

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



Central National Gottesman Inc.

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
- ✓ Construction
- ✓ Architecture & Engineering
- ✓ Retail & Wholesale
- ✓ Professional Services
- ✓ Consumer Products
- ✓ Utilities
- ✓ 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](https://syntax.com/oracle-partner-portal)

## CONTACT US

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