

# *Palisade's Declaration of Independence from Oracle*

Every company has a right to receive true, accurate, and unbiased advice on their Oracle contracts and compliance positions. Only firms that are truly Independent of Oracle can provide the required impartial counsel necessary to assist those companies to remain in compliance with their contracts and reduce their Oracle spend. To ensure your company is receiving guidance from an Independent Firm, **we at Palisade Compliance make this Declaration of Independence from Oracle.**

Palisade Compliance, An Independent Firm, shall

- Recognize that engaging in a business relationship and accepting money from Oracle, or Oracle partners, creates a conflict of interest;
- Be free from any contractual (sales, marketing, 'advisory') relationship that creates this kind of conflict of interest;
- Refrain from being an Oracle partner (reseller), education or marketing partner (including having no listing on the Oracle Partner Network website);
- Decline business involving the auditing of Oracle customers on behalf of Oracle, even in countries where this is common;
- Be owned by a company or individual free from a contractual or audit relationship with Oracle;
- Refuse to take an ownership stake in any firms that have a contractual or audit relationship with Oracle;
- Work under our own name, refusing to subcontract or 'white label' services on behalf of a non-Independent Firm;
- Conduct our own analysis and not have any Oracle partner or non-Independent firm engage with our client's data.
- Ensure that our business does not receive any financial benefit (either direct or indirect) from the sale of Oracle licenses, hardware, cloud services, or any other Oracle services;
- Provide our clients with advice and guidance that is in the best interest of the client, without any other inducements from Oracle or their partners;
- Maintain the confidentiality of our relationship with a client, refusing to discuss, transmit or otherwise communicate with any third party about the client's position without our client's consent;
- Sign appropriate contract provisions attesting to these commitments, and accept auditing provisions that will allow clients to be certain that the only monies our Independent Firm is taking are from advisory engagements on behalf of our clients and not from the sale of Oracle products or services.

By signing this Declaration of Oracle Independence, we certify that Palisade Compliance has no conflicts of interests, and meets all the requirements of an Independent Firm listed above. Palisade Compliance will work in your best interest and maintain your confidentiality by refusing to share any information with Oracle, Oracle related companies, or any other companies, unless explicitly requested by you.



Craig Guarente  
CEO & Founder, Palisade Compliance  
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