

# ORACLE SIEBEL SALES

Designed to improving forecast accuracy, pipeline visibility, sales effectiveness and bottom-line results, Siebel Sales enables your organization to share information across teams. Equipped with embedded support for sales methodologies that drive revenue and increase sales velocity, Siebel Sales manages the creation of quotes, proposals, and the configured products and services necessary to meet customers' needs.

## KEY FEATURES

- Market-leading tools to help sales managers meet selling challenges
- Real-time insight into sales and employee performance
- Robust quoting, order management, product and pricing configuration
- Forecasting and Opportunity Pipeline Management
- Mobile application available for connected and offline access
- Run real-time analyses of revenues, profit margins, and close dates
- Comprehensive matrix organization forecasting and sales team revenue allocation
- Predefined, configurable charts and reports
- Standard, proven sales methodologies
- Integrated sales analytics and real-time decision support tools
- Single view for global account information such as account hierarchy and associated entities
- Forecasting Rollup to support Sales Overlays

## Sales Forecasting: Improve Your Revenue with Accurate Insight

Siebel Sales Forecasting eliminates time-consuming manual processes, and ensures accuracy and consistency. Advanced forecasting enables sales organizations of every size and complexity, including matrix organizations, to monitor the health of their business in real time, meet sales goals and ultimately increase revenues and decrease costs.

Period	Adjusted	Account	Product Line	Product	Best Case	Sales Rep	Revenue	Quantity	Adjustment
Q4 2007					\$390,000.00	00TSMYTHE	\$4,567,750.00	19,350	\$0.00
		PCS Technologies Electron.			\$390,000.00	00TSMYTHE	\$390,000.00	2,000	\$0.00
			Computer Warranty & Serv.		\$390,000.00	00TSMYTHE	\$390,000.00	2,000	\$0.00
				IM Service Warranty - 2 Yea.	\$390,000.00	00TSMYTHE	\$390,000.00	2,000	\$0.00
		Honeywell Automation and.			\$0.00	00TSMYTHE	\$1,943,500.00	3,800	\$0.00
			Computer Warranty & Serv.		\$0.00	00TSMYTHE	\$595,000.00	3,500	\$0.00
				IM Service Warranty - 2 Yea.	\$0.00	00TSMYTHE	\$595,000.00	3,500	\$0.00
				PCS Printers	\$0.00	00TSMYTHE	\$1,348,500.00	300	\$0.00
		Digital River, Inc.			\$0.00	00TSMYTHE	\$1,197,000.00	1,000	\$0.00

Figure 1: Sales teams can proactively address sales trends, shortfalls, and opportunities

With the Siebel Sales application, sales teams can proactively address sales trends, shortfalls, and opportunities for increased revenues. Using predefined, configurable charts and reports, sales forecasting enables sales managers and teams to:

- Manage revenues by account, opportunity, product line, project, partner, division, organization, or employee
- Conduct comprehensive matrix organization forecasting and sales team revenue allocation
- Run real-time analyses of revenues, profit margins, and close dates as well as perform real-time, dynamic forecasting and rollups
- Manage recurring revenues in multiple currencies, with automatic currency

conversion and localized units of measure

## Increase Sales Velocity and Alignment

Siebel Sales delivers market-leading tools to help your sales managers meet your selling challenges—improve pipeline visibility, sales effectiveness, and bottom-line results. Sales environments are increasingly complex and demanding. Customers shift priorities. Market dynamics change ever more rapidly. Your sales professionals are expected to know more, and do more. Siebel Sales includes opportunity, lead, and territory management, robust quoting, order management, and product configuration, sales forecasting and integration to Microsoft® applications. In addition, Siebel Sales comes equipped with built-in support for sales methodologies that drive revenue and increase sales velocity.

Your sales representatives who are on the move can also access Siebel Sales application using the mobile devices they use. Siebel Sales Mobile application can be used in connected as well as offline mode so that sales professionals always have access to the key information about their accounts and opportunities.

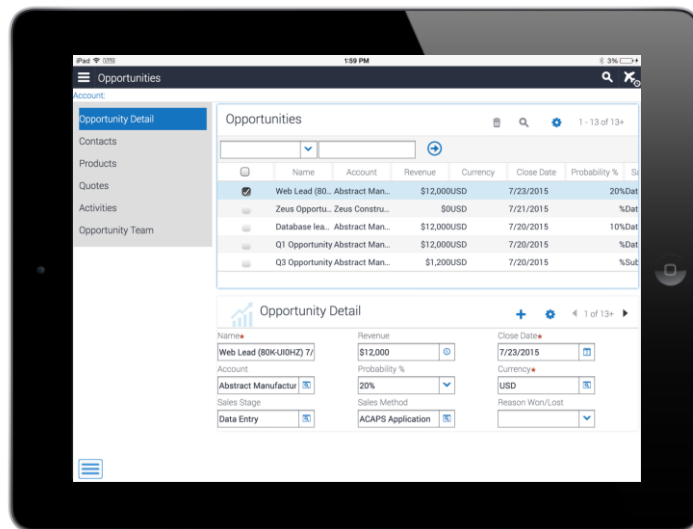


Figure 2: Access sales information from anywhere using Siebel Sales Mobile

## Complete View of Customers

Siebel Sales provides sales professionals with complete customer overviews at each stage of the sales process. Before contacting customers, salespeople can review customer information including products installed, key contacts, open opportunities, activities, service requests, quotes and orders, and specific sales team members assigned to customer accounts. This comprehensive information allows sales people to better manage their customer accounts and to plan each customer interaction more efficiently. With Siebel Sales, sales users can offer the right product to the right customer, identify cross-sell and up-sell opportunities, and expand their installed base. Sales professionals can also view complete hierarchy of accounts and associated entities for global accounts in one intuitive view.

**SIEBEL SALES**

**KEY BENEFITS**

These are a few of the related products and services also available from Oracle:

- Built-in support for standard sales methodologies
- Account Planning and Sales Coaching tools
- Effective Lead and Contact Management
- Opportunity and Pipeline Management
- Comprehensive sales forecasting and sales team revenue allocation
- Support for forecasting in matrix organizations
- Desktop integration with Microsoft applications for effective collaboration and higher adoption

**RELATED PRODUCTS**

These are a few of the related products and services also available from Oracle:

- Siebel Sales Analytics
- Siebel Partner Relationship Management
- Siebel Mobile Applications
- Siebel Marketing

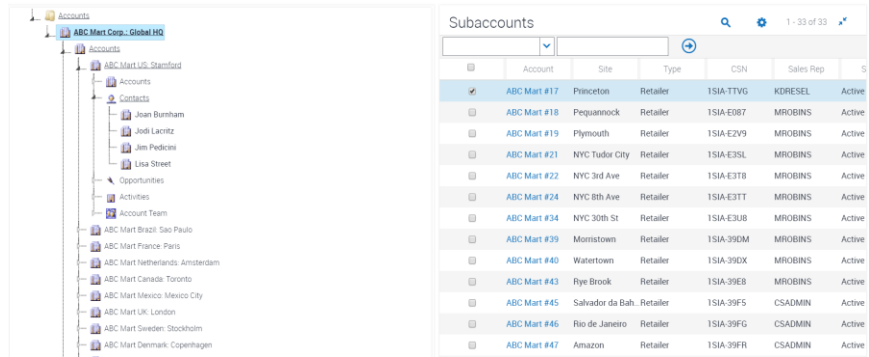


Figure 3: View all aspects of your customer through the Global Account Hierarchy

**Pipeline Assessment: Review the Health of the Sales Pipeline**

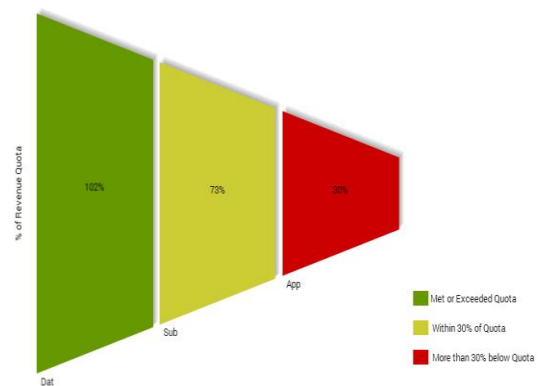
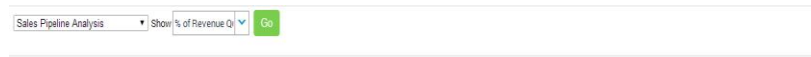


Figure 3: Pipeline analysis assists sales users understand the how and when deals are closing

Siebel's opportunity management capabilities allow sales reps and managers to review opportunities by sales stage, giving them the insight into how deals are closing. Through pipeline assessment, the sales organization has visibility into the breakdown of opportunities that exist at each stage of the sales cycle. Subtotals by sales stage can then be compared against pre-defined pipeline targets, and a "Percent Pipeline Coverage" is calculated for each sales stage and graphically displayed so that areas of concern can be easily identified and addressed before waiting until the end of the sales cycle.

**Sales Methodologies: Follow consistent business processes**

Sales methodologies provide a common, consistent framework for effective sales execution. Not only do they define the sales process, including sales stages, milestones, roles, etc., but they also provide methods for reviewing various aspects of a sale, assessment of the opportunity, determination of competitive positioning, and the relationships that have been established with key decision makers. Sales methodologies also provide a framework for determining deal-winning strategy. Siebel Sales incorporates several sales methodologies that provide innumerable benefits.

From industry leading methodologies such as Target Account Selling (TAS), Enterprise Selling Process (ESP) and Portfolio Management Process (PMP), Siebel Sales provides standard business processes and coaching utilities that assist users through the sales cycle in order to close deals faster.

### Customer Information across Microsoft Desktop Applications

Siebel's integration with Microsoft applications enables employees to easily centralize and utilize customer information between Siebel Sales and Microsoft desktop applications. Whether end users are performing mail merge and generating correspondence in Word, performing sales analysis using Excel, or scheduling meetings and recording new business contacts through Outlook, Siebel's desktop integration with Microsoft applications provides your users with the flexibility to quickly and easily gain real-time insight into customer interactions .

### Siebel Sales – Complete Customer Relationship Management





Oracle Siebel Sales enables companies to efficiently manage customer and sales activities – all from applications that are built on unified information architecture. This architecture provides a single definition of your customers, contacts, opportunities, and sales forecasts– all aspects of your business. Oracle Sales enables you to share unified information across the enterprise so you can make smarter and faster decisions with better information from your sales data.

#### CONTACT US

For more information about [insert product name], visit [oracle.com](http://oracle.com) or call +1.800.ORACLE1 to speak to an Oracle representative.

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