

Oracle Sales Cloud for Outlook



KEY FEATURES

- Microsoft Outlook™ integration using a familiar user interface
- Automatic synchronization of data for accounts, contacts, opportunities, leads, email, calendar and tasks
- Transparent offline access
- Customizable page layouts

KEY BENEFITS

- Increase sales user adoption
- Gain access to essential sales functionality
- Access critical information when offline
- Get started with minimal user training

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

Gain Easy Access to Essential Sales Data

Oracle Sales Cloud for Outlook delivers sales functionality where and how most sales professionals like to work – from within Microsoft Outlook™.

- Link emails, calendar events, and tasks to the right contact, account, lead, or opportunity using Oracle Sales Cloud for Outlook.
- Update Oracle Sales Cloud with a single click when scheduling a meeting, sending an email, or recording an activity.
- Increase productivity with powerful tools such as type-ahead filtering and auto-suggestion.

Sales reps can update data in either Outlook or Sales Cloud and then automatically share records with their sales team members, regardless of the interface used to access the information.

Initiate Synchronization Now or Schedule for Later

Oracle Sales Cloud's two-way data synchronization gives sales professionals an accurate view of sales data with constant updates.

- 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.
- Use powerful filtering capabilities to synchronize only the most critical data, improving productivity and saving synchronization time.

Access Critical Information When Offline

Today's mobile sales professional is always on the move and sometimes without a stable internet connection.

- Access up to 25,000 local records from within Microsoft Outlook™.
- Update data within Oracle Sales Cloud for Outlook while online or offline. The transition between online and offline modes of operation is seamless.
- Continue to use the functionality of the product in offline mode and simply synchronize to the server once the internet connection is available.

ORACLE CUSTOMER EXPERIENCE: SALES CLOUD

- **Complete:** A comprehensive sales solution focused on driving sales 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

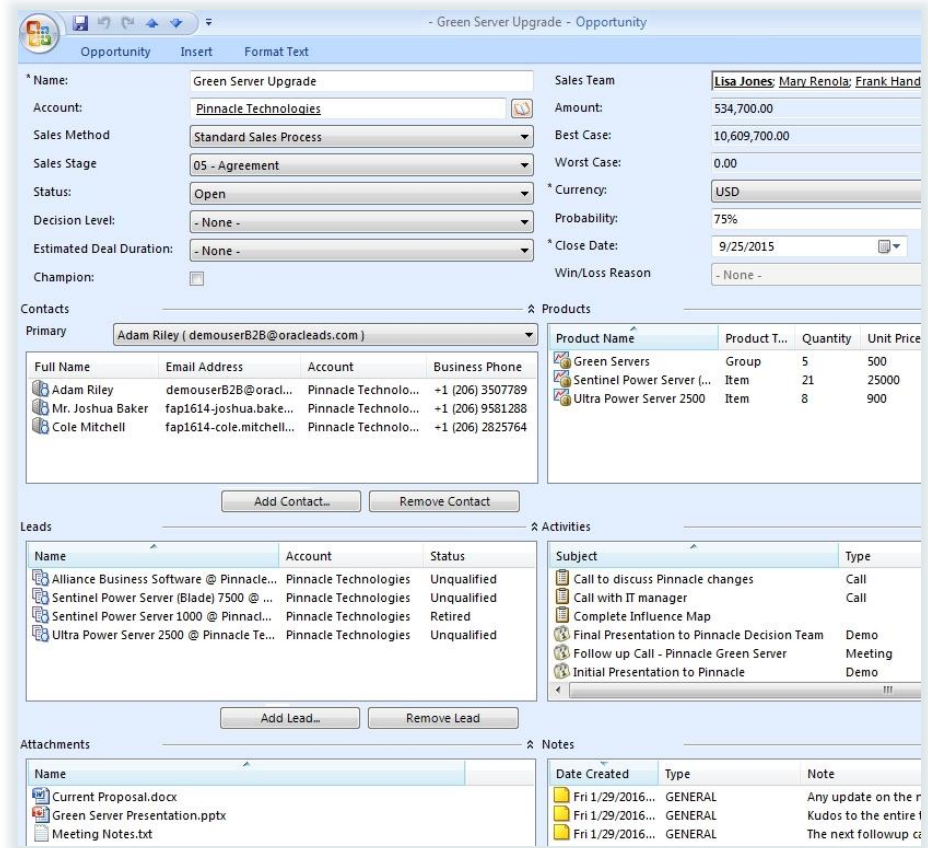


Image 1: View opportunities in Microsoft Outlook with associated Oracle Sales Cloud contacts, leads, revenue items and related information.

Tailor Sales Cloud for Outlook

Sales administrators can use Application Composer, a single point-and-click tool accessible from within Oracle Sales Cloud, to tailor all Oracle Sales Cloud pages, including Outlook pages, mobile pages, and the tablet-ready, simplified 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.

CONTACT US

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



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