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Nominations due by June 23, 2017

Fields marked in red are mandatory to fill.

Use the "Submit" Button on last page to auto-send Form to Barbara.Canham@oracle.com

Bringing Customers Back from Off Maintenance

Partner Name:

Partner website:

Location:

Contact Person:

Title:

Email:

This category calls for stories on customers who were off maintenance and were brought back to the JD Edwards family as maintenance paying customers in the last 12 months. Supporting information should include which release the customer was on and if they were on 3rd party maintenance, another software system or without any support.

Requested information: Include a brief description of the project, customer name, JD Edwards release from/to, location, industry, the reasons they came back on maintenance, products licensed including JD Edwards and Oracle and Cloud products. Did the customer upgrade, planning to upgrade or a new implementation.

You can enter up to 10 examples in this document for this category. If you need addition pages, start a new form.

Customer - 1

Customer Name:		Annual Revenue:	
		Oracle JD Edwards Deal Size \$\$:	
		Win Date:	
		Release (old and new):	
		Industry:	
		Customer Location:	
Description of Customer (what their business background is):			
Was there a competitive situation for the deal:			
Was the customer on another software system or 3 rd party maintenance provider			
How were you able to convince the customer to come back:			
Was there an upgrade included in the deal:			
What was the customer's JD Edwards footprint when they were off maintenance:			
What new Oracle products were sold to the customer as part of relicense?			
What were the benefits of relicensing			
Did this customer attend a JD Edwards 9.2 Upgrade or Digital Workshop (if yes, list when and where):			
Other information:			

Customer - 2

Customer Name:		Annual Revenue:	
		Oracle JD Edwards Deal Size \$\$:	
		Win Date:	
		Release (old and new):	
		Industry:	
		Customer Location:	
Description of Customer (what their business background is):			
Was there a competitive situation for the deal:			
Was the customer on another software system or 3 rd party maintenance provider			
How were you able to convince the customer to come back:			
Was there an upgrade included in the deal:			
What was the customer's JD Edwards footprint when they were off maintenance:			
What new Oracle products were sold to the customer as part of relicense?			
What were the benefits of relicensing			
Did this customer attend a JD Edwards 9.2 Upgrade or Digital Workshop (if yes, list when and where):			
Other information:			

Customer - 3

Customer Name:		Annual Revenue:	
		Oracle JD Edwards Deal Size \$\$:	
		Win Date:	
		Release (old and new):	
		Industry:	
		Customer Location:	
Description of Customer (what their business background is):			
Was there a competitive situation for the deal:			
Was the customer on another software system or 3 rd party maintenance provider			
How were you able to convince the customer to come back:			
Was there an upgrade included in the deal:			
What was the customer's JD Edwards footprint when they were off maintenance:			
What new Oracle products were sold to the customer as part of relicense?			
What were the benefits of relicensing			
Did this customer attend a JD Edwards 9.2 Upgrade or Digital Workshop (if yes, list when and where):			
Other information:			

Customer - 4

Customer Name:		Annual Revenue:	
		Oracle JD Edwards Deal Size \$\$:	
		Win Date:	
		Release (old and new):	
		Industry:	
		Customer Location:	
Description of Customer (what their business background is):			
Was there a competitive situation for the deal:			
Was the customer on another software system or 3 rd party maintenance provider			
How were you able to convince the customer to come back:			
Was there an upgrade included in the deal:			
What was the customer's JD Edwards footprint when they were off maintenance:			
What new Oracle products were sold to the customer as part of relicense?			
What were the benefits of relicensing			
Did this customer attend a JD Edwards 9.2 Upgrade or Digital Workshop (if yes, list when and where):			
Other information:			

Customer - 5

Customer Name:		Annual Revenue:	
		Oracle JD Edwards Deal Size \$\$:	
		Win Date:	
		Release (old and new):	
		Industry:	
		Customer Location:	
Description of Customer (what their business background is):			
Was there a competitive situation for the deal:			
Was the customer on another software system or 3 rd party maintenance provider			
How were you able to convince the customer to come back:			
Was there an upgrade included in the deal:			
What was the customer's JD Edwards footprint when they were off maintenance:			
What new Oracle products were sold to the customer as part of relicense?			
What were the benefits of relicensing			
Did this customer attend a JD Edwards 9.2 Upgrade or Digital Workshop (if yes, list when and where):			
Other information:			

Customer - 6

Customer Name:		Annual Revenue:	
		Oracle JD Edwards Deal Size \$\$:	
		Win Date:	
		Release (old and new):	
		Industry:	
		Customer Location:	
Description of Customer (what their business background is):			
Was there a competitive situation for the deal:			
Was the customer on another software system or 3 rd party maintenance provider			
How were you able to convince the customer to come back:			
Was there an upgrade included in the deal:			
What was the customer's JD Edwards footprint when they were off maintenance:			
What new Oracle products were sold to the customer as part of relicense?			
What were the benefits of relicensing			
Did this customer attend a JD Edwards 9.2 Upgrade or Digital Workshop (if yes, list when and where):			
Other information:			

Customer - 7

Customer Name:		Annual Revenue:	
		Oracle JD Edwards Deal Size \$\$:	
		Win Date:	
		Release (old and new):	
		Industry:	
		Customer Location:	
Description of Customer (what their business background is):			
Was there a competitive situation for the deal:			
Was the customer on another software system or 3 rd party maintenance provider			
How were you able to convince the customer to come back:			
Was there an upgrade included in the deal:			
What was the customer's JD Edwards footprint when they were off maintenance:			
What new Oracle products were sold to the customer as part of relicense?			
What were the benefits of relicensing			
Did this customer attend a JD Edwards 9.2 Upgrade or Digital Workshop (if yes, list when and where):			
Other information:			

Customer - 8

Customer Name:		Annual Revenue:	
		Oracle JD Edwards Deal Size \$\$:	
		Win Date:	
		Release (old and new):	
		Industry:	
		Customer Location:	
Description of Customer (what their business background is):			
Was there a competitive situation for the deal:			
Was the customer on another software system or 3 rd party maintenance provider			
How were you able to convince the customer to come back:			
Was there an upgrade included in the deal:			
What was the customer's JD Edwards footprint when they were off maintenance:			
What new Oracle products were sold to the customer as part of relicense?			
What were the benefits of relicensing			
Did this customer attend a JD Edwards 9.2 Upgrade or Digital Workshop (if yes, list when and where):			
Other information:			

Customer - 9

Customer Name:		Annual Revenue:	
		Oracle JD Edwards Deal Size \$\$:	
		Win Date:	
		Release (old and new):	
		Industry:	
		Customer Location:	
Description of Customer (what their business background is):			
Was there a competitive situation for the deal:			
Was the customer on another software system or 3 rd party maintenance provider			
How were you able to convince the customer to come back:			
Was there an upgrade included in the deal:			
What was the customer's JD Edwards footprint when they were off maintenance:			
What new Oracle products were sold to the customer as part of relicense?			
What were the benefits of relicensing			
Did this customer attend a JD Edwards 9.2 Upgrade or Digital Workshop (if yes, list when and where):			
Other information:			

Customer - 10

Customer Name:		Annual Revenue:	
		Oracle JD Edwards Deal Size \$\$:	
		Win Date:	
		Release (old and new):	
		Industry:	
		Customer Location:	
Description of Customer (what their business background is):			
Was there a competitive situation for the deal:			
Was the customer on another software system or 3 rd party maintenance provider			
How were you able to convince the customer to come back:			
Was there an upgrade included in the deal:			
What was the customer's JD Edwards footprint when they were off maintenance:			
What new Oracle products were sold to the customer as part of relicense?			
What were the benefits of relicensing			
Did this customer attend a JD Edwards 9.2 Upgrade or Digital Workshop (if yes, list when and where):			
Other information:			