Oracle BigMachines CPQ Reporting Cloud Service



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

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?



ORACLE CONFIGURE, PRICE, AND QUOTE CLOUD

Oracle CPQ Cloud solutions enable both enterprise and midsize companies to streamline the entire opportunity-to-quote-to-order process, including product selection, configuration, pricing, quoting, ordering, and approval workflows.

RELATED PRODUCTS

- Oracle BigMachines CPQ Standard Edition Cloud Service
- Oracle BigMachines CPQ Enterprise Edition Cloud Service
- Oracle BigMachines CPQ
 Premium Edition Cloud Service
- Oracle BigMachines CPQ
 eCommerce Transactions Cloud
 Service
- Oracle BigMachines CPQ Channel Users Cloud Service
- Oracle BigMachines CPQ
 Data Export Cloud Service
- Oracle BigMachines Express CPQ Cloud Service for Salesforce.com

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.

leport Builder hans Run Report		New Rep	ort Save Be
rrensy: US Dollar vation: This Year Advanced Filters	Date Filter: Date Last Modified Image: Comparison of the compar		
# Attribute	Operator Attribute Value		
📮 1 💽			
Add Row Row Grouping (Order	of Operations) AND All	ORAL	
g from here to create display columns or	Company + Opportunity Name + Total Bookings + Revision Number +	Created Date - Upfront To	tal +
ng from here to create display columns or lique	Company + Opportunity Name + Total Bookings + Revision Number + Grand Totals	Created Date - Upfront To Sum:	tal •
ng from here to create display columns or lique	Grand Totals		
g from here to create display columns or ops	Graud Totals Grouped By Skatus Sort: According	Sum	
pp from Avre to create display columns or spin Calculated Columns Quote Attributes	Grand Totals Grouped By States Sort: Atcending Transaction #1	Sum: Average:	5
ng from hive to create stighty polymers or ngt Oracleulated Columns Quote Attributes ○ Opportunity Name	Graud Totals Grouped By Skatus Sort: According	Sum: Average: Minimum: Maximum:	
ag frain have to create display columns or here Calculated Columns Calculated Columns Calculated Columns Copportunity Name Calculated Name	Group By Status Sort: Ascending Transaction #1 Transaction #2	Sum: Average: Minimum: Maximum: Display As Link:	5
eg fran avec to create display columns or verification of the second se	Groupd By Makes Sort: Assending Transition A1 Transition A1 Transition A1	Sum: Average: Minimum: Maximum:	
Calculated Columns Cuote Attributes Coportunity Name Cuote Number Cuote Number Cuote Number	Creat Table Transition R	Sum: Average: Minimum: Maximum: Display As Link:	5

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.

	1000 C					lumber of Servers Sol	d Saucha Coul D	sport to Dept
legert Bubbe Charts	Run Report							
al comme (B)	Batelifier Sale Last hads	d a Duration Current an	ALBERT THE POPP	and pass an 🐂 instruction cant	er.			
						(Denne Barter of Jacob B	AL 02.03.2014.239144973033.1	
Ser	vers Sold					Tax have chapter for come		
1001.01		() () () () () () () () () ()					R2 03 2014 120146073855 B	di fano
	-					which is made and		
801-01						hars http://bei.etm	e Nigna Nines 2010	
						What the difference in order	Te (b)	
NO1 01						C Que all Market	Carolina (Marti)	
						a jasta		
1 -11.11						and the second second		
						Dartic promotion	for film like this from now on.	
and the second sec	Contract of the second							
And 1.44	1.00						OK I	Canad
STREET, STREET							Constituted in	
for bet Prodity Provide P	Nort Print	1				<u></u>	Constrained of	
for but Providing Providing P	NUM PALAN NUM (NUM					L		
for be Providing Providing P states states	Policy Policy					L		
1968, 1978,	NUM PALAN NUM (NUM					L	Construction of the	
the children of	NUM PALAN NUM RUM NUM					L		
teal Citates C	NUM PALAN NUM RUM NUM	a Sala Prina	Last Rest Prices	Created Defe	Take	Laportion Table	Comption	
start stre half Offician () are H Offician	hoart folget Kont (Kont Terrer Lange () fotbelange	a latertrian	Lot Net Proce	Crusted Date	Taka	Laperdon Taby	Company	Canal
start stre half Offician () are H Offician	hoart folget Kont (Kont Terrer Lange () fotbelange	a beter Prine	End Bell Prices	Constant Dates	Takat	Landina Bate	Competing	
a Sandi — C. Pachan — C Sandi — C. Pachan — C Sandi H. C. Calana Al anto Bandan — and Talah 207 mais	long Guin born born Long O Extra Longo Guintite Decem	a Bala Pina	Lei fet Pros	Created Defa	Tata	Lancelou hete	Company	
a Sandi — C. Pachan — C Sandi — C. Pachan — C Sandi H. C. Calana Al anto Bandan — and Talah 207 mais	long Guin born born Long O Extra Longo Guintite Decem	a bala Pina	Lei Bel Pera	Created Data	Takat	Logensium Date	Company	
Charge a street Small C Hochan C and H Collages A of Brooks and Holds (2017a) in Second (2017a) (2017a) in	hian Palan Mara New Loga O Stellarge Comby Onice							
a surge a starter to formall () Paralama () ment 10 () Collapse () and Paralama () Services () Collapse () () () () Services () Collapse () () () () () Services () () () () () () () Services () () () () () () () () Services () () () () () () () () () Services () () () () () () () () () () () Services () () () () () () () () () () () () ()	long Guin born born Long O Extra Longo Guintite Decem	6 Sala Pine 6 S. 2	Lei hel Proc 8. 3 8. 3	Created Data Standard La Serie Social di Serie	164 8.99.0 8.03.0	Lapanitan Baha Salohizi Si Janohizi Si	Gengery Same	
store store tradi C Hoden C net II C OperAl de Booke and Solde 20 was Server for two file (11) at or was 300	hian Piant Mene New Loop © Meterlage Gamtin Dece	E .35	6.2	6060113 EL 3-74	ER.S	220/18/11		
server a screet	Nove Privat Nove Nove Classic Christiange Classical Christiange Classical Christiange Chri	80.30 60.30	8-3 8-3	0000/1113 Lt 15-F# 2001/2113 Lt 15-F#	6.94.0 6.95.0	23401120121 24250120121		
source a store sound to Anothern of sound to Company A and Marke processor and Sound to Anothern and Sound Anothern and Another	North Palaet Nerre Lings © Ethelange Cantile 1 0.0 1 0.0 1 0.0 1 0.0 1 0.0 1 0.0	10.20 6.25 6.25 6.21 6.21	83 83 83 83 83 89	0000021212.004w 0000021214.007m 0400021214.007m 0400021104404 04000210144.007m	8.97.0 8.07.0 9.75.0 9.07.0	2020/URISL PASSOSISS MARCHINI MARCHINI MARCHINI		
Seal C Fushing C Seal C Fushing C sear II C Classes II sear II C Classes II C Classes II Sear II C Classes II C Classes II Sear II C Classes	haan kaari bare lage () thistope gently () 1 00 1 00 1 00 1 00 1 00 1 00 1 00 1 0	16.35 45.35 45.35 45.35 45.35 45.35	8.3 4.3 4.3 8.3 8.3 8.3 8.3	0000012121210446 000001212140746 000001212140746 000001212140446 000001212140446 000001212140446 000001212140446	8.9%.02 8.6%.03 9.6%.03 9.6%.03 9.6%.03 8.6%.03 8.6%.03	2330/12/22 2420/22/22 25:00/22/2 25:00/22/22 20:00/22/22 25:00/22/22		
Sound () Hotelson () Hotelson ()	haar kaari baar Jame Doolar Ganify Dece 1 00 1 00 1 00 1 00 1 00 1 00 1 00 1 0	10.36 40.35 40.46 40.46 40.46 40.46	8.2 4.3 8.4 8.4 8.4 8.4 8.4 8.4 8.4 8.4	0004/013132.00444 00023012145767 04202012142467 042020121434444 042020121434444 042020121434444 042020121434044	80.995.00 96.976.00 96.976.00 96.976.00 96.976.00 96.976.00	3300/08121 9400/0812 80400/081 80400/081 80400/081 80400/081 80400/081		
servery a store Secold C Andread C and R C College Al and Al and R C College Al a	haar haari bara laga © fabriangi Qanta © fabriangi Ani 1 00 1 00 1 00 1 00 1 00 1 00 1 00 1 0	10.30 60.30 80.30 90.30 80.30 80.30 80.30 80.30	10.30 40.50 40.50 40.50 40.50 40.50 40.50 40.50	00000212332.0000 0000212332.0000 0000212332.0000 0000210100000 00002100000 00002100000 000021000000 000021000000 00002100000000	81.97.01 16.07.01 16.07.01 16.07.01 16.07.01 16.07.01 16.07.01 16.07.01	2000/taintal 9490900540 8104005441 8104005441 8104005441 8104005441 810505441 810505441	Jan Lode inffe	
series a series series a series series a series series a series series series series series series series series	huar huar huar hun 200 Ar Ar Ar Ar Ar Ar Ar Ar Ar Ar Ar Ar Ar	10.36 公元 此功 秋功 秋功 秋功 秋功 秋功 秋功 秋功 秋功	16.20 46.20	00000/07.01.20.0449 00002020/04.05799 0-0000000000 0-00000000000 0-00000000	8.9%.00 86.9%.00 96.9%.00 96.9%.00 96.9%.00 96.9%.00 96.9%.00 96.9%.00 96.9%.00	3360/larsL 94900354 34400351 45400351 45400351 45400311 80/d0018 80/d0018 80/d0018	June Ensternetter Essen offen	
tend Offician O	haar haari bara laga © fabriangi Qanta © fabriangi Ani 1 00 1 00 1 00 1 00 1 00 1 00 1 00 1 0	10.30 60.30 80.30 90.30 80.30 80.30 80.30 80.30	10.30 40.50 40.50 40.50 40.50 40.50 40.50 40.50	00000212332.0000 0000212332.0000 0000212332.0000 0000210100000 00002100000 00002100000 000021000000 000021000000 00002100000000	81.97.01 16.07.01 16.07.01 16.07.01 16.07.01 16.07.01 16.07.01 16.07.01	2000/taintal 9490900540 8104005441 8104005441 8104005441 8104005441 810505441 810505441	Jan Lode inffe	

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.

Hardware and Software, Engineered to Work Together

Copyright © 2014, Oracle and/or its affiliates. All rights reserved. This document is provided for information purposes only, and the contents hereof are subject to change without notice. This document is not warranted to be error-free, nor subject to any other warranties or conditions, whether expressed orally or implied in law, including implied warranties and conditions of merchantability or fitness for a particular purpose. We specifically disclaim any liability with respect to this document, and no contractual obligations are formed either directly or indirectly by this document. This document may not be reproduced or transmitted in any form or by any means, electronic or mechanical, for any purpose, without our prior written permission.

Oracle and Java are registered trademarks of Oracle and/or its affiliates. Other names may be trademarks of their respective owners.

Intel and Intel Xeon are trademarks or registered trademarks of Intel Corporation. All SPARC trademarks are used under license and are trademarks or registered trademarks of SPARC International, Inc. AMD, Opteron, the AMD logo, and the AMD Opteron logo are trademarks or registered trademarks of Advanced Micro Devices. UNIX is a registered trademark of The Open Group. 0214

ORACLE

CONNECT WITH US

B blogs.oracle.com/oracle f facebook.com/OracleCX twitter.com/OracleSalesCloud

oracle.com