

Oracle Sales Cloud Migration Utility for Salesforce.com®



The Oracle Sales Cloud Migration Utility for Salesforce.com® automates manual processes by transferring configuration settings and data from Salesforce.com to Oracle Sales Cloud. The Migration Utility provides best practice guidance and ensures rapid and accurate replication of an environment by creating an inventory of objects, fields and configuration settings while offering multiple validation checkpoints.

KEY FEATURES

- Produces an inventory of all Force.com artifacts
- Uses best practices to map to Oracle SaaS or PaaS architecture
- Offers option to remove unnecessary configurations
- Generates detailed checklist of migration steps

KEY BENEFITS

- Save time with automated inventory of configurations for migration
- Ensure accuracy when replicating fields and objects
- Use highly detailed task list to plan implementation project and complete configurations
- Create opportunities for value-added services

Augment Professional Services

Whether implementing a new instance of Oracle Sales Cloud or migrating from Salesforce.com®, the Oracle Sales Cloud Migration Utility for Salesforce.com provides a comprehensive methodology that includes requirements definition, design, and user acceptance testing. It automates time consuming and repetitive tasks, such as producing an inventory of the Salesforce.com application, and provides opportunities for value-added services such as:

- Data quality and enrichment
- Streamlining workflow and business processes
- Improving analytics
- Mobile application customization
- Replicating custom integrations

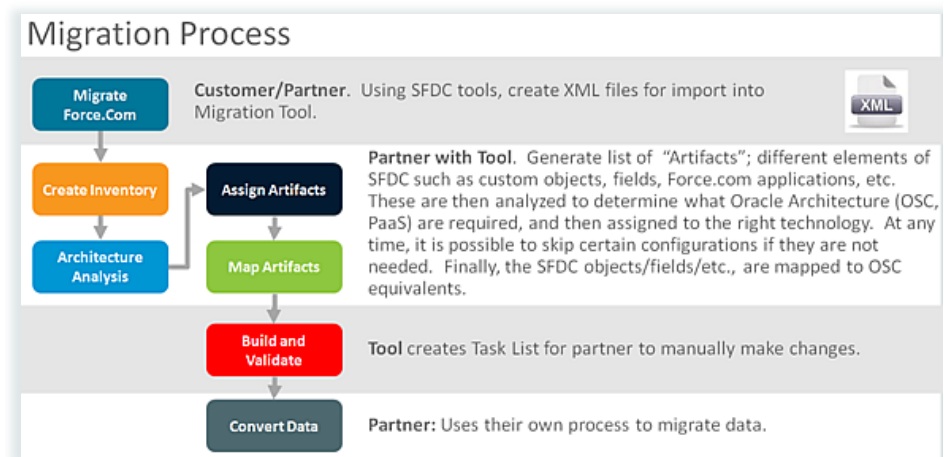


Image1: Oracle Sales Cloud Migration Utility process flow.



ORACLE CUSTOMER EXPERIENCE: SALES CLOUD

- **Complete:** A comprehensive sales solution focused on driving performance and connecting business processes.
- **Innovative:** Productivity-driven apps offering deep customer insight with the flexibility to adapt and differentiate.
- **Proven:** Power global sales organizations and leverage recognized industry expertise for secure and scalable global operations.

RELATED PRODUCTS

- Oracle CPQ Cloud
- Oracle Marketing Cloud
- Oracle Service Cloud
- Oracle Commerce Cloud
- Oracle Incentive Compensation
- Oracle Social Network Cloud
- Oracle Transactional Business Intelligence Enterprise for CRM Cloud Service

One-click Inventory

One of the most difficult and expensive tasks required when migrating from Salesforce.com is producing an accurate inventory of the existing configuration. The Migration Utility improves resource allocation and accuracy by automating the following:

- Upload of Force.com XML file as metadata source
- Inventory of all artifacts in the Salesforce.com instance including:
 - Fields
 - Custom objects
 - Apex triggers
 - Classes and more

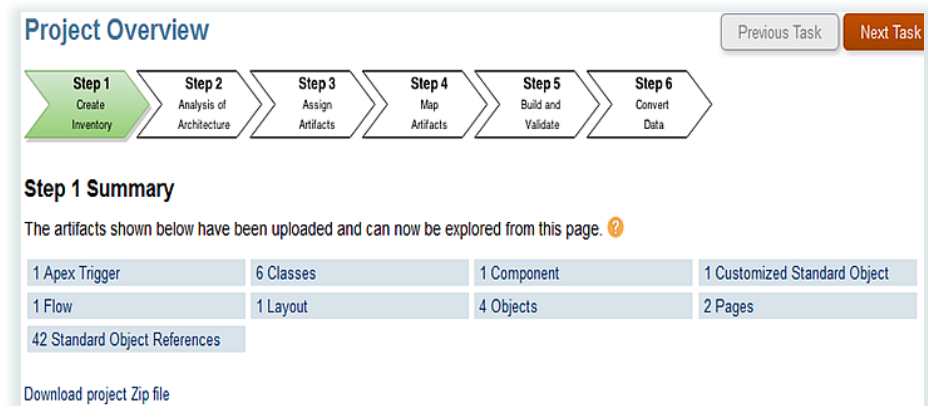


Image 2: The Create Inventory step produces an inventory of all artifacts for migration.

Detailed Mapping and Associations

The Migration Utility automates the process of mapping artifacts from Salesforce.com to Oracle Sales Cloud including objects, fields, relationships, and validation rules.

- View each mapping in detail.
- Enter Notes
- Make changes to account for business processes
- Exclude any artifacts, such as fields or objects, that are no longer required

The Migration Utility automatically converts validation rules to Groovy script which saves the effort of re-entering the rules manually and prevents typing errors.

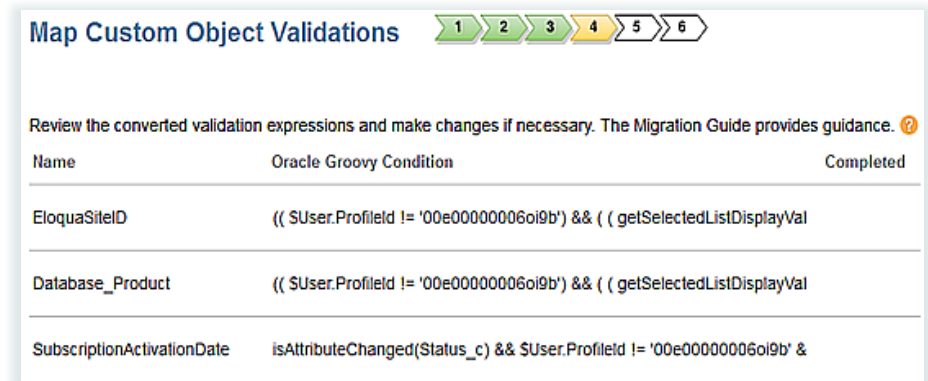


Image 3: The Map Custom Object Validations step automatically converts validation rules to Groovy script.

Best Practice Recommendation

The Migration Utility analyzes the source Salesforce.com project and its artifacts and recommends the Oracle Architecture (SaaS, PaaS, or both) that best delivers required functionality. The ability to browse all artifacts and validate the recommendations makes it possible to identify the right way to implement the new Oracle Sales Cloud instance based on customer requirements.

Analysis of Architecture

Step 1: Create Inventory
Step 2: Analysis of Architecture
Step 3: Assign Artifacts
Step 4: Map Artifacts
Step 5: Build and Validate
Step 6: Convert Data

The Migration Assistant has performed an analysis of the overall source project and its artifacts. The system recommends the following architecture. You can browse all the artifacts included in your project to validate the recommendation. ?

1 App | 6 Layouts | 6 Objects | 4 Tabs

Recommendation
Implement using Sales Cloud architecture
- Project contains 6 Custom Objects.

Selection
Target Architecture: SaaS

Image 4: The Analysis of Architecture step recommends a target Oracle Architecture.

Accurate Project Scoping

Once the Migration Utility is complete, a highly detailed task list is generated providing an extremely powerful set of information to provide an accurate Project Scope. The task list also enables delegation of certain aspects of the migration to multiple resources to ensure that every resource is working from the same, singular design document.

Technical Design Document for Project Eloqua

This document describes the steps you need to perform to migrate your Force.com project to the Oracle platform.

Architecture
You will implement the solution using SaaS (Sales Cloud Extensibility). The steps outlined in this document will be performed in Application Composer.

Custom Objects & Extended Standard Objects
You will need to create following custom objects and extended attributes for the standard objects:

- Asset
- Compliance_Lead_Setting__c
- DB_Usage_Stat__c
- Eloqua_Database_Asset__c
- Eloqua_Database__c

The following table shows the relationship between these objects:

Parent	Child	Relationship
Account	Eloqua_Database	Dynamic Choice List
Asset	Eloqua_Database_Asset	Parent-Child
Contact	DB_Usage_Stat	Dynamic Choice List
Contract	DB_Usage_Stat	Dynamic Choice List

Image 5: Detailed Design Document ensures consistency, accuracy and confidence when scoping a project

The Oracle Sales Cloud Migration Utility for Salesforce.com is a powerful tool available to partners at no cost to help migrate customers from Salesforce.com to Oracle Sales Cloud. Coupling automation with existing implementation methodologies enables implementation teams to focus resources on value-added services, provide accurate project scoping, gain efficiencies and drive a successful migration.



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