Oracle Sales Cloud for IBM Notes

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SALES CLOUD

Oracle Sales Cloud for IBM Notes offers integration between IBM Notes™ and Oracle Sales Cloud. Allowing sales reps to work within their familiar IBM Notes™ application speeds user adoption and increases sales productivity. Sales reps can focus on selling instead of learning a new system.

KEY FEATURES

- Seamless IBM Notes™ integration with a familiar user interface
- Automatic synchronization of contacts, meetings, and to do's
- Offline access

KEY BENEFITS

- Increase sales rep adoption
- Avoid duplicate data entry
- Work with or without an internet connection

Increase Sales Cloud User Adoption

Oracle Sales Cloud for IBM Notes delivers sales functionality where and how most sales professionals like to work – within IBM Notes™.

- Link emails, meetings, and to do's to the right contact, account, lead or opportunity in Oracle Sales Cloud for IBM Notes.
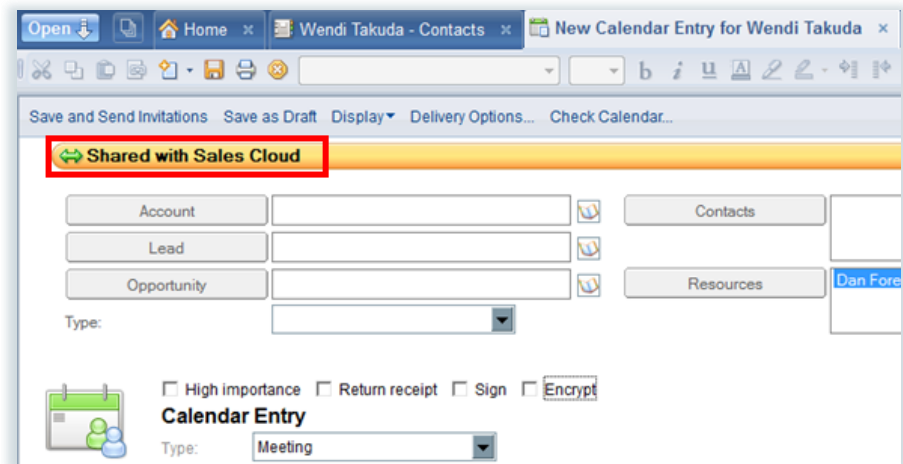- View Oracle Sales Cloud contacts and all associated notes and activities from within IBM Notes.

Image 1: Share new calendar entries with Oracle Sales Cloud.

Gain Easy Access to Sales Cloud Contacts and Activities

Update records in either IBM Notes™ or Sales Cloud and then automatically share with all your team members, regardless of the interface used to access the information.

- Avoid wasted time synchronizing the entire data set by synchronizing only favorite contacts and recent activities.
- Create a meeting, send an email, record to do's in IBM Notes. All will be added to Oracle Sales Cloud.
- Update contact information in IBM Notes. All updates are automatically reflected in Oracle Sales Cloud with no additional action required.

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Access Critical Information When Offline

For the mobile sales professional of today who is always on the move and sometimes without a stable internet connection,

- Oracle Sales Cloud for IBM Notes supports online and offline modes of operation.
- Create/Update Contacts and Activities in an offline mode and simply synchronize to the server once the internet connection is available.
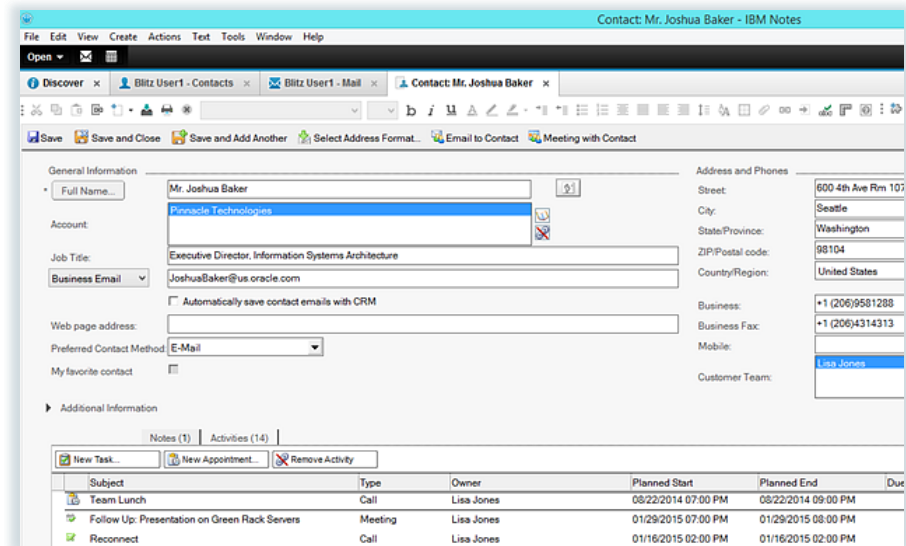

Image 2: Easily view contacts in IBM Notes with associated Oracle Sales Cloud Notes and Activities.

Initiate Synchronization Now or Schedule for Later

Oracle Sales Cloud's two-way data synchronization enables sales professionals to be constantly updated with accurate data.

- Initiate synchronization at any time or just schedule it to occur at certain time intervals.
- Every change made in each system is synchronized with full field-level conflict resolution.

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Integrated Cloud Applications & Platform Services

Oracle is committed to developing practices and products that help protect the environment