



Modern Sales in the Cloud

Mobile and Productive

Now that "Bring-Your-Own-Device" is a common strategy with many companies this mean sales reps work with a variety of different mobile phones and tablets. These devices have liberated Modern Sales reps who can spend a significant amount of their time on the road.

Complete Mobility Drives Sales Results

Unfortunately their mobile sales applications are not making them more productive. They are still fighting manual spread sheets, emails, and disconnected tools to respond to their customers and close deals.

Oracle Sales Cloud

To compete and win, Modern Sales teams need everything at their fingertips - on any mobile device. They need sales tools that will help them to pick the right products, generate accurate quotes and contracts, and price them correctly... while ensuring their forecasts and pipelines are up-to-date.

By empowering the modern mobile sales force, Oracle Sales Cloud increases productivity and drives sales results. Reps can sell more. No lost time; no lost money.

More Selling Time

Problem: By 2016, 55% of sales people will access sales applications exclusively through smartphones or tablets¹

Fully Mobile Solution: With an intuitive UI and support for Android, iOS and Blackberry platforms, sales reps have more selling time – using any device, anywhere, even when in disconnected mode.

Proof: “We are now more agile in the field than we have ever been before with Oracle Sales Cloud.” – Breg

ORACLE®
SALES CLOUD



MODERN SALES TENETS

- Fast and Easy
- Mobile and Productive**
- Insight-Driven
- Collaborative
- Pipeline-Building

"We are seeing 50% improvement in our product penetration."

– FIRST DATA

¹ Gartner, *Predicts 2014: CRM Sales*, 2013.

Improve Deal Velocity & Margin

Problem: Less than 50% of firms are currently providing access to critical sales and customer information on mobile devices²

Fast, Mobile, and Accurate CPQ Solution: From their mobile devices, reps can generate accurate pricing, quoting and contracts. As they change their quote, the opportunity pipeline updates automatically - improving deal velocity and margin wherever they are.

Proof: "What we were able to do with just 5,000 quotes per quarter, now we are able to do with 8,000 quotes per quarter." – Brocade



Enhanced Productivity

Problem: Sales reps spend just 37% of their week selling³

Social, Mobile, and Team Collaboration: Using integrated internal social networking, mobile apps, and business / networking sites, reps can better collaborate and team-sell.

Proof: "Oracle Social Network gives us the ability to have all of our people talking to each other, centered around the customer." – Cubis



Update Pipeline, Forecasts and Key Accounts

Problem: Sales reps will access their smartphones 50 times day while selling on the road⁴

Mobile Account Management Solution: With complete mobility, sales reps can update activity, deal, account information and forecasts from their mobile device. Saved searches give them fast access to frequent opportunities, contacts, and accounts.

Proof: "Reps have never had information at their fingertips the way that they do today."

– Batesville



Manage Your Business On the Go

Problem: 76 percent of CSOs perceive that mobile CRM improves sales team performance; however, less than half that number have a formal mobile device policy⁵

Real-Time Management Solution: Executives benefit from having real-time customer information at their fingertips and the ability to drill for more information. Using Oracle Mobilytics, they can perform "what-if" scenarios and see the impact of pipeline changes.




Proof: "[This] will not only help our sales team sell smarter, but also support our overall growth by increasing forecast and pipeline visibility." – Expensify

Why Oracle?

- » Lower cost, less complexity, and faster time-to-value than competitors
- » More device support than competitors
- » Integrated incentive compensation, predictive analytics, and digital body profile
- » Pre-packaged integration with JD Edwards, eBusiness Suite and Siebel

Oracle Sales Cloud empowers Modern Sales to be fully mobile – improving productivity and sales results. Oracle helps your sales reps sell more, your managers know more, and your company grow more. Learn more at www.oracle.com/sales.

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² Accenture, *Top-Five Focus Areas for Improving Sales Effectiveness Initiatives*, 2013.

³ CSO Insights, *Sales Performance Optimization 2013*, 2013.

⁴ Gartner, *Predicts 2014: CRM Sales*, 2013.

⁵ Accenture, *Top-Five Focus Areas for Improving Sales Effectiveness Initiatives*, 2013.