Oracle Sales Cloud
for Smartphones and Tablets

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SALES CLOUD

Oracle Sales Cloud provides easy-to-use smartphone apps that allow field sales reps to complete common tasks in less than a minute using just one hand and one finger. These intuitive apps help to increase productivity, generate higher sales and enable efficient user adoption. Sales executives and managers can use smartphones or tablet devices to gain insight into team performance, pipeline and opportunity progress with easy-to-use, interactive dashboards.

Oracle Sales Cloud Call Report App

With the single-purpose Call Report app, sales reps can perform critical and frequent tasks in less than a minute:

- Call, email, message or locate contacts.
- View all appointments and call reports, including call reports that need to be completed.
- Prepare for upcoming appointments.
- Log call reports after completed appointments to record key opportunity updates, attach key documents, and update contact buying role and affinity.
- Send meeting follow-up and share call reports on Oracle Social Network.

KEY FEATURES

- Call Report app
- Oracle Sales Cloud Mobile app
- Oracle Voice app
- Oracle Mobilytics iPad app
- Integrated Oracle Social Network
- Native calendar, contact, phone, map and email integration
- Customizable page layouts

KEY BENEFITS

- Perform common and frequent tasks in a minute or less
- Use native gestures such as tap, swipe and dial to access and update data
- Configure, customize and deploy for fast onboarding
- Manage key information in real time
- Collaborate with sales teams and partners anytime, anywhere
- Save time with location-aware information
- Manage activities, contact, account, opportunity lead and forecast
- Access information while offline

Image 1: Oracle Sales Cloud Call Report app

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Oracle Sales Cloud Mobile App

The Oracle Sales Cloud Mobile app is the most efficient way for sales reps, managers and executives to complete important tasks and access Oracle Sales Cloud from a smartphone.

- Prepare for the day with quick access to the day's schedule, directions to meeting locations, reports, and related information.
- Use easy search tools to find accounts, leads, opportunities and activities and call or email contacts with a single tap.
- Easily pinpoint an account location or plan routes using map integration.
- Update opportunities and submit forecasts
- Collaborate with sales teams in real-time.
- Upload and share documents, photos and recordings with customers and colleagues.
- Keep data clean and accurate with the Enterprise Data Quality engine.
- Access critical information while offline and seamlessly transition between online and offline modes.
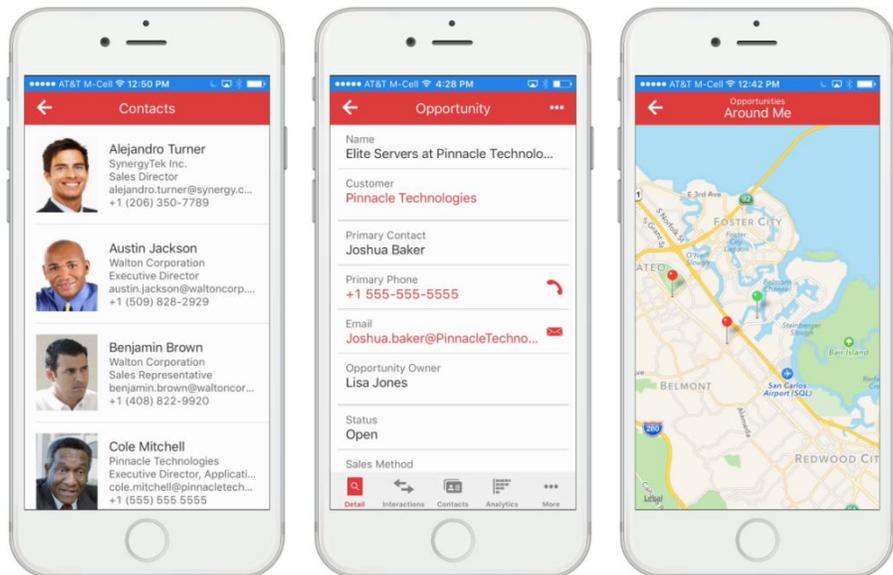
Image 2: The Oracle Sales Cloud Mobile App showing contacts, opportunity details and Around Me to identity customer locations when mobile.

Tailor the Sales Cloud Mobile App

Sales administrators can use a single point-and-click tool to tailor Oracle Sales Cloud's tablet-ready, simplified pages, Outlook pages, and mobile pages. With the power to expose custom fields and customize page layouts by role and record type, each member of the sales team has the information they need to sell more.

Deliver Interactive Reports and Dashboards

With no additional applications or add-ons required, sales teams can use Oracle's proven BI design tools to build custom, interactive reports and dashboards that sales reps can access right from the Oracle Sales Cloud Mobile app.

- Create dashboards with attractive visualizations (such as heat maps and tree maps) using Mobile App Designer.
- Choose from a variety of prebuilt reports or create custom charts and graphs.

- Define drill-downs and filters that allow your sales teams to quickly pinpoint opportunities and identify trouble spots.
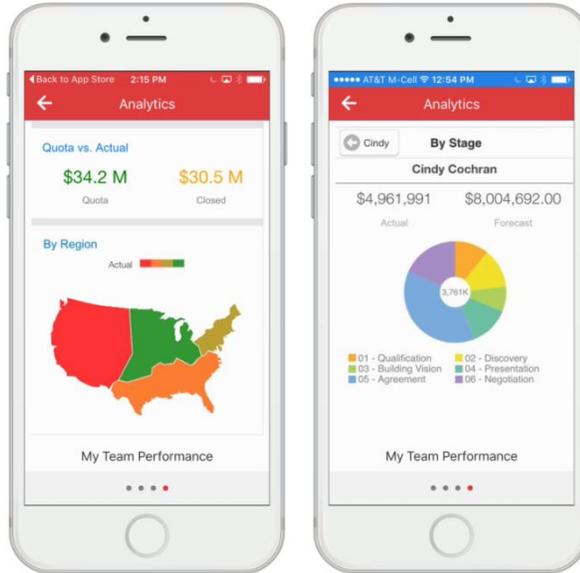

Image 3: The interactive dashboard offers six visual reports designed to help sales executives quickly pinpoint sales opportunities and review progress in real time.

Mobile Commissions App

For companies using Oracle Incentive Compensation, the Mobile Commissions app allows sales reps to review their compensation details anytime, anywhere.

- Get a quick snapshot of commissions and bonus payments with easy access to further details.
- Keep track of commission progress with a view of the last three earnings, credits and payment transactions.
- Offer interactive custom reports that display in real time.
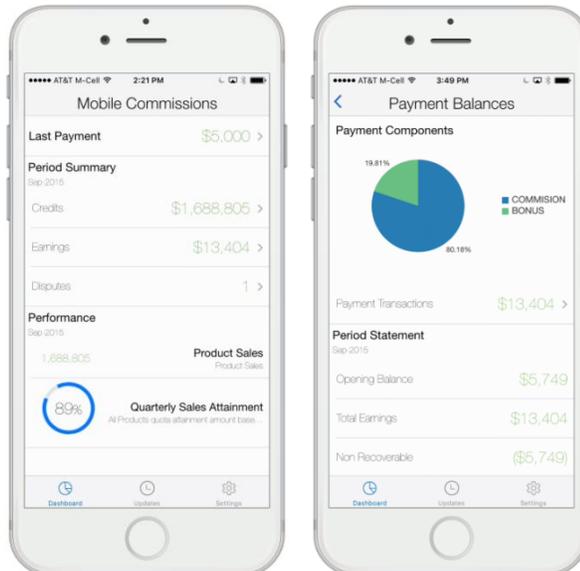
Image 4: The Mobile Commissions app dashboard and updates pages.

Deal Management App

The Deal Management app is a single-purpose app that enables channel account managers to complete deal management tasks quickly, improving their productivity and increasing sales.

- View all deal registrations and deals pending approval
- Approve, reject or return deal registrations
- View all pending, rejected and returned deals
- Identify potential duplicate opportunities for a deal registration
- Call, email, message or locate partner contacts
- Search deal registrations
- View, edit, and search opportunities
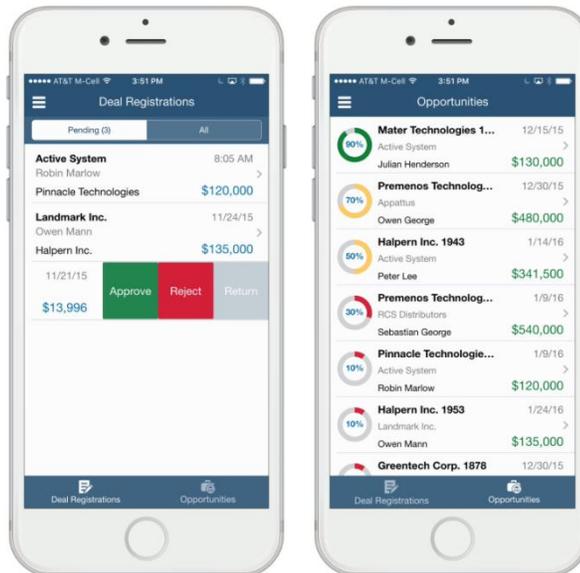
Image 5: Deal registrations and opportunities on the Deal Management app.

Oracle Voice

Oracle Voice acts as a virtual assistant for sales teams so they can interact with Oracle Sales Cloud as they would in a natural spoken conversation.

- Recognizes voice commands in natural language phrases.
- Interactively guides sales reps through common tasks.
- Helps sales reps view and update critical sales information such as opportunities, contacts, notes and activities.
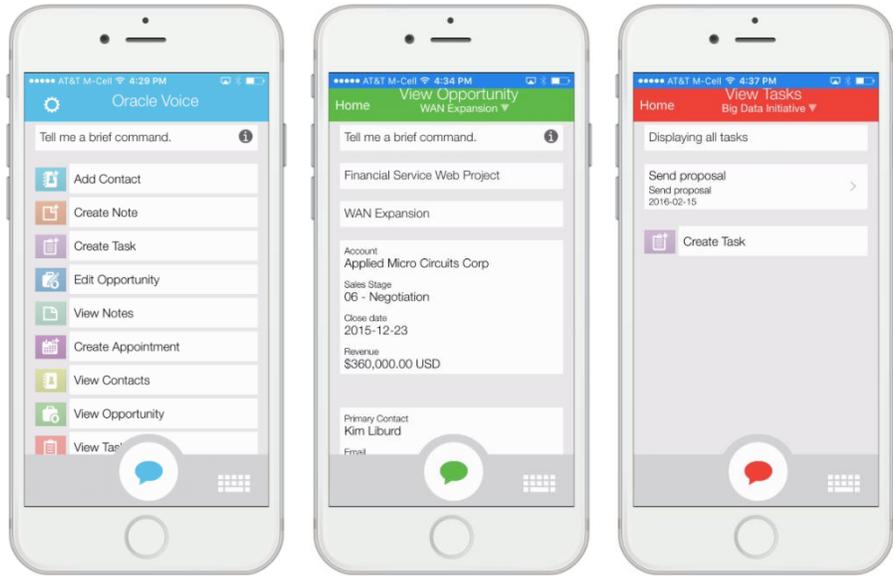
Image 6: Oracle Voice helps sales reps create, view and update sales data.

Oracle Mobilytics

With interactive visualizations on an iPad, Oracle Mobilytics offers unprecedented business intelligence that sales executives can use to monitor sales performance.

- Use Forecast Shaper to perform 'What If' analyses by moving opportunities between quarters to view new quota scenarios.
- Analyze sales stages to move large or important deals along and improve conversion rates using the Pipeline Analyzer.
- The Deal Radar tracks deals by team's activities resulting in more focus on the right deals.
- Identify top, average and lowest performers using Team Tracker.
- Keep forecasts on track by identifying stale deals in the pipeline with the Aging Monitor.

Sales administrators can customize report metrics to suit the organization's business needs.

Image 7: Forecast Shaper helps managers analyze deals by sales rep.

Retail Execution Tablet App

The Oracle Sales Cloud Retail Execution app enables retail sales reps to plan and execute store visits using their tablet device while online or in offline mode:

- Prepare for the day with a list of store visit appointments and a 360 view of accounts.
- Facilitate store visits with a guided store visit task list.
- Present promotions and add promotional items to the shopping cart.
- Perform inventory audits and order products on site to restock inventory.
- Capture signatures and submit shopping cart items to create an order.

The app automatically captures the time for each store visit, from check in to check out, allowing sales managers to measure the efficiency each visit.
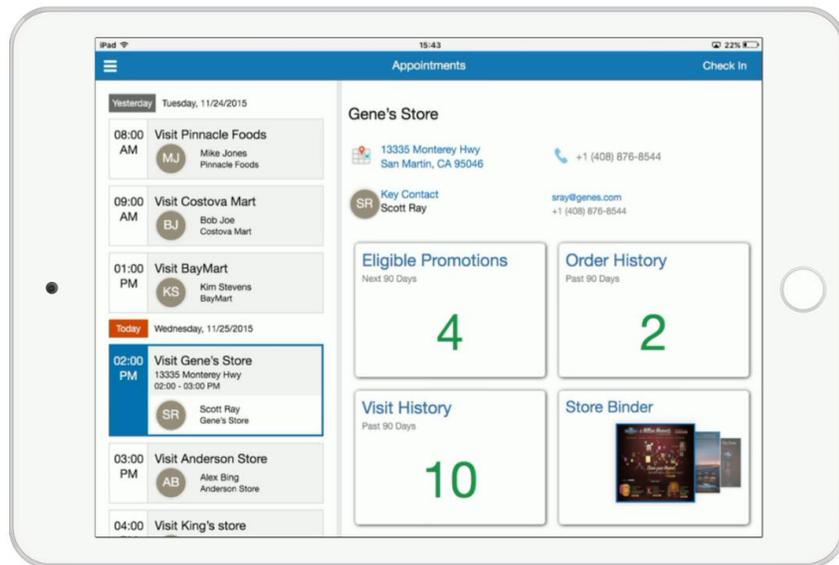
Image 8: The Retail Execution app shows upcoming appointments and account details.

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