

PEOPLESOFT ENTERPRISE MOBILE SALES



*Collaborate through
mobile selling.*

*Capture orders on
your mobile device.*

*Synchronize your
data—quickly and
efficiently.*

Knowledge at the right time and place is power. Your sales professionals have different needs depending on their responsibilities and their access capabilities. Some always work from an office on the corporate network, some access sales and customer information from their laptops, while others obtain the information they need through wireless mobile devices. Oracle's PeopleSoft Enterprise Mobile Sales solution supports all of these access methods and more—giving your sales users access to the information they need when they need it.

Collaborate Through Mobile Selling

With PeopleSoft Enterprise Mobile Sales, your sales team can easily access corporate resources— anywhere, anytime. They have around-the-clock access to information such as contacts, prospects, customers, leads, opportunities, forecasts, and tasks. With the streamlined and easy-to-use browser-based interface, PeopleSoft Enterprise Mobile Sales provides an efficient tool for the sales team on the go.

Users who are online can utilize Mobile Sales directly through their web browser. When sales users require untethered operation, Mobile Sales empowers them through the same common browser interface as in connected mode. It can be used by local or remote users, allowing you to extend enterprise information to all your sales channels, even partners. Mobile users can synchronize when they are online, ensuring that they have the latest data, and that the data they have updated in the field gets propagated throughout the organization.

Capture Orders on Your Mobile Device

You can extend your sales reach even further through Oracle's PeopleSoft Enterprise Mobile Order Capture. Your mobile sales users can immediately capture orders anytime, and the system will automatically update back-office systems. PeopleSoft Mobile Order Capture can also trigger other processes like inventory allocation, warehouse picking/packing list printing, and outbound logistics planning. Your sales force can retrieve the latest product information directly onto their mobile devices to respond to customer inquiries quickly.

The screenshot displays the Oracle PeopleSoft Enterprise Mobile Sales interface. At the top, there are tabs for Overview, Assign, Leads, Progress, Types, and Tasks. The main header shows the Opportunity ID (Opport #) as 10001 Payment Hardware and the Contact as Depp, Michael. Below this, there are buttons for Save, Add, Close Opportunity, Opportunity, and Add New. The Opportunity details section includes fields for Status (Open), Priority (2-High), Est. Revenue (\$200,000,000), Est. Close Date (04/12/2012), and Forecast (75%). It also shows Sales Process (Knowledge Enabled Sales), Sales Stage (03-Develop Solution), Sales Task (04-Review Solution (Customer)), Sales Rep (Peterson, Frank T), and Business Unit (US001). A Forecast Summary table is visible, showing a forecast of \$200,000,000 with a 75% confidence level. Below this, there are fields for Company (IBM Knowledge Enabler/Services, CA, 95068 J55A), Site (Mountain), and Address (USA). A Contacts table lists three contacts: Michael Depp (Franchise), Susan Choi (COO - CA), and David Davis (Manager). At the bottom, there are buttons for Assign Task, Add Product, Add Forecast, Quote Order, Add Task, and Add Note, along with a Save button and a Return to List link.

Empower Your Sales Team

PeopleSoft Enterprise Mobile Sales empowers sales users with access to contacts, leads, opportunities, forecasts, and tasks.

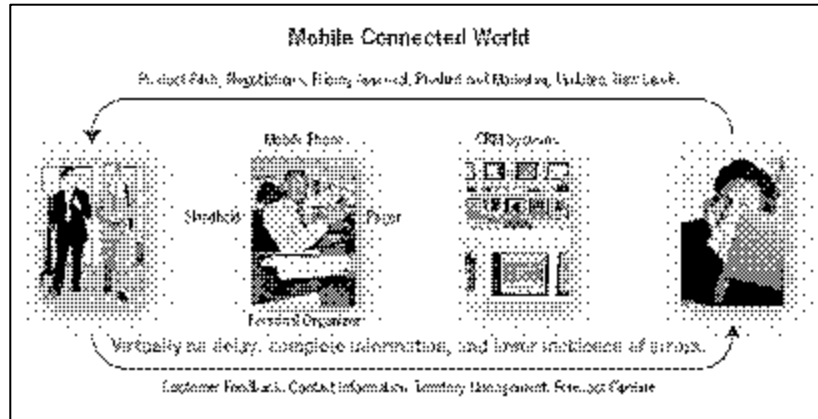
Synchronize Your Data—Quickly and Easily

With PeopleSoft Enterprise Mobile Sales, synchronization between laptops and your corporate databases occurs only when necessary and convenient. Intelligent synchronization technology updates only the information that's relevant to your remote sales agents.

Customizations, whether accomplished through the manipulation of metadata or through the creation of new extensions, are simpler to deploy than in traditional sales automation systems. The synchronization capabilities inherent to PeopleSoft Enterprise Mobile Sales can automatically deploy customizations to the centralized servers and automatically synchronize the changes to disconnected users in the field. As a result, companies can update or extend the functionality of the application as often as necessary without disrupting the productivity of their sales professionals. Since new functionality can automatically be rolled out through the synchronization process, the results are lower cost of ownership, faster implementation, and higher user acceptance.

PeopleSoft Enterprise Infosync—Quick, Easy, and Accurate PIM Synchronization

Improve efficiency and increase productivity by reducing the time spent keeping Microsoft Outlook or Lotus Notes synchronized with your Oracle's PeopleSoft Enterprise Sales customer data. The synchronization of tasks, calendars, email and contact entries ensures that your mobile sales users always have the most up-to-date and accurate information.



Anytime, Anywhere Access Mobile Connected World

PeopleSoft Mobile Sales bridges the critical gap between mobile sales users and the corporate office by capturing all relevant customer intelligence.

Seize Sales Opportunities Anytime, from Anywhere

PeopleSoft Mobile Sales empowers sales agents to access enterprise information and seize sales opportunities quicker. Whether visiting a customer site, waiting for a connection at the airport, or traveling to the next appointment, mobile users are only a click away from the information they need to effectively conduct business and increase customer loyalty.

By providing untethered access to relevant customer intelligence and easy synchronization when connected, your mobile sales users are able to maximize their effectiveness and responsiveness to customer needs, improving your overall competitive advantage.

Why Oracle's PeopleSoft Enterprise Mobile Sales?

- Easy to install: Install with one click.
- Easy to use: Tailor it to each mobile user's needs.
- Easy to synchronize: Send and receive only changed data for faster synchronization.
- Easy to update the application: Update metadata through synchronization.
- Easy to maintain: Maintain using standard synchronization.

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