

50

Years in Technology

30+

Years Supporting Oracle
ERP Applications

230+

Active Oracle Customers

200+

Oracle Database
Administrators

450+

Employees in Oracle MS,
AMS, IoT and PS

300+

Oracle Upgrades



Why Customers Choose Syntax

- ✓ Full-stack, SaaS-like Apps
Unlimited experience
- ✓ Full-lifecycle advisory,
migration, and managed services
- ✓ Multi-cloud Expertise
- ✓ Combined benefits of PAYGO
and Annual Flex models
- ✓ Proven track record of
successful migrations
- ✓ Strong OCI customer references

Results From Customers Choosing Syntax

Recent Wins \$ 1.2M OCI ARR



ORACLE | Sell
Partner
Expertise in
Oracle Cloud Platform
in North America

ORACLE | Sell
Partner
Expertise in
Oracle E-Business Suite
in North America

ORACLE | Sell
Partner
Expertise in
Oracle Hyperion
in North America

ORACLE | Service
Partner
Expertise in
CSPE: Oracle Cloud Platform -
Oracle E-Business Suite
Applications to Oracle Cloud
in North America

ORACLE | Service
Partner
Expertise in
Oracle Database to Oracle Cloud
in North America

ORACLE | Service
Partner
Expertise in
JD Edwards Applications
to Oracle Cloud
in North America

Why Oracle Sellers Choose Syntax

- ✓ Syntax financial commitment to OCI ensures Syntax will drive customer OCI consumption
- ✓ Access to Syntax EBS and JDE SMEs reduces deal cycles and builds customer trust
- ✓ Proven track record of meeting and exceeding consumption targets
- ✓ Track record of ~20% or more OCI upsell
- ✓ Syntax multi-cloud experience gives customers confidence in OCI recommendations
- ✓ Ability to migrate and manage non-Oracle workloads

KEY VERTICALS

- | | |
|--------------------------------|-------------------------|
| ✓ Manufacturing & Distribution | ✓ Professional Services |
| ✓ Construction | ✓ Consumer Products |
| ✓ Architecture & Engineering | ✓ Utilities |
| ✓ Retail & Wholesale | ✓ Mining |

PIPELINE SOURCE STATS

OCI ARR: \$ 3M

Syntax – Oracle Sourced

Revenue: 78% - 12%

Deals: 75% - 25%

SMSP Target: 50-50

WIN SOURCE RESULTS

OCI: \$ 1.2M

Syntax – Oracle Sourced

Revenue: 64% - 36%

Deals: 87.5% - 12.5%

SMSP Target: 50-50

Oracle Partner Portal

Sell More. Sell Faster. Together.

Syntax has created this dedicated portal for the Oracle community so you have a single source of assets to support your selling journey.

From whitepapers and data sheets, to scripts and on-demand webinars, we have the tools you need to be successful in showcasing our partnership.

syntax.com/oracle-partner-portal

CONTACT US

Phyllis Waud

Sr. Director of Channels & Alliances

M: +1 (704) 219-0928

E: Pwald@syntax.com

Violeta Albrecht

Oracle Partner Director

O: +1 (512) 635-0562

E: Violeta.Albrecht@syntax.com