Oracle BigMachines CPQ Reporting Cloud Service

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CONFIGURE, PRICE, AND QUOTE CLOUD
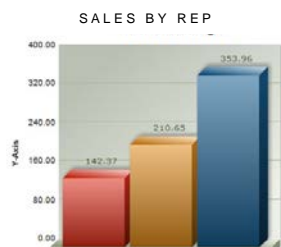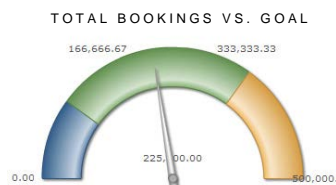
STREAMLINE DATA ANALYSIS

KEY FEATURES

- Drag-and-drop interface
- Dynamic chart and graph generation
- Enhanced filtering
- Extensive customization options
- Automated report generation and distribution
- Myriad report types

KEY BENEFITS

- Reveal organizational sales trends
- Gain insight into sales pipeline
- Identify the most productive sales reps and channels
- Pinpoint the best-selling products and services
- Determine the best product and option bundles

A VARIETY OF VISUAL REPORTS

TOTAL BOOKINGS VS. GOAL

166,666.67   333,333.33
0.00   225,000.00   500,000.

SALES BY REP

Oracle BigMachines CPQ Reporting Cloud Service provides a powerful reporting engine to streamline your data analysis, all within the familiar Oracle CPQ Cloud selling platform interface. Oracle BigMachines CPQ Reporting Cloud Service provides full visibility into your sales processes and channels.

Powerful Reporting Engine

All Oracle CPQ Cloud users have access to this powerful reporting system for real-time analysis. Reports are quickly generated with an easy-to-use, drag-and-drop interface. Users select their report criteria, narrow the results with enhanced filtering, generate dynamic charts and graphs, and run reports. Reports can be saved, exported to Microsoft Excel, or scheduled to run automatically and be delivered via e-mail. Here is just a sampling of the useful reports that can be generated.

- Closed/won quotes
- Forecasts and pipeline
- Historical quote and order trends
- Product features—volume by product or option
- Quote hit rate by sales representative, distributor, or value-added reseller
- Quote status, time to close, totals

Whether you are examining broad company trends or analyzing line item details, Oracle BigMachines CPQ Reporting Cloud Service provides a powerful data analysis tool.

Reporting for Managers

Which representatives close the most business? Do your teams add revenue or margin to each quote? How fast are deals won? With Oracle BigMachines CPQ Reporting Cloud Service, managers can create reports that reveal organizational sales trends and provide insight into their internal and channel sales pipeline for forecasting. They can determine which sales representatives and channels are most productive, and identify trends showing which products and services are being sold.

Reporting for Sales Operations

Which combinations of options should you bundle? What are the most popular products and services being quoted and sold? What is your average commission on deals? Sales operations and product marketing can use Oracle BigMachines CPQ Reporting Cloud Service to determine best-selling products and services. They can also use it to measure the efficiency of the sales process. What stage of the sales process are quotes in? What is the average amount of time spent in each stage?

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How It Works

Specify your report data. Begin by choosing the data for the report. Specify the columns, add advanced filters, select the currency, and choose a date range. Use multiple options for displaying your data such as sum, average, total, and maximum.
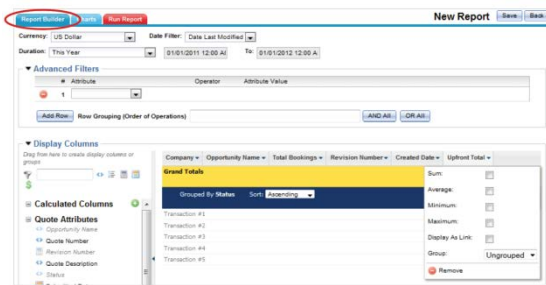

Figure 1. Specify what data you want to include and how you want to display it.

Choose your chart type. Customize your charts and graphs to best illustrate your data by choosing from the many chart options available in Oracle BigMachines CPQ Reporting Cloud Service. You can add titles, choose colors and fonts, and select 3-D charts.

Run your report. Once your report is set up, you can choose to save, export your data to Excel, and schedule reports to run automatically and then be delivered to you and your team via e-mail.
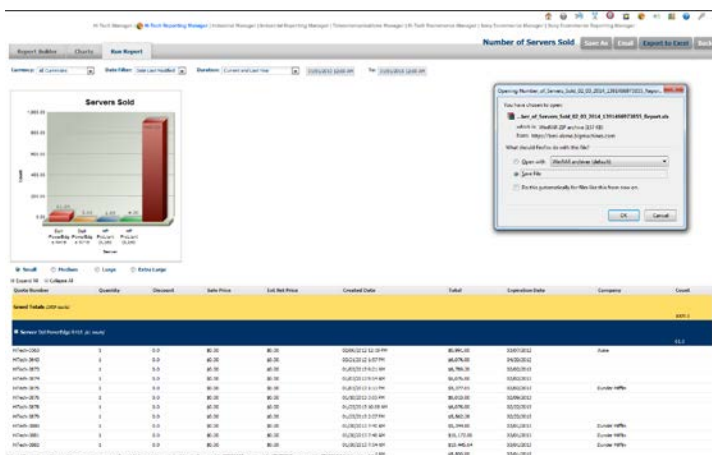

Figure 2. Schedule your reports to run automatically.

CONTACT US

For more information about Oracle BigMachines CPQ Reporting Cloud Service, visit oracle.com or call +1.800.ORACLE1 to speak to an Oracle representative.

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Hardware and Software, Engineered to Work Together