

# Oracle Sales Cloud for High Tech and Manufacturing



Oracle Sales Cloud for High Tech and Manufacturing handles both the direct and channel sales processes that global manufacturers require to sell effectively, including streamlined lead-to-quote-to-order sales execution for the direct and partner sales forces. A task-based mobile solution enables sales reps to share sales activities and increase productivity. Channel account managers can gain clear visibility into channel sales and partners can qualify leads using a guided assessment questionnaire. Partner reps have integrated access to the manufacturer's marketing leads, deal registrations, opportunities, quotes and service information. Sales teams can create account plans and monitor sales goals throughout the year.

## KEY FEATURES

- Complete lead-to-quote channel sales processes
- KPI-driven dashboard for channel account managers
- Branded partner portal with integrated collaboration tools
- Partner business planning
- Bid Management

## KEY BENEFITS

- Gain insight into direct and channel sales performance
- Distribute hot leads to partners for faster response
- Review and approve deal registrations using the mobile app
- Deliver tailored, configured quotes with accurate pricing to partners

## Consolidated View of Key Performance Indicators

The configurable dashboard for channel account managers and channel sales managers offers a consolidated view of key channel performance indicators, including:

- Actual vs. Quota
- Top Open Projects
- Top Open Bids
- Sales Performance
- Leads and Deal Registrations
- Partner Performance
- Business Plan Objectives
- Marketing Development Funds

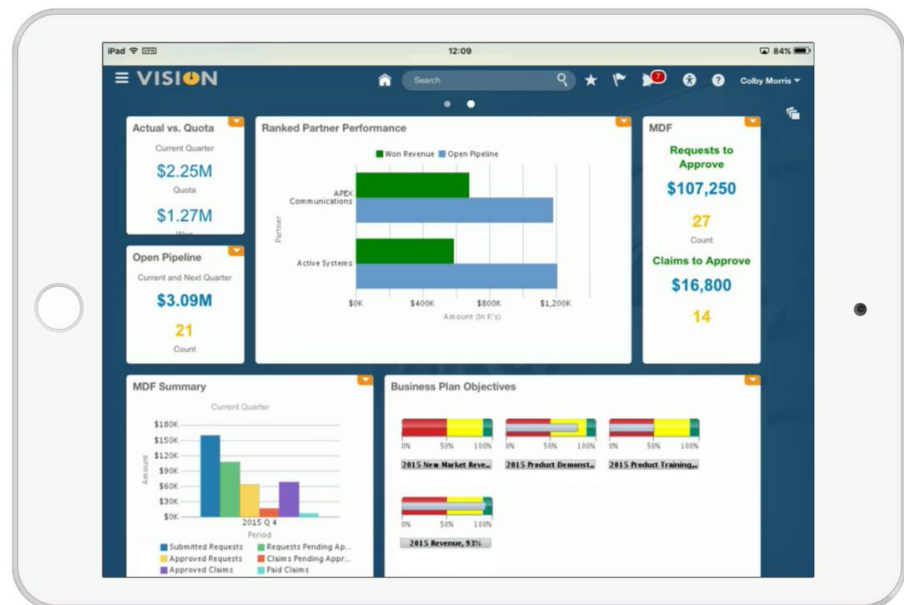


Image 1: The configurable homepage offers a consolidated look at key performance indicators.

## 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
- Integration Cloud Service

## Streamlined Channel Sales Execution

Oracle Sales Cloud for High Tech and Manufacturing empowers channel managers to develop close relationships with partners and strengthen overall channel execution.

- Distribute leads to channel partners automatically using territory and rule-based assignment.
- Provide vendor-based assessment questionnaires to facilitate partner lead qualification.
- Approve deal registrations and special pricing requests.
- Allow partners to specify during deal registration whether additional partners are involved in deals.
- Track support requests and respond to partners faster.
- Create and send quotes to partners with discounted partner pricing.
- Introduce new channel programs, offer valuable program benefits, and manage partner tiers based on performance.
- Allow new partners to register easily. Onboard partners quickly and enroll them into programs.
- Perform joint business planning, set agreed-upon objectives, record SWOT analyses and track goal attainment.
- Review and approve MDF requests and reimbursement claims from channel partners, track MDF spending against budgets and monitor MDF ROI.
- Collaborate in real-time with partners using Oracle Social Network.

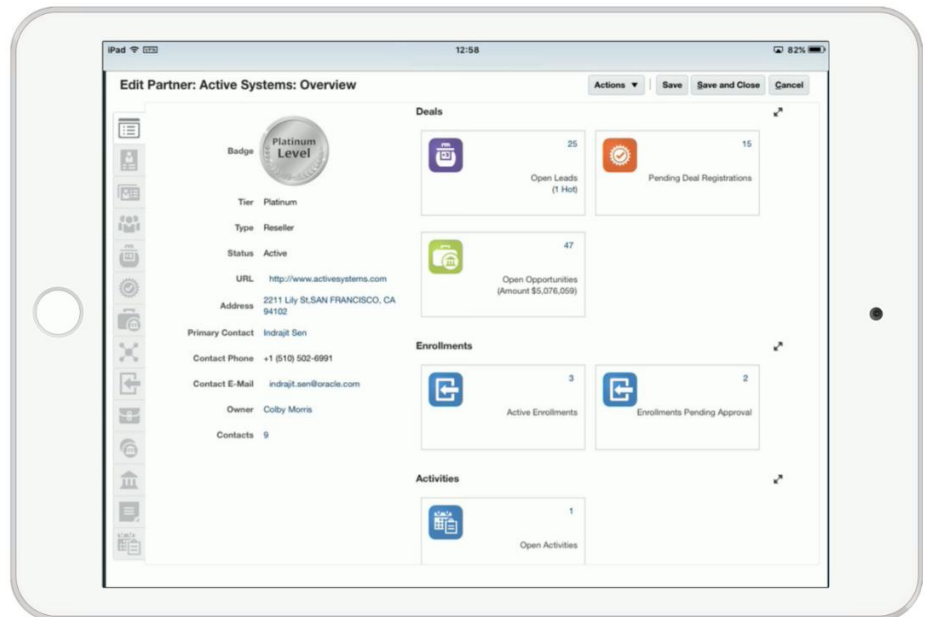


Image 2: Consolidated Partner Overview

## Branded Partner Portal

Oracle Sales Cloud offers a modern, tablet-friendly partner portal that is branded and straightforward for partners to use. Using the partner portal, partners can:

- Review, accept or reject leads distributed by the channel account manager and create new leads.
- Qualify and score leads using the vendor-provided assessment tool.
- Register deals to avoid channel conflicts. Deals are routed to the assigned channel

account manager automatically.

- Request support assistance for any service-related quote.
- Request special pricing discounts for competitive deals.
- Collaborate with channel account managers using Oracle Social Network.
- Review business plan and collaborate with channel managers on go-to-market activities.
- Request MDF funds and submit claims for reimbursement.
- Manage portal access for partner sales reps (Partner Administrators).

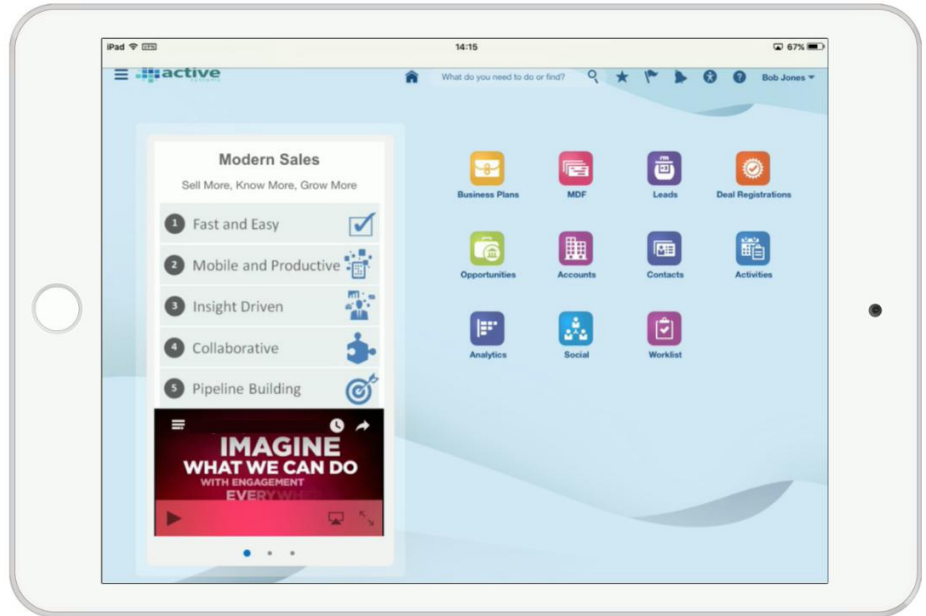


Image 3: Easy-to-use partner portal.

### Smartphone App

With the Deal Management smartphone app, channel account managers can improve productivity and increase sales using smartphones to complete these important tasks:

- Approve, reject or return deal registrations.
- Check for duplicate deal registrations before approval.
- View all pending, rejected and returned deals.
- View all opportunities and identify potential duplicate opportunities.
- Call, email, message or locate partner contacts.

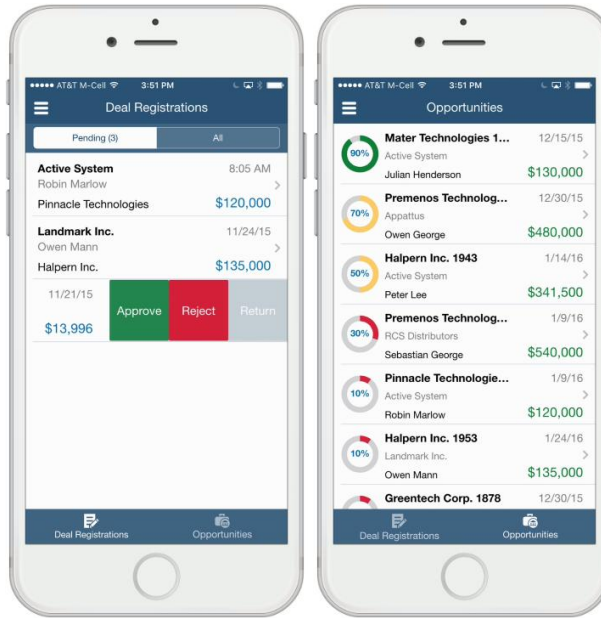


Image 4: The Deal Management app for iOS and Android smartphones.

## Complete View of Customer and Account Planning

With critical customer information consolidated and presented in one place, sales reps can quickly gain a 360° view of their customers.

To prepare for a meeting, sales reps can quickly view and manage details from account and contact pages including:

- A full profile that includes contact relationships and account hierarchies
- Owned assets and cross-sell and up-sell recommendations
- Associated leads, opportunities, quotes and orders
- Sales team members and associated contact details
- A full outline of open and completed sales and marketing activities, and service ticket status

With complete customer information, sales reps can create and submit account and territory plans, track actual vs. planned revenue and manage client visits

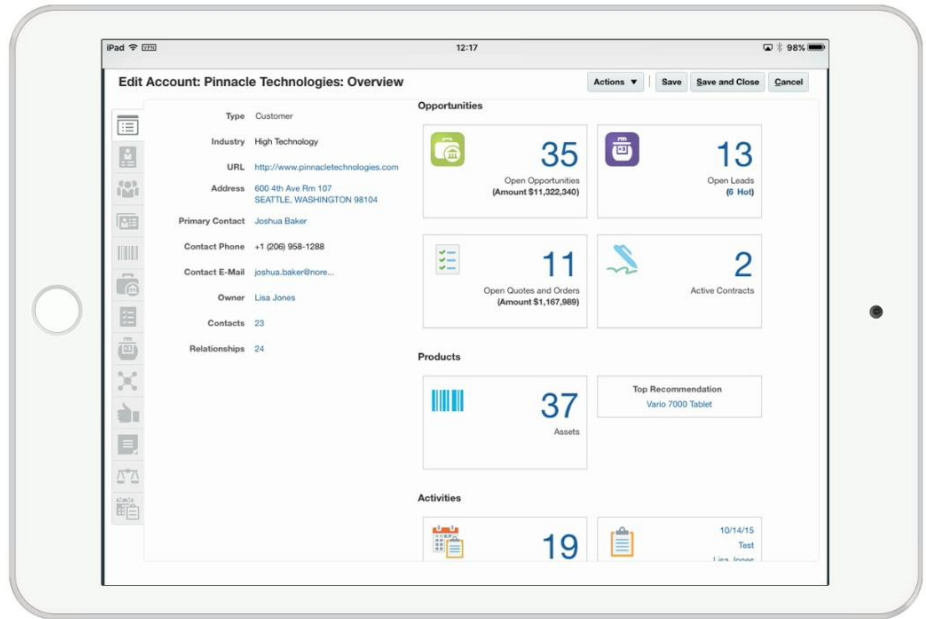


Image 5: The account and contact pages offer a full 360° view of customer information.



#### CONTACT US

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