



OraApps Oracle Security and GRC Partner Network

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Introduction

OraApps Consulting, Inc. (OraApps) participates in Oracle's Enterprise Security and Governance, Risk, and Compliance (GRC) Partner Initiative. OraApps is committed to becoming a leading provider of services associated with the implementation of Oracle Enterprise Security and Governance, Risk and Compliance (GRC) solutions. We will focus solely on these solutions and become the experts in the industry.

As the President and Founder of OraApps, I realize that we can't achieve our goals without the help of other Oracle Enterprise Security and GRC Professionals. I want to form alliances with these professionals to provide expert services to our customers. I plan to use these partners to participate in presales efforts, and provide prospective customers with resumes from talented and seasoned Oracle professionals. We will also use partners to provide implementation, training and mentoring services to our customers.

Benefits

Those companies and individuals that are accepted into OraApps Oracle Security and GRC Partner Network will benefit from:

- Increased exposure and recognition
- Increase in revenue for implementation, training and mentoring services
- Experience and "lessons learned" from other partners
- Access to Oracle's Enterprise Security and GRC collateral and knowledge base
- Education and training provided by other partners
- Access to Vision instance
- Access to Tool Kits developed by OraApps Partner Network
- Funnel requirements through OraApps Partner Network
- Maintain your own identity



Requirements

I truly want to build a network of partners that represent the best in the industry and demonstrate commitment to Oracle Enterprise Security and GRC Solutions. The preferred requirements include:

- Excellent written and communication skills
- More than five (5) years of Oracle technical and/or functional experience
- Advanced Degree such as MS, MBA, PHD
- Credentials such as CIA, CPA, CISA, CISM, CISSP, CITP
- More than five (5) years of business experience

SERVICES

I'm looking for partners to provide *implementation, training and mentoring services* for the following Oracle Enterprise Security and Governance, Risk and Compliance (GRC) applications:

Governance, Risk and Compliance (GRC)

GRC Reporting and Analytics

- Fusion GRC Intelligence

GRC Process Management

- GRC Manager

GRC Application Controls

- Application Access Controls Governor
- Configuration Controls Governor
- Transaction Controls Governor
- Preventive Controls Governor

GRC Infrastructure Controls

- Identity Manager
- Access Manager
- Role Manager
- Database Vault
- Audit Vault
- Advanced Security
- Secure Backup
- Enterprise Manager
- Universal Content Management
- Universal Records Management
- Information Rights Management

Information Security

Oracle Database Security

- Oracle Database Vault

OraApps

- Oracle Audit Vault
- Oracle Configuration Management
- Oracle Total Recall
- Oracle Advanced Security
- Oracle Data Masking
- Oracle Label Security
- Oracle Secure Backup

Oracle Identity Management

- Oracle Access Manager
- Oracle Adaptive Access Manager
- Oracle Identity Manager
- Oracle Role Manager
- Oracle Identity Federation
- Oracle Internet Directory
- Oracle Virtual Directory
- Oracle Web Services Manager
- Oracle Enterprise Single Sign-On Suite
- Oracle Entitlements Server
- Oracle Management Pack for Identity Management
- Oracle Identity & Access Management Suite
- Oracle Access Management Suite
- Oracle Authentication Services for Operating Systems

Oracle Application Server Security

- Oracle Application Server Security

Other Services

Database Administrators (DBAs)

We also need FinApps DBAs who can install and patch the applications in our Vision databases. We have a Release 12 Vision database. Soon, we will also have access to Release 11.5.10 Vision database.

Sales Representatives

Sales Representatives who are willing to market our services on a **commission** basis are also invited to join the OraApps Oracle Security and GRC Partner Network. We will provide them with access to some of Oracle's marketing seminars and collateral.



Brokers and Recruiters

Brokers and recruiters who search for Oracle Security and GRC Professionals are also invited to join the OraApps Oracle Security and GRC Partner Network. They will also be given access to Oracle's marketing seminars and collateral.

Products

Tool Kits

OraApps will provide partners and with access to our Oracle Enterprise Security and Governance, Risk and Compliance (GRC) Tool Kits. Similarly, customers can purchase our Tool Kits through the OraApps Partner Network.

These Tool Kits contain Oracle Documentation, third party articles and whitepapers, project management templates, and Oracle Tutor Author Reference and Procedure documents. We identify "best practices" and "lessons learned" in our documentation. Our partners and our customers can use these Tool Kits to realize their ROI more quickly and implement Oracle Enterprise Security and GRC Solutions effectively and efficiently.

Extensions

OraApps will also market extensions to the Oracle Enterprise Security and GRC applications that are developed by the members of the OraApps Partner Network.

Contribution and Commitment

Each member of the OraApps Partner Network is expected to contribute his or her talents with other members of the network. Moreover, they must be committed to helping other partners. Furthermore, all partners must be committed to excellence.

Summary

I absolutely refuse to participate in the doom and gloom activities, which are currently prevalent in the media and our conversations with others. However, I do realize that I don't have the resources or the talent to develop OraApps into an industry leader. I need help from other Oracle professionals. This is why I am implementing the OraApps Enterprise Security and GRC Partner Network. I want to put together a Team of Oracle Security and GRC Professions because **Together Everyone Achieves More**.

To learn more, contact Roger Drolet at 214-783-0751 or rdrolet@oraapps.net. Please identify your areas of expertise and how you plan to contribute to the goals and objectives of the OraApps Oracle Security and GRC Partner Network. You can also visit our website at www.oraapps.net.