsor to announce the finalist/winner and reference finalist/winner as a customer of the Sponsor in Sponsor's marketing materials. A Nominee will not be announced as an award finalist/winner without successful completion of the affidavit and release forms. If the Sponsor is unable to reach a potential finalist/winner, or if the affidavit and release forms are not properly completed and returned to the Sponsor by the date requested, or if an award notification is returned as undeliverable, or if a potential finalist/winner is found not to have complied with these Official Rules in any way, the award will be forfeited and an alternate winner will be selected. Potential finalist/winner(s) will be given a deadline to respond and return the completed affidavit and release forms.

All decisions by Oracle are final. Oracle reserves the right to modify or terminate the Oracle Awards promotion at any time and at its sole discretion.

AWARDS WINNER AND FINALIST BENEFITS

Each of the category winners and finalists are based on the criteria noted in the Selection of Winners section above. Winner and finalist benefits are the following:

1. Booth in ISV Pavilion at Oracle Cloud World London to showcase their company and solutions. Booth will be provided by Oracle, but partner will be responsible for their own travel and lodging expenses
2. 2025 Oracle Partner Award badge for partner to use on Webpages, solution and information documents, customer presentations and other promotional materials.
3. Winners and finalists published on the Oracle Partner Awards Webpage.
4. Winners and finalists may be published on Oracle social media channels and related Oracle communities.
5. Winners and finalists may be mentioned at any Oracle event whether the awards are announced virtually or in person.
6. Potential to publish partner success story on Oracle.com as well as mentioned in other marketing activities (articles; press releases; blogs; videos; webcasts, etc.).

Winners and finalists are responsible for any other expenses relating to the acceptance and use of prizes. Oracle has the option, at its sole discretion, of substituting a benefit if for any reason a benefit becomes unavailable, including scheduling or availability. Benefits cannot be transferred, substituted, or redeemed for cash value. Awards and benefits will not be provided if a sufficient number of eligible Nominations are not received, but in no event will the Sponsor award more benefits than are provided for in these Official Rules.

RELEASE/DISCLAIMER OF LIABILITY

To the maximum extent permitted by law, by participating, the nominees, nominating parties, finalists, potential winners and winners (“releasing parties”) waive any right to claim ambiguity in the rules, and release, indemnify and hold harmless, and agree to keep indemnified and held harmless, the sponsor and its affiliates and subsidiaries, and each of their respective agents, representatives, officers, directors, shareholders and employees (collectively, “released parties”) at all times from and against any injuries, losses, damages, claims, actions, demands, costs or expenses or any liability of any kind (a) resulting from or arising from participation in the awards or acceptance, possession, use, misuse or nonuse of prize(s)/benefits that may be awarded; or (b) for or in respect of which released parties will or may become liable by reason of or related or incidental to any act, default, omission, breach or non-observance, whether negligent or otherwise, by a releasing party under these official rules.

DATA PRIVACY

For the purposes of running Oracle Awards, we collect, use, disclose, transfer, process, and store personal data of both the Nominating Party and the Nominee needed to conduct award nominations, judge submissions, contact nominees to review stories, award, publicize finalists/winners and related activities. Oracle does not ask for any sensitive personal data or confidential information. Oracle will process personal information of Nominating Party and Nominees in accordance with the Oracle General Privacy Policy (<https://www.oracle.com/legal/privacy/privacy-policy.html>). The Sponsor may use and share a Nominee or Nominating Party’s personal data with third parties to the extent necessary to fulfill its obligation to administer and sponsor the awards.

SEVERABILITY

If any provision(s) of these Official Rules are held to be invalid or unenforceable, all remaining provisions hereof will remain in full force and effect.

SPONSOR: Oracle Corporation, 2300 Oracle Way Austin, Texas, USA

Oracle reserves the right to cancel or modify the terms of this Oracle Awards program if fraud, technical failures or any other factor beyond Oracle's control impairs the integrity of this program, as determined by Oracle in its sole discretion. Oracle reserves the right in its sole discretion to disqualify any individual it believes has tampered with the entry or selection process or has acted in violation of these Official Rules. Any attempt by any person to deliberately damage or undermine the legitimate operation of this Oracle Awards program may be a violation of criminal and civil law, and, should such an attempt be made, Oracle reserves the right to seek damages from any such person to the fullest extent permitted by law. Oracle's failure to enforce any term of these Official Rules shall not constitute a waiver of that provision. Any attempts by an individual to access any website associated with this Oracle Awards program via a bot script or other brute force attack or any other unauthorized means will result in the IP address becoming ineligible. Use of automated entry devices or programs is prohibited.