

Staff Competency Table for Technology Focus Areas

CRITERIA	Applications ISV and Content Provider				Hosting Services Provider				Platform				Management Consultants, Service Partners and Systems Integrator				Technology ISV				Value-Added Reseller			
	Group 1	Group 2	Group 3	Group 4	Group 1	Group 2	Group 3	Group 4	Group 1	Group 2	Group 3	Group 4	Group 1	Group 2	Group 3	Group 4	Group 1	Group 2	Group 3	Group 4	Group 1	Group 2	Group 3	Group 4
The assessments valid for your companies' Staff Competency Requirements have to be completed in the version listed in front of each certification in this table or any higher version of the same GLP available in OPN Competency Center																								
Database																								
Oracle Certified Professional - Database 10g or 11g	-	-	-	-	2	1	1	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Oracle Database 10g or 11g Presales Champion	2	1	1	1	2	1	1	1	2	1	1	1	2	1	1	1	2	1	1	1	2	1	1	1
Oracle Database 10g or 11g Sales Champion	-	-	-	-	1	1	1	1	1	1	1	1	1	1	1	1	-	-	-	-	-	-	-	-
Oracle Database 10g Developer Champion or Oracle Database 11g SQL Developer Champion	1	1	1	1	-	-	-	-	-	-	-	-	-	-	-	-	2	1	1	1	-	-	-	-
Oracle Technology Support Champion	2	1	1	1	1	1	1	1	2	1	1	1	2	1	1	1	2	1	1	1	2	1	1	1
Enterprise Manager																								
Oracle Certified Professional - Database 10g or 11g	-	-	-	-	2	1	1	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Oracle Enterprise Manager 10g Implementation Champion	-	-	-	-	1	1	1	1	-	-	-	-	3	2	1	1	-	-	-	-	-	-	-	-
Oracle Enterprise Manager 10g Presales Champion	2	1	1	1	2	1	1	1	2	1	1	1	2	1	1	1	2	1	1	1	2	1	1	1
Oracle Enterprise Manager 10g Sales Champion	-	-	-	-	1	1	1	1	1	1	1	1	1	1	1	1	-	-	-	-	2	2	2	2
Oracle Technology Support Champion	2	1	1	1	1	1	1	1	2	1	1	1	2	1	1	1	2	1	1	1	2	1	1	1
Fusion Middleware																								
Oracle Fusion Middleware 10g Presales Champion	2	1	1	1	2	1	1	1	2	1	1	1	2	1	1	1	2	1	1	1	2	1	1	1
Oracle Fusion Middleware 10g Sales Champion	-	-	-	-	1	1	1	1	1	1	1	1	1	1	1	1	-	-	-	-	2	2	2	2
Oracle Fusion Middleware Developer	1	1	1	1	-	-	-	-	-	-	-	-	-	-	-	-	2	1	1	1	-	-	-	-
Oracle Technology Support Champion	2	1	1	1	1	1	1	1	2	1	1	1	2	1	1	1	2	1	1	1	2	1	1	1
Enterprise Content Management (ECM)																								
Oracle Enterprise Content Management Implementation Champion	-	-	-	-	1	1	1	1	-	-	-	-	3	2	1	1	-	-	-	-	-	-	-	-
Oracle Enterprise Content Management Presales Champion	2	1	1	1	2	1	1	1	2	1	1	1	2	1	1	1	2	1	1	1	2	1	1	1
Oracle Enterprise Content Management Sales Champion	-	-	-	-	1	1	1	1	1	1	1	1	1	1	1	1	-	-	-	-	2	2	2	2
Oracle Enterprise Content Management Developer Champion	1	1	1	1	-	-	-	-	-	-	-	-	-	-	-	-	2	1	1	1	-	-	-	-
Oracle Technology Support Champion	2	1	1	1	1	1	1	1	2	1	1	1	2	1	1	1	2	1	1	1	2	1	1	1
Service Oriented Architecture (SOA)																								
Oracle SOA Implementation Champion	NA	NA	NA	NA	1	1	1	1	-	-	-	-	3	2	1	1	NA	NA	NA	NA	-	-	-	-
Oracle SOA Presales Champion	NA	NA	NA	NA	2	1	1	1	2	1	1	1	2	1	1	1	NA	NA	NA	NA	2	1	1	1
Oracle SOA Sales Champion	NA	NA	NA	NA	1	1	1	1	1	1	1	1	1	1	1	1	NA	NA	NA	NA	2	2	2	2
Oracle Technology Support Champion	NA	NA	NA	NA	1	1	1	1	2	1	1	1	2	1	1	1	NA	NA	NA	NA	1	1	1	1
Business Intelligence Technology																								
<i>To be enabled in this PFA the partner can choose on the following 2 paths</i>																								
Foundation and Tools																								
Oracle Certified Associate or Professional - Database 10g or 11g OR Hyperion System 9BI+	-	-	-	-	2	1	1	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Oracle BI Implementation Champion for Enterprise Edition Plus OR Standard Edition	-	-	-	-	1	1	1	1	-	-	-	-	3	2	1	1	-	-	-	-	-	-	-	-
Oracle BI Presales Champion for Enterprise Edition Plus OR Standard Edition	2	1	1	1	2	1	1	1	2	1	1	1	2	1	1	1	2	1	1	1	2	1	1	1
Oracle BI ISales Champion for Enterprise Edition Plus OR Standard Edition	-	-	-	-	1	1	1	1	1	1	1	1	1	1	1	1	-	-	-	-	2	2	2	2
Hyperion BI+ Developer	1	1	1	1	-	-	-	-	-	-	-	-	-	-	-	-	2	1	1	1	-	-	-	-
Oracle Technology Support Champion	2	1	1	1	1	1	1	1	2	1	1	1	2	1	1	1	2	1	1	1	2	1	1	1
DataWarehouse																								
Oracle Certified Associate or Professional - Database 10g or 11g	-	-	-	-	2	1	1	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Oracle Business Intelligence - 10g Data Warehousing Implementation Champion	-	-	-	-	1	1	1	1	-	-	-	-	3	2	1	1	-	-	-	-	-	-	-	-
Oracle Business Intelligence Data Warehousing Presales Champion	2	1	1	1	2	1	1	1	2	1	1	1	2	1	1	1	2	1	1	1	2	1	1	1
Oracle Business Intelligence Data Warehousing Sales Champion	-	-	-	-	1	1	1	1	1	1	1	1	1	1	1	1	-	-	-	-	2	2	2	2
Oracle Technology Support Champion	2	1	1	1	1	1	1	1	2	1	1	1	2	1	1	1	2	1	1	1	2	1	1	1

*Group	Region	Countries in Region
1	EMEA NAS	UK USA
2	APAC EMEA LAD NAS	Australia, China, India, Japan, Korea, Singapore France, Germany, Italy, Netherlands Brazil Canada
3	APAC EMEA LAD	Hong Kong, Taiwan Belgium, Denmark, Finland, Ireland, Luxembourg, Norway, Russia, Spain, Sweden, Switzerland Mexico
4		All other countries not specified above

Staff Competency Table for Applications Focus Areas

CRITERIA	Applications ISV and Content Provider				Hosting Services Provider			Platform				Management Consultants, Service Partners and Systems Integrator				Technology ISV				Value-Added Reseller				
	Group 1	Group 2	Group 3	Group 4	Group 1	Group 2	Group 3	Group 4	Group 1	Group 2	Group 3	Group 4	Group 1	Group 2	Group 3	Group 4	Group 1	Group 2	Group 3	Group 4	Group 1	Group 2	Group 3	Group 4
The assessments valid for your companies' Staff Competency Requirements have to be completed in the version listed in front of each certification in this table or any higher version of the same GLP available in OPN Competency Center																								
Business Intelligence Applications																								
Oracle EPM Systems, Fusion Edition																								
Oracle Certified Associate or Professional - Database 10g or 11g OR Hyperion Certified Administrator (HCA)	-	-	-	-	1	1	1	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Hyperion Integration Consultant (Is valid as Oracle Integration champion)	2	1	1	1	-	-	-	-	-	-	-	-	-	-	-	-	1	1	1	1	-	-	-	-
Hyperion Certified Consultant - HCC (Is valid as Oracle Implementation Champion)	-	-	-	-	1	1	1	1	-	-	-	-	4	3	2	1	-	-	-	-	-	-	-	-
Hyperion Financial Performance Management Presales Champion	2	1	1	1	2	1	1	1	2	1	1	1	2	1	1	1	2	1	1	1	2	1	1	1
Hyperion Financial Performance Management Sales Champion	-	-	-	-	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	-	-	-	-
Oracle Support Champion	2	1	1	1	1	1	1	1	2	1	1	1	2	1	1	1	2	1	1	1	1	1	1	1
E- Business Suite																								
Oracle Certified Associate or Professional - Database 10g or 11g OR Oracle E-Business Suite 11i Applications Database Administrator	-	-	-	-	1	1	1	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Oracle E-Business Suite 11i9 or 11i10 Integration Champion	2	1	1	1	-	-	-	-	-	-	-	-	-	-	-	-	1	1	1	1	-	-	-	-
Oracle E-Business Suite 11i Certified Professional Consultant (CPC) or Oracle Implementation Champion where no EBS CPC available.	-	-	-	-	1	1	1	1	-	-	-	-	4	3	2	1	-	-	-	-	-	-	-	-
Oracle E-Business Suite 11i or R12 Presales Champion	2	1	1	1	2	1	1	1	2	1	1	1	2	1	1	1	2	1	1	1	2	1	1	1
Oracle E-Business Suite 11i or R12 Sales Champion	-	-	-	-	1	1	1	1	1	1	1	1	1	1	1	1	-	-	-	-	-	2	2	2
Oracle E-Business Suite Support Champion	2	1	1	1	1	1	1	1	2	1	1	1	2	1	1	1	2	1	1	1	1	1	1	1
JD Edwards EnterpriseOne																								
Oracle Certified Associate or Professional - Database 10g or 11g	-	-	-	-	1	1	1	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
JD Edwards EnterpriseOne 8.x Integration Champion	2	1	1	1	-	-	-	-	-	-	-	-	-	-	-	-	1	1	1	1	-	-	-	-
JD Edwards EnterpriseOne 8.x Implementation Champion	-	-	-	-	1	1	1	1	-	-	-	-	4	3	2	1	-	-	-	-	-	-	-	-
JD Edwards EnterpriseOne 8.x Presales Champion	2	1	1	1	2	1	1	1	2	1	1	1	2	1	1	1	2	1	1	1	2	1	1	1
JD Edwards EnterpriseOne 8.x Sales Champion	-	-	-	-	1	1	1	1	1	1	1	1	1	1	1	1	-	-	-	-	-	2	2	2
JD Edwards EnterpriseOne Support Champion	2	1	1	1	1	1	1	1	2	1	1	1	2	1	1	1	2	1	1	1	1	1	1	1
JD Edwards World																								
Oracle Certified Associate or Professional - Database 10g or 11g	-	-	-	-	1	1	1	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
JD Edwards World Integration Champion	2	1	1	1	-	-	-	-	-	-	-	-	-	-	-	-	1	1	1	1	-	-	-	-
JD Edwards World Implementation Champion	-	-	-	-	1	1	1	1	-	-	-	-	4	3	2	1	-	-	-	-	-	-	-	-
JD Edwards World Presales Champion	2	1	1	1	2	1	1	1	2	1	1	1	2	1	1	1	2	1	1	1	2	1	1	1
JD Edwards World Sales Champion	-	-	-	-	1	1	1	1	1	1	1	1	1	1	1	1	-	-	-	-	-	2	2	2
JD Edwards World Support Champion	2	1	1	1	1	1	1	1	2	1	1	1	2	1	1	1	2	1	1	1	1	1	1	1
PeopleSoft Enterprise																								
Oracle Certified Associate or Professional - Database 10g or 11g	-	-	-	-	1	1	1	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Peoplesoft Enterprise 8.x Integration Champion or PeopleSoft Enterprise PeopleTools 8.48 Developer Certified Expert	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	1	1	1	1	-	-	-	-
PeopleSoft Enterprise 8.x or 9.x Implementation Champion or Certified Expert	-	-	-	-	1	1	1	1	-	-	-	-	4	3	2	1	-	-	-	-	-	-	-	-
Any of the PeopleSoft Enterprise 9.x PreSales Champion	2	1	1	1	2	1	1	1	2	1	1	1	2	1	1	1	2	1	1	1	2	1	1	1
PeopleSoft Enterprise 9.x Sales Champion	-	-	-	-	1	1	1	1	1	1	1	1	1	1	1	1	-	-	-	-	-	2	2	2
PeopleSoft Enterprise Support Champion	2	1	1	1	1	1	1	1	2	1	1	1	2	1	1	1	2	1	1	1	1	1	1	1
Siebel CRM																								
Oracle Certified Associate or Professional - Database 10g or 11g	-	-	-	-	1	1	1	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Siebel 8.x Integration Champion	2	1	1	1	-	-	-	-	-	-	-	-	-	-	-	-	1	1	1	1	-	-	-	-
Siebel 8.x Certified Consultant Expert	-	-	-	-	1	1	1	1	-	-	-	-	4	3	2	1	-	-	-	-	-	-	-	-
Siebel 8.x PreSales Champion	2	1	1	1	2	1	1	1	2	1	1	1	2	1	1	1	2	1	1	1	2	1	1	1
Siebel 8.x Sales Champion	-	-	-	-	1	1	1	1	1	1	1	1	1	1	1	1	-	-	-	-	-	2	2	2
Siebel Support Champion	2	1	1	1	1	1	1	1	2	1	1	1	2	1	1	1	2	1	1	1	1	1	1	1
Oracle CRM OnDemand																								
Oracle CRM On Demand 14 or 15 Administrator Consultant	-	-	-	-	-	-	-	-	-	-	-	-	2	1	1	1	-	-	-	-	1	1	1	1
Oracle CRM On Demand 14 or 15 Analytics Report Developer	-	-	-	-	-	-	-	-	-	-	-	-	1	1	1	1	1	1	1	1	-	-	-	-
Oracle CRM On Demand 14 or 15 Developer	2	1	1	1	-	-	-	-	-	-	-	-	2	1	1	1	-	-	-	-	-	-	-	-
Oracle CRM On Demand PreSales Champion (N/A)	2	1	1	1	2	1	1	1	2	1	1	1	2	1	1	1	2	1	1	1	2	1	1	1
Oracle CRM On Demand 15 Sales Champion	-	-	-	-	1	1	1	1	1	1	1	1	1	1	1	1	-	-	-	-	-	2	2	2

*Group	Region	Countries in Region
1	EMEA NAS	UK USA
2	APAC EMEA LAD NAS	Australia, China, India, Japan, Korea, Singapore France, Germany, Italy, Netherlands Brazil Canada
3	APAC EMEA LAD	Hong Kong, Taiwan Belgium, Denmark, Finland, Ireland, Luxembourg, Norway, Russia, Spain, Sweden, Switzerland Mexico
4	All other countries not specified above	