

SIEBEL QUOTE AND ORDER LIFE CYCLE MANAGEMENT



KEY FEATURES

- Accurately create orders and quotes
- Automate quote and price approvals
- Manage price and product negotiations
- Create an integrated order management system

Oracle's Siebel Quote and Order Life Cycle Management applications enable organizations to create, validate, and manage quotes and orders across the entire order life cycle. They support complex pricing and product configuration, quote approval, availability checking, and credit and payment verification. As a result, they provide business with a single, integrated system that ensures that orders are complete, valid, and accurate before they are delivered to the customer.

Siebel Quote and Capture

Oracle's Siebel Quote and Order Capture application empowers businesses to create, validate, and manage quotes and orders across the entire order life cycle. Users can quickly prepare accurate quotes for review and approval by customers—resulting in faster movement of orders through the pipeline.

Siebel Quote and Order Capture helps:

- Reduce operating costs by eliminating incorrect orders and verifying that products are available and correctly configured before confirming orders
- Streamline the approval process by minimizing manual intervention while assuring compliance
- Reduce time-to-market for new products and services by offering capabilities that assist in the creation of optimal bundles and the guided selection of the right products
- Negotiate with customers and partners during the order creation process
- Increase employee productivity and satisfaction by managing order information in a single, integrated system

Siebel Quote Management

Oracle's Siebel Quote Management ensures that customer quotes are accurate and profitable. It allows companies to negotiate sales with prospects based on a variety of factors, including products, price, availability, and other terms and conditions. It streamlines the quote development process by routing quote exceptions for approval, ensuring compliance among customers, partners, and employees. In addition, by presenting “what if” scenarios showing the optimal terms and conditions of each sale, companies can more effectively map solutions to customer needs.

Siebel Order Analytics

Oracle's Siebel Order Analytics provides organizations with the tools needed to gain

deep understanding into the order pipeline and order management process. The application provides up-to-the-minute insight into quote-to-order conversion rates, methods of payment and shipping, order trends, and operational performance. Using this information, operations professionals can take action to prevent or eliminating order processing bottlenecks, streamline the order process by identifying common order exceptions, and plan staffing around those locations with the heaviest transaction volume.

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