ORACLE

SALES CLOUD

Oracle Sales Cloud
Modern Sales Experience

ORACLE

Your customer has **changed.**

Today's empowered customer has access to more information, can engage with multiple sales channels, interacts with multiple devices, and shares experiences using social media. Recognizing the impact of today's empowered customer is key to sustaining and growing your business.

The overall customer experience is more important than ever.

To help your business thrive in today's modern sales environment, Oracle offers a complete suite of Customer Experience applications and access to thought leaders in the sales field through the Modern Sales Experience conference.
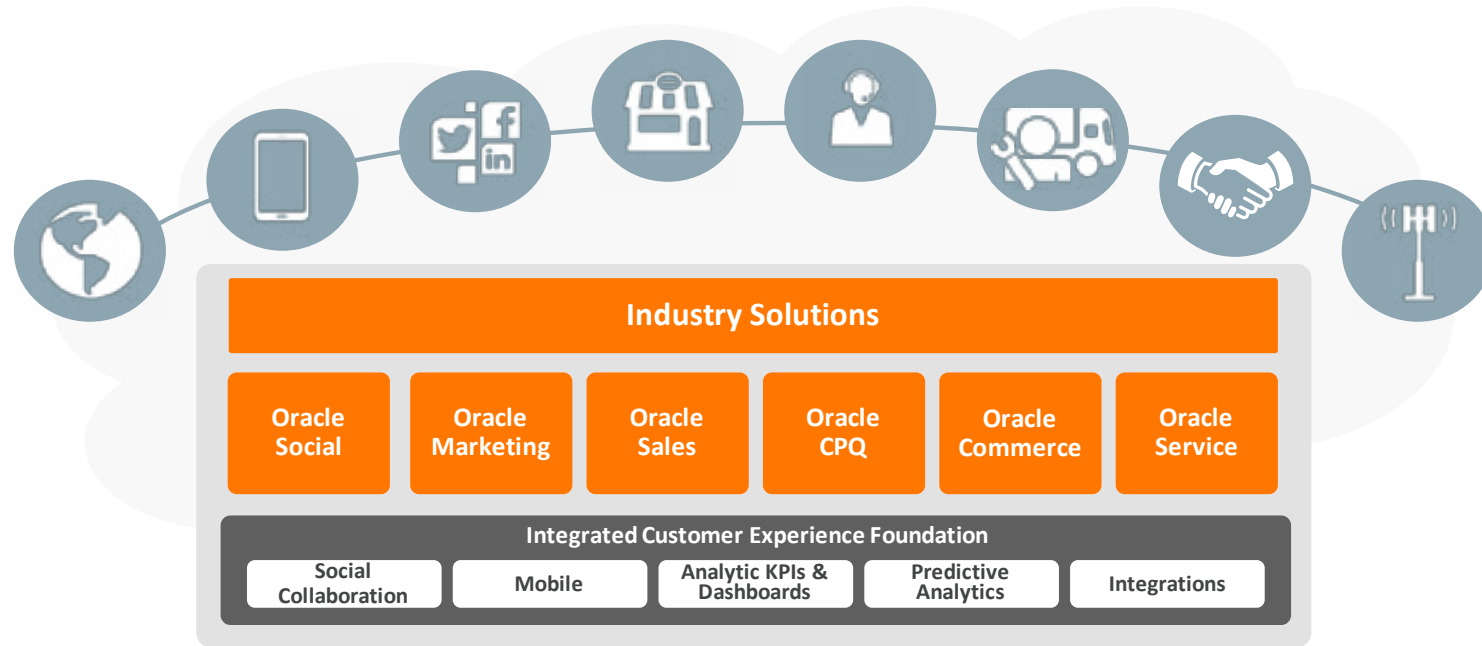
WATCH
The Importance of Customer Experience

WATCH
Modern Sales in the Cloud

The Oracle CX Suite

Industry Solutions

Oracle Social	Oracle Marketing	Oracle Sales	Oracle CPQ	Oracle Commerce	Oracle Service

Integrated Customer Experience Foundation

Social Collaboration	Mobile	Analytic KPIs & Dashboards	Predictive Analytics	Integrations

Oracle is committed to **maximizing the overall customer experience**

The Oracle CX suite is a comprehensive cloud solution that is tightly integrated and advanced. With preconfigured industry solutions and prebuilt cloud and on-premises integrations for Oracle Sales Cloud, you can get what you need when you need it, with minimal effort.

Sales Cloud industry solutions **leverage the comprehensive Oracle product portfolio**

to provide pre-configured solutions to meet industry-specific requirements. The Oracle Sales Cloud configuration and customization toolset (including Application Composer, Page Composer, String Editor, and BI Composer) offers a wide array of customization options for industry solutions.

Learn more about Oracle's Industry Solutions

View **Data Sheets for Industry Solutions**

See **Oracle Sales Cloud Industry Solutions**

▶ Explore Industry Solutions

Financial Services Communications High Tech and Manufacturing Consumer Goods

Financial Services

- Build personalized customer relationships with a 360° view of customer information
- Recommend the best financial products based on current needs
- Streamline account origination

Sales Cloud industry solutions **leverage the comprehensive Oracle product portfolio**

to provide pre-configured solutions to meet industry-specific requirements. The Oracle Sales Cloud configuration and customization toolset (including Application Composer, Page Composer, String Editor, and BI Composer) offers a wide array of customization options for industry solutions.

Learn more about Oracle's Industry Solutions

View **Data Sheets for Industry Solutions**

See **Oracle Sales Cloud Industry Solutions**

▶ Explore Industry Solutions

Financial Services

Communications

High Tech and Manufacturing

Consumer Goods

Communications

- Find top deals with intelligent scoring
- Streamline the sales process with pre-integrated configure, price, quote capabilities
- See complete customer profiles, including digital and social activity

The Oracle Customer Experience | The Oracle CX Suite | Industry Solutions | Simple and Intuitive | Mobile and Productive | Sales Intelligence | Oracle Mobilytics | Sales Performance Managment | Social Collaboration | Configure and Customize | Get Started
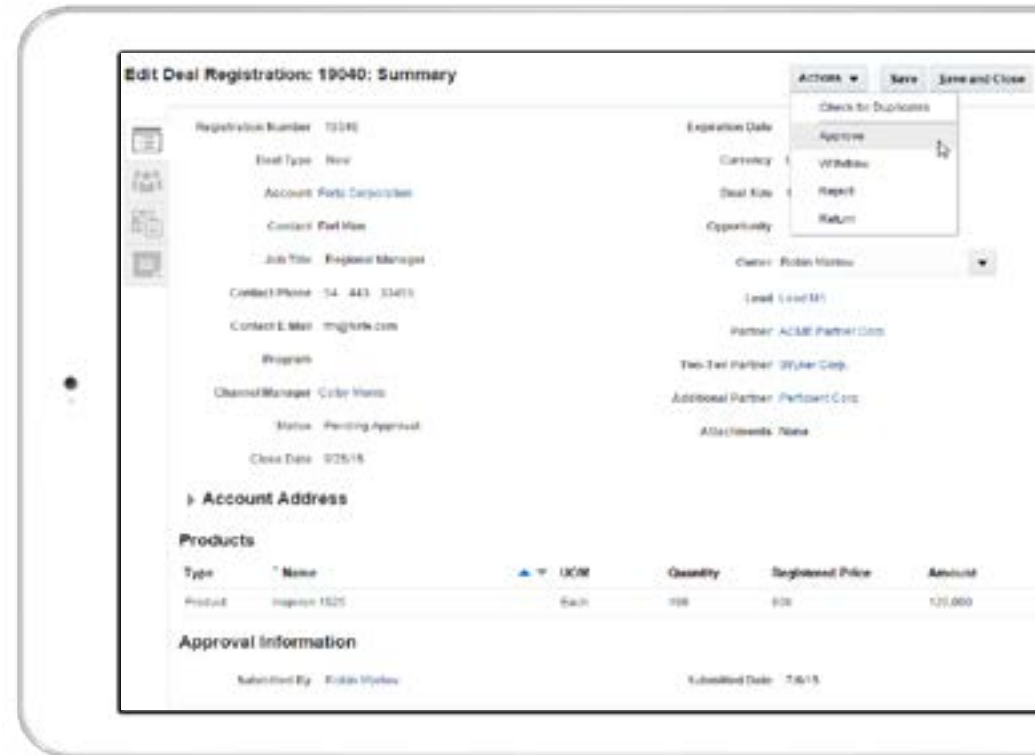
Sales Cloud industry solutions **leverage the comprehensive Oracle product portfolio**

to provide pre-configured solutions to meet industry-specific requirements. The Oracle Sales Cloud configuration and customization toolset (including Application Composer, Page Composer, String Editor, and BI Composer) offers a wide array of customization options for industry solutions.

Learn more about Oracle's Industry Solutions

View **Data Sheets for Industry Solutions**
See **Oracle Sales Cloud Industry Solutions**

▶ Explore Industry Solutions

Financial Services | Communications | **High Tech and Manufacturing** | Consumer Goods

High Tech and Manufacturing

- Create account plans and track sales goals
- Use Sales Coach to streamline sales tasks
- Update service tickets during field visits

The Oracle Customer Experience • The Oracle CX Suite • **Industry Solutions** • Simple and Intuitive • Mobile and Productive • Sales Intelligence • Oracle Mobilytics • Sales Performance Managment • Social Collaboration • Configure and Customize • Get Started

Sales Cloud industry solutions **leverage the comprehensive Oracle product portfolio**

to provide pre-configured solutions to meet industry-specific requirements. The Oracle Sales Cloud configuration and customization toolset (including Application Composer, Page Composer, String Editor, and BI Composer) offers a wide array of customization options for industry solutions.

Learn more about Oracle's Industry Solutions

View **Data Sheets for Industry Solutions**

See **Oracle Sales Cloud Industry Solutions**

▶ Explore Industry Solutions

Financial Services

Communications

High Tech and Manufacturing
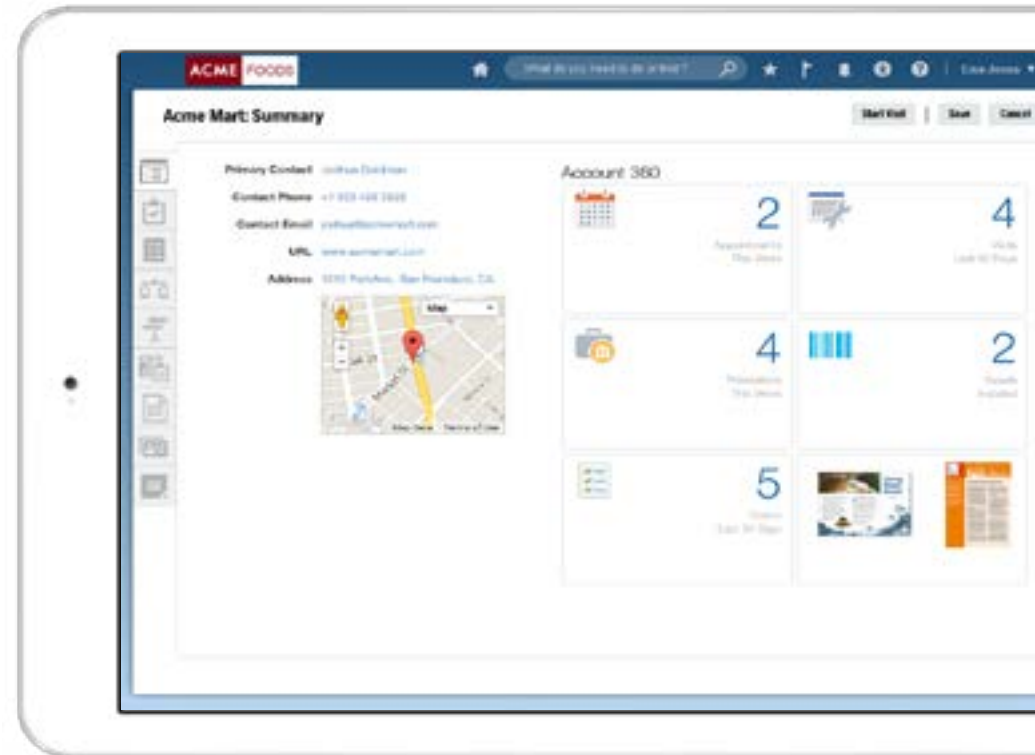
Consumer Goods

Consumer Goods

- Set up and manage national promotion programs and account-based promotions
- Plan, schedule and execute sales visits to retail accounts
- Gain insight into your team's performance with a KPI dashboard

Easy to Use and Adapt

- Improve sales rep adoption with no training
- Increase sales rep productivity with Sales Cloud's visual, simple-to-use UI and smartphone apps
- Track key performance indicators at a glance with executive dashboards

Easy to Configure, Customize, and Integrate

- Tailor Oracle Sales Cloud with built-in tools
- Integrate with prebuilt cloud and on-premises solutions
- Extend Oracle Sales Cloud's capabilities with Oracle's Platform as a Service
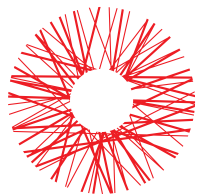
NUCLEUS RESEARCH

*"The streamlined user interface and usability focus make Oracle Sales Cloud **easy to adopt and use with virtually no training**"*

- ***Rebecca Wetterman,*** *Vice President, Nucleus Research Inc.*

ORACLE

View the **Sales Cloud on Smartphones and Tablets Data Sheet**
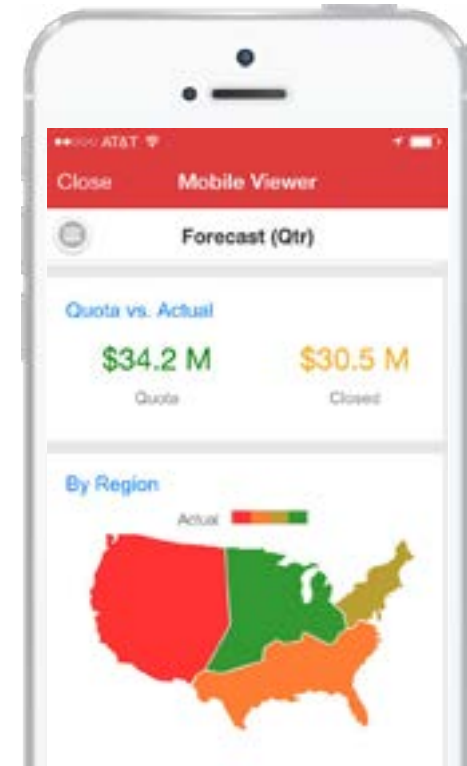
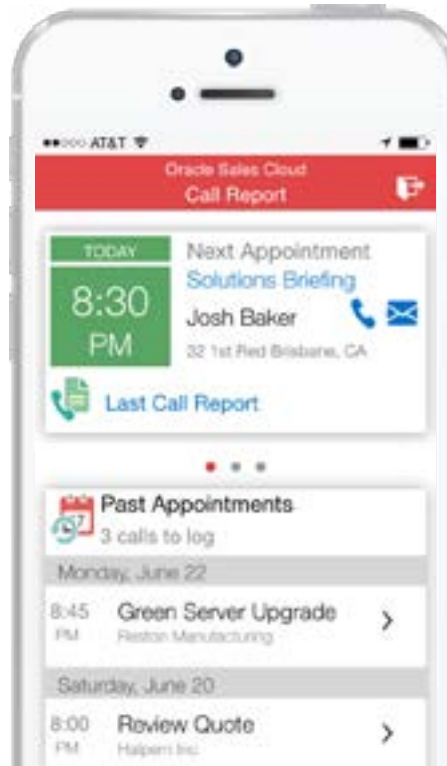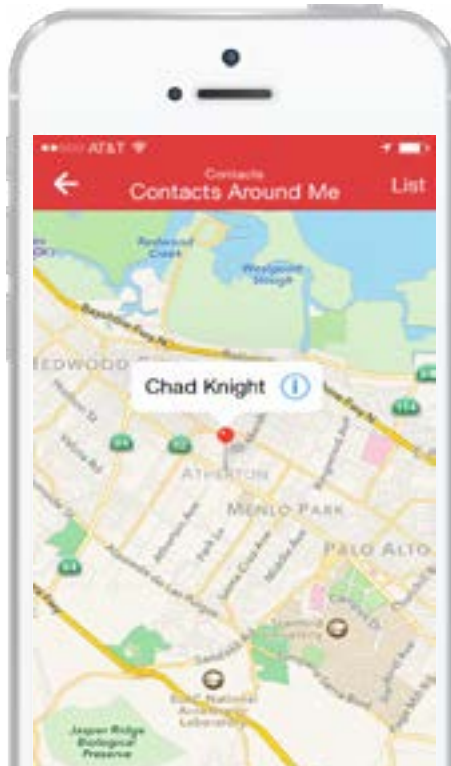**Oracle Sales Cloud Mobile App**
A robust smartphone solution that you can use to prepare for customer meetings, log calls, work critical opportunities, and update forecasts.

Call Report App
A single-purpose app that you can use to record key sales activities and update related opportunity data in one minute or less.

Mobile Dashboards
Deliver custom, interactive dashboards that your sales team can access right from the Oracle Sales Cloud Mobile app using Mobile App Designer.

The Oracle Customer Experience | The Oracle CX Suite | Industry Solutions | Simple and Intuitive | Mobile and Productive | Sales Intelligence | Oracle Mobilytics | Sales Performance Managment | Social Collaboration | Configure and Customize | Get Started

ORACLE®

Oracle Sales Cloud offers **prebuilt, powerful, multi-lingual, and enterprise-level custom reporting** for desktop and mobile devices.

150+
Prebuilt and custom reports available for Smartphones

130+
Sales metrics and 20+ sales dimensions

15 months
Historical trending for opportunities and forecasting

48
Executive Dashboard KPIs available for tablets

Learn more about Sales Analytics

View the **Oracle Sales Cloud Analytics Data Sheet**

See how **Batesville is using analytics to drive business**

See **Oracle Sales Cloud Analytics**

The Oracle Customer Experience · The Oracle CX Suite · Industry Solutions · Simple and Intuitive · Mobile and Productive · **Sales Intelligence** · Oracle Mobilytics · Sales Performance Managment · Social Collaboration · Configure and Customize · Get Started

Oracle Mobilytics

Forecast Shaper

DealRadar

Interactive visualizations give sales managers **unprecedented intelligence into sales performance**.

- **Forecast Shaper** Perform "What If" analyses by moving opportunities between quarters and achieve your quota

- **Pipeline Analyzer** Analyze sales stages to move along large or important deals along and improve conversion rates

- **Deal Radar** Track deals by team activities and focus on the right deals

- **Team Tracker** Manage your team's performance by tracking quota vs. attainment

- **Aging Monitor** Keep your forecast on track by analyzing pipeline and honing in on stale deals

Learn more about **Oracle Mobilytics**

Sales Performance Management

Drive sales behavior and increase efficiencies with **Incentive Compensation.**

- Easy-to-use planning and reporting tools
- Compensation plan automation for cash and non-cash incentives
- Project potential commission using the estimator

Optimize sales performance with balanced **Territories and Quotas** that are aligned to your sales strategy.

- Territory modeling with what-if analysis
- Simplified territory management for quick adjustments
- Top-down and bottom-up quota planning

Measure **sales rep productivity** and drive sales with effective tools and real-time coaching.

- Guided Selling
- Product Recommendations
- Whitespace Analysis
- Role-based homepages with focus on key performance indicators

Learn more about **Oracle Sales Cloud Sales Performance Management**

Social Collaboration

With Oracle Social Network integrated throughout Oracle Sales Cloud, you can easily **collaborate with your sales team and your network of channel sales partners**.

Managers can coach sales reps, reps and partners can share documents and see updates in real time.

Collaborate
Oracle Social Network is embedded in Oracle Sales Cloud and the Oracle Sales Cloud Mobile app to offer real-time collaboration anytime, anywhere.

Inform
Share critical information and see what has been updated on your accounts, contacts, leads, and opportunities.

Share
Produce and review content in a shared environment with powerful web-based document viewing and annotation.

The Oracle Customer Experience | The Oracle CX Suite | Industry Solutions | Simple and Intuitive | Mobile and Productive | Sales Intelligence | Oracle Mobilytics | Sales Performance Managment | **Social Collaboration** | Configure and Customize | Get Started

ORACLE®

Configure & Customize

Oracle Sales Cloud offers an agile, modern cloud service that you can **tailor to your needs**

with a rich configuration and customization toolset in an easy Software-as-a-Service (SaaS) environment. You can further enrich your service with new features and applications using Oracle's Platform-as-a-Service (PaaS).

Learn more about **Sales Cloud Configuration, Customization and Integrations**

Learn More

Visit our website at cloud.oracle.com

Request a Demo

See how Oracle Sales Cloud delivers modern sales in the cloud

Connect

Attend Oracle Open World with Oracle customers, partners, and experts

▶ **WATCH**
Customers' Success with Oracle Sales Cloud

ORACLE | Integrated Cloud
Applications & Platform Services