

Oracle Sales Cloud Analytics



Oracle Sales Cloud Analytics provides real-time executive dashboards, guided recommendations, prebuilt reports, and the power to build interactive, mobile dashboards that sales reps and sales managers can access anytime, anywhere. With relevant and actionable insights, sales teams can close more deals in less time.

KEY FEATURES

- Real-time analytics
- 150+ prebuilt reports
- 48 Executive Dashboard KPIs
- 130+ sales metrics
- 20+ sales dimensions
- 15 months historical trending

KEY BENEFITS

- Gain valuable insight with prebuilt reports
- Analyze leads, sales activities, pipeline, team performance, forecast, customers, and more
- View key performance indicators and dashboards from anywhere on any mobile device
- Build powerful custom reports and dashboards
- Pull in data from multiple data sources to show one, consolidated view of sales performance

Design Mobile Dashboards

Oracle's Business Intelligence (BI) design tool, Mobile App Designer, offers a simple, drag-and-drop interface to create custom, interactive dashboards with attractive visualizations (such as heat maps and tree maps).

- Choose from a variety of prebuilt or custom charts and graphs.
- Define drill-downs and filters that allow sales teams to quickly pinpoint opportunities and identify trouble spots.
- Copy and customize existing dashboards.
- Simulate the sales teams' experience on smartphones and tablets before delivering each dashboard to the field.

The Oracle Sales Cloud Mobile app includes a new, prebuilt dashboard built using Mobile App Designer. This new dashboard is designed specifically to enable sales executives to manage their teams efficiently while they're away from the office.

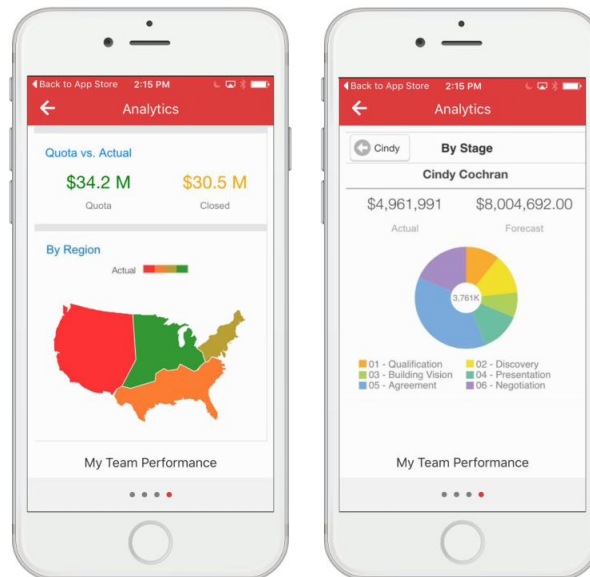


Image1: Mobile App Designer makes it easy to create interactive, mobile dashboards.

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 Sales Performance Management Cloud
- Oracle Customer Data Management Cloud
- Oracle CPQ Cloud
- Oracle Marketing Cloud
- Oracle Service Cloud
- Oracle Commerce Cloud
- Oracle Incentive Compensation
- Oracle Social Network Cloud

Track Key Performance Indicators

Key Performance Indicators (KPIs) are presented on the Oracle Sales Cloud homepage, making it easy to focus on the most important deals and highlight trouble spots. The homepage is easy to view and customize:

- Select prebuilt KPIs.
- Edit existing KPIs or create new, custom KPIs.
- Click the KPIs to access detailed reports.



Image 2: The sales homepage helps sales reps and sales managers focus on KPIs.

Gain Insight with Prebuilt Reports and Dashboards

Pipeline Management

Building and managing an effective pipeline helps drive sales success.

- Track all stages of a sales funnel and view pipeline by sales rep.
- Identify top deals with the highest probability to close.
- Identify stalled opportunities.

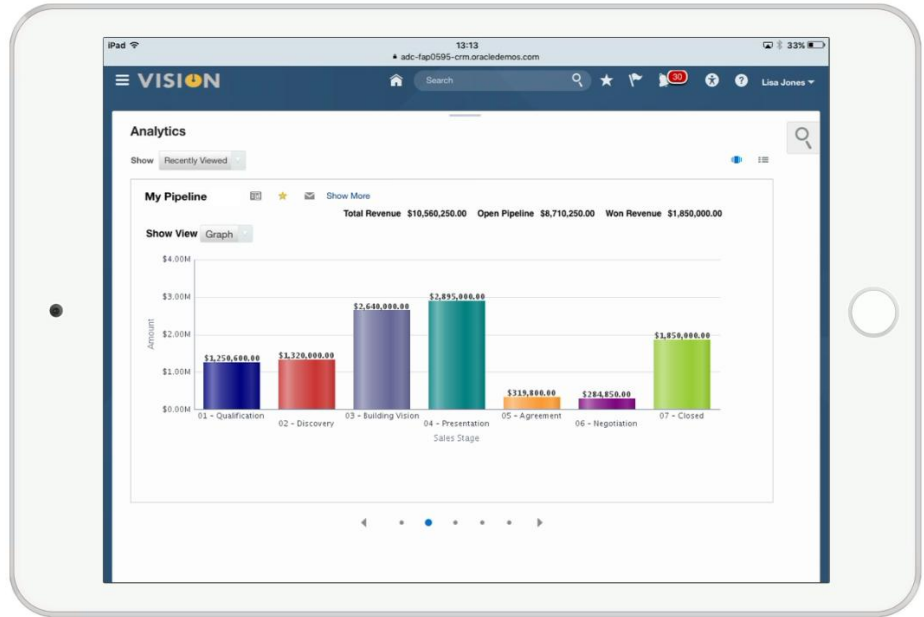


Image 3: My Pipeline shows the total opportunity revenue by sales stage

Sales Forecasting

Improve predictability by analyzing different forecast periods and easily adjust forecasts for sales reps.

- Track forecast vs. quota and compare forecast trends across forecast periods.
- View forecast comparisons for each sales member in your team.
- Adjust opportunities to develop a more accurate forecast.

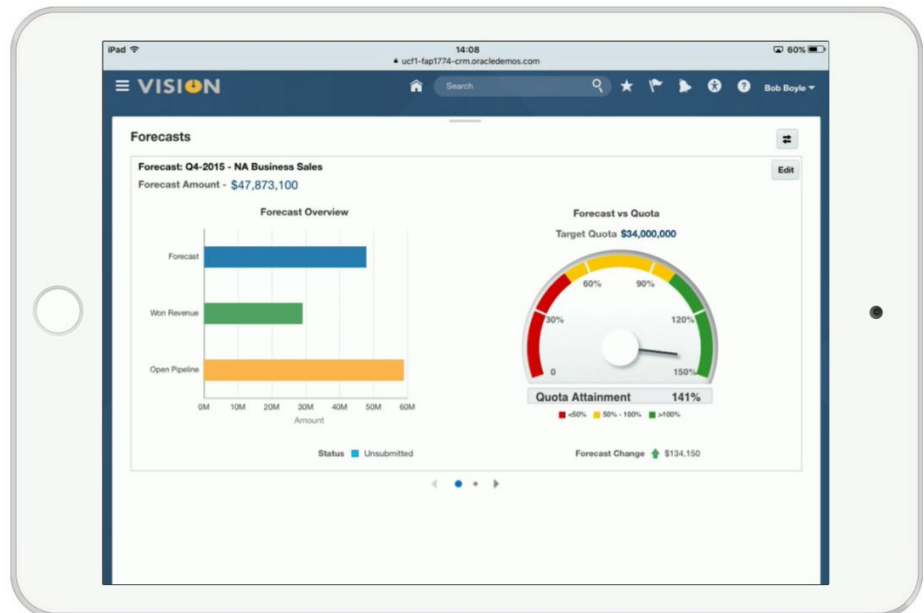


Image 4: The forecast analysis shows an overview and a gauge of quota progress.

Sales Rep Activity Management

A number of prebuilt reports and subject areas allow sales managers to measure and track sales activities.

- Track open tasks and sales activities for opportunities.
- Measure and plan sales rep activities for key accounts.
- Customize reports for unique business processes.

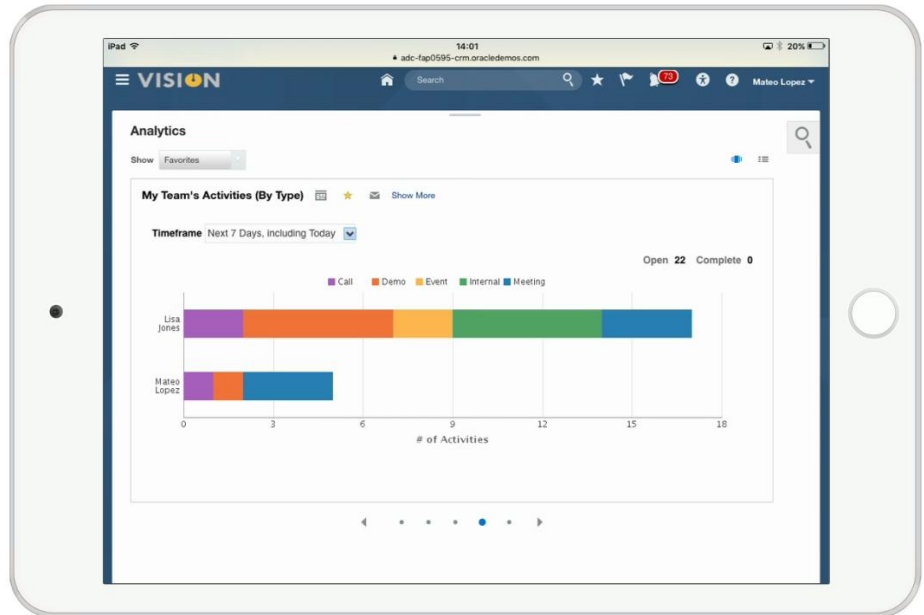


Image 5: My Activities shows the total number of activities by type.

Partner Sales

Channel Account Managers can see critical sales and partner activity information in a dashboard along with required action information and detailed reports.

- Track actual vs. quota for Channel Account Managers.
- View top open opportunities with the highest probability to close.
- Analyze stalled deals.
- View partner performance on distributed leads.

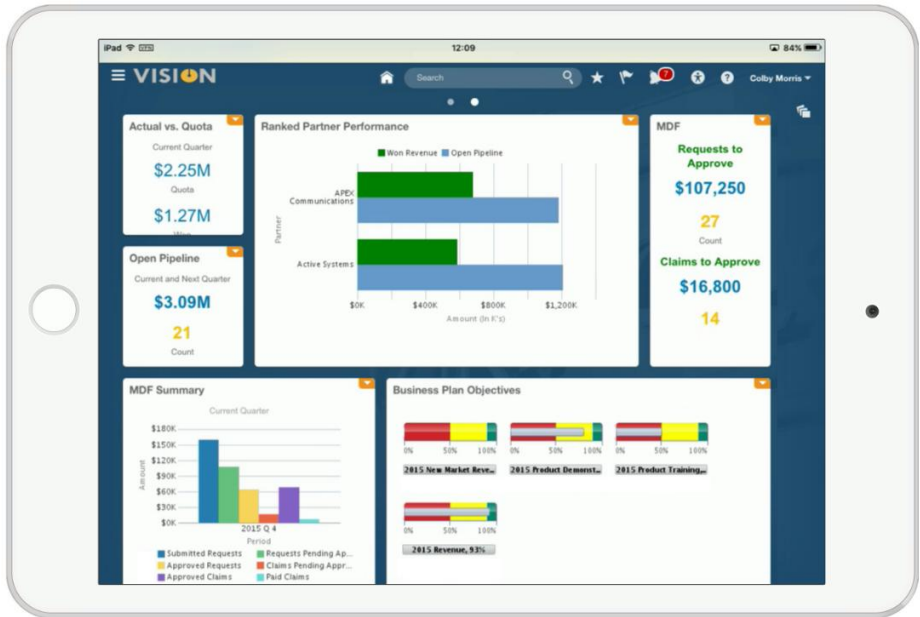


Image 6: The sales dashboard helps channel account managers analyze partner sales.

Guide Sales with Recommendations

Oracle Sales Cloud has a built-in recommendation engine that enables companies to segment existing customer data, data-mine past opportunities, and identify the next-best products to position in each account.

- Identify and position new products to specific industries or customer segments.
- Analyze buying patterns and author cross-sell and up-sell business rules with ease.
- Reinforce strategic sales plays.

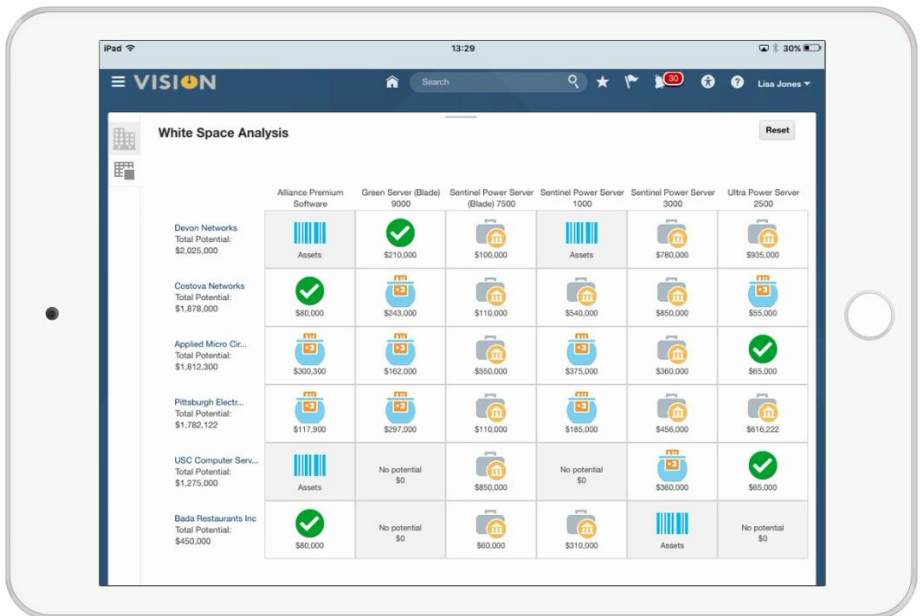


Image 7: The White Space Analysis report shows leads, opportunities, and recommendations by account.

Access Analytics with One Click

Access all your reports in one place and share analytics insights with team members.

- Email reports or save them as PDFs.
- Search for reports and mark favorite reports.
- Easily access all reports created in Oracle Business Intelligence.

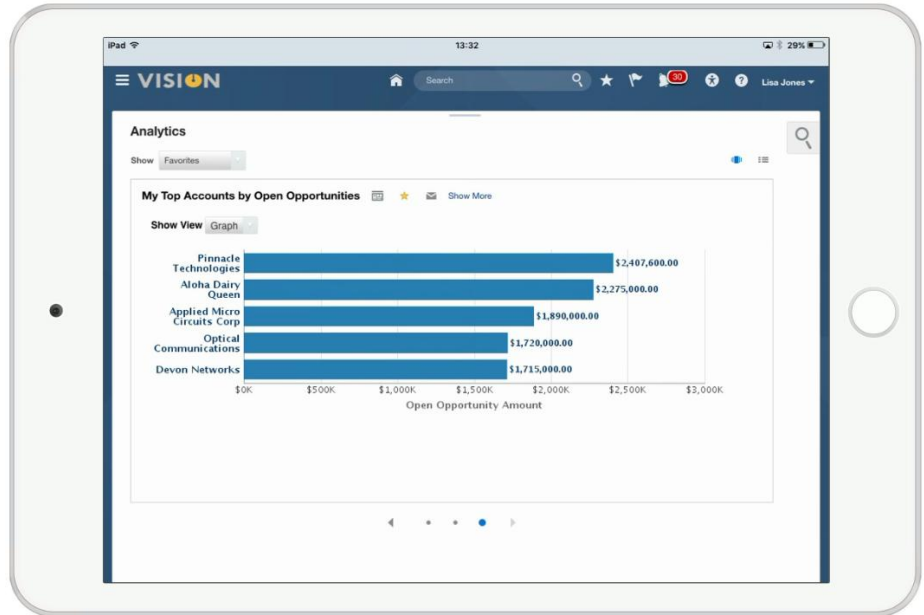


Image 8: Scroll through various reports by swiping left or right from a tablet.

Oracle Mobilytics

Oracle Mobilytics provides sales executives with unprecedented business intelligence into their sales performance via interactive visualizations on an iPad.

- Perform 'What If' analyses by moving opportunities between quarters and achieve quota with **Forecast Shaper**.
- Analyze sales stages to move large or important deals along and improve conversion rates with **Pipeline Analyzer**.
- Track deals by team activities and focus on the right deals with **Deals Radar**.
- Manage team performance by tracking their quota vs attainment with **Team Tracker**.
- Keep your forecast on track by analyzing pipeline and honing stale deals with **Aging Monitor**.



Image 9: Mobilytics offers 'What If' analysis from an iPad.

CONTACT US

For more information about Oracle Sales Cloud Analytics, visit oracle.com or call +1.800.ORACLE1 to speak to an Oracle representative.

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