

Oracle Sales Cloud

Core Sales Force Automation



Oracle Sales Cloud offers an array of capabilities built to meet the essential needs of sales reps and sales managers. Easy-to-use productivity tools such as sales coach, opportunity assessment, call reports and a centralized team calendar keep sales reps on track with the information and guidance they need to close more deals. Oracle Sales Cloud increases sales teams' effectiveness and encourages critical communication about each in-flight opportunity.

KEY FEATURES

- 360° Customer View
- Product Recommendations
- Sales Coach
- Sales Lightbox
- Lead and Opportunity Assessment
- Call Report app
- Team Calendar
- Task Notification

KEY BENEFITS

- Increase productivity and provide a consistent sales methodology based on best practices using Sales Coach
- Determine pricing eligibility and lead quality using assessments
- Share and re-use slides from the best sales presentations
- Easily access appointments and task lists from a phone, tablet or email
- Log a call report and share it with your team anywhere and anytime
- Balance resources and prioritize key sales activities using team calendar

Know More

With critical customer information consolidated and presented in one place, sales reps can quickly gain a 360° view of their customers. From the account and contact pages, sales reps can quickly view and manage details before they walk into their next meeting, including:

- A full profile that includes contact relationships and account hierarchies
- Owned assets and cross-sell and up-sell recommendations
- Associated leads, opportunities, quotes, and orders
- Sales team members and their contact details
- A full outline of open and completed sales activities

Edit Account: Pinnacle Technologies: Overview

Customer Profile:

- Type: Customer
- Industry: High Technology
- URL: <http://www.pinnacletechnologies.com>
- Address: 600 4th Ave Rm 107, Seattle, Washington 98104
- Primary Contact: Joshua Baker
- Contact Phone: +1 (206) 958-1288
- Contact E-Mail: JoshuaBaker@us.or...
- Owner: Lisa Jones
- Contacts: 27
- Relationships: 35

Opportunities:

- Open Opportunities (Amount \$9,877,766): 6
- Open Quotes and Orders (Amount \$1,123,695): 6

Products:

- Assets: 4
- Top Recommendation: Vario 8500 Tablet

Activities:

- Open Activities: 19
- 6/17/15 Maintenance Plan ... (Last Completed Task)

Image1: The account and contact pages offer a full 360° view of customer information.

RELATED PRODUCTS

- Oracle CPQ Cloud
- Oracle Marketing Cloud
- Oracle Service Cloud
- Oracle Commerce Cloud
- Oracle Incentive Compensation
- Oracle Social Cloud
- Oracle Transactional Business Intelligence Enterprise for CRM Cloud Service

Assess the Quality of Leads and Opportunities

Leverage Oracle Sales Cloud assessments to evaluate lead quality and determine which opportunities are most likely to move forward, verify which opportunities will qualify for a discount, and measure the risk of competition. Sales reps can use assessments to ensure pipeline quality and close more deals by:

- Pursuing qualified leads
- Assessing an opportunity's strategic value
- Analyzing relationships with contacts
- Identifying potential competitor threats
- Recognizing subjective or financial factors that might put the opportunity at risk

Edit Lead: Cole Mitchell: Qualification

Qualification: Vision Lead Qualification
Status: Complete
Questions Completed: 5 out of 5
Last Updated: [Date]

Question	Response	Comments
Lead Assessment for Vision Corp		
Are you expanding or replacing servers?	Expand	
How satisfied are you with the current servers in use?	Very Satisfied	

Edit Opportunity: Green Server (Blade)

Assessment: Opportunity Discount Eligibility
Status: Complete
Questions Completed: 8 out of 8
Last Updated: 4/8/15 1:41 PM

Average - The situation is only a moderate fit for a discount eligibility. Please re-review if possible.

Question	Response
Process	
Have you obtained the right permission for the discount?	Yes
Deal	
What is the approximate size of the opportunity?	200k-300k

Image 2: Assessments help sales reps qualify leads and evaluate opportunities.

Use Guided Selling to Close Each Deal

Oracle Sales Cloud helps sales teams track and manage the full lifecycle of sales opportunities, from the initial sales discovery to the final contract agreement. Sales Coach guides sales reps through the sales process with easy-to-use task lists and recommended actions at each stage. Providing approved collateral and templates ensures consistent sales methodology and reinforces best practices.

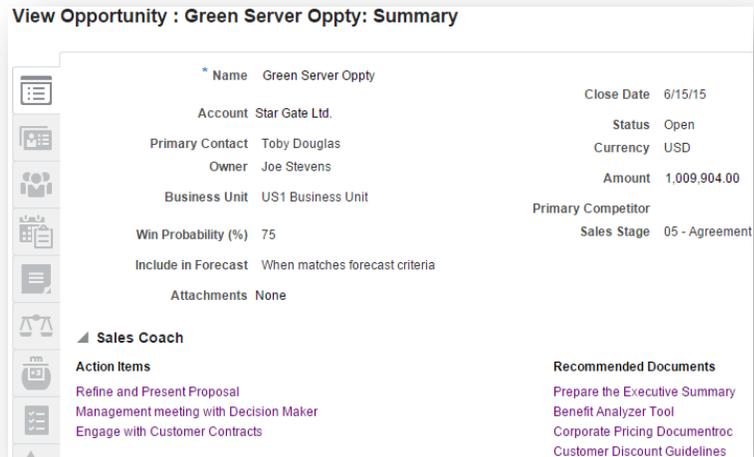


Image 3: Sales Coach informs sales reps of what they need to know and do.

Share Presentation Content

Sales Lightbox is a collaboration tool that enables your salespeople to quickly and easily share a library of Microsoft PowerPoint™ presentations. Sales reps can create new presentations by adding individual slides or full presentations to the shopping cart.

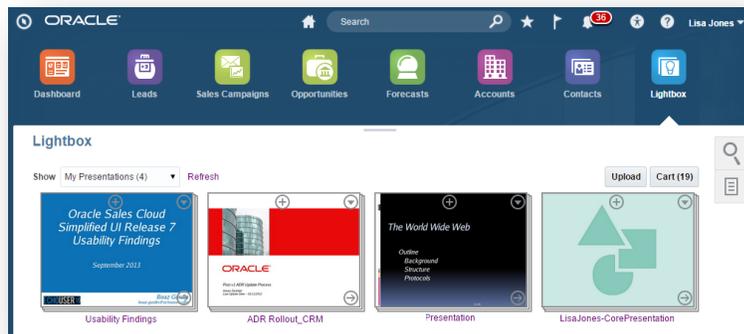


Image 4: Sales Lightbox allows sales teams to share and re-use presentation slides.

Increase Sales Productivity

Oracle Sales Cloud offers visual, simple-to-use activity management tools. Sales reps can view appointments and tasks from any mobile device, on the web or within email. After each call or meeting, sales reps can log a call report from their smartphone and send attendees a meeting recap and follow-up tasks. Sales reps can also post deal updates to Oracle Social Network to keep all account team members informed.

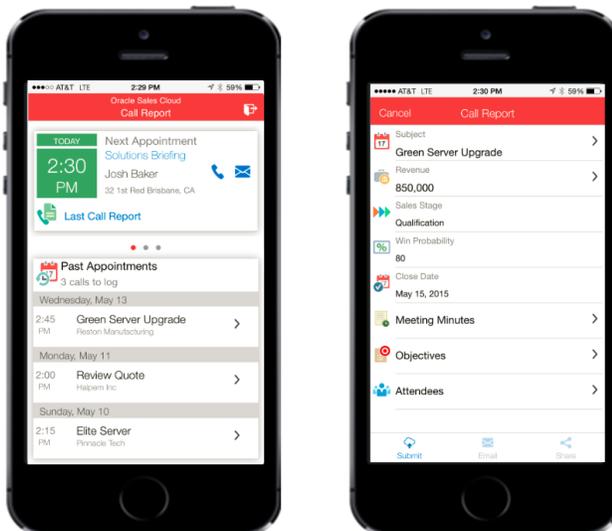


Image 5: The Call Report app helps Sales Reps prepare for meetings and log calls.

Gain Insight into Team Activities

With Oracle Sales Cloud, sales managers have prebuilt reports to measure their team’s activity metrics. Sales managers can set activity goals and review how many customer visits or calls have been completed by each sales rep on their team.



Image 6: Sales analytics offer insight into team activities.

View the Team Calendar

Oracle Sales Cloud gives sales managers visibility into their entire team’s calendars in a tablet-friendly timeline view. Sales managers can use the team calendar view to coordinate travel for key customer visits, monitor where sales reps spend their time and channel the best resources toward important prospects and customers.

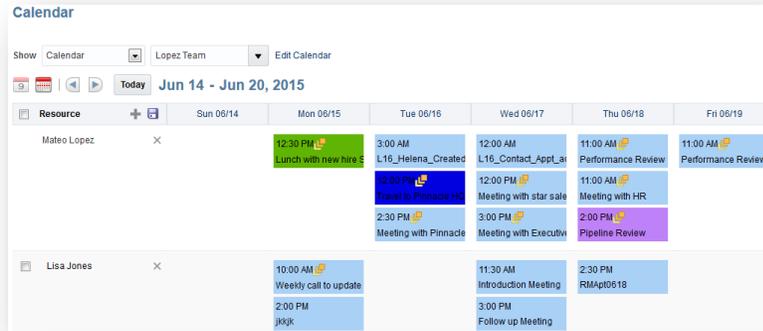


Image 7: The team calendar view offers a consolidated view of team activities.

CONTACT US

For more information about Oracle Sales Cloud Core Sales Force Automation, visit oracle.com or call +1.800.ORACLE1 to speak to an Oracle representative.



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