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EXECUTIVE BRIEF

Unlock the Benefits of Connected SPM

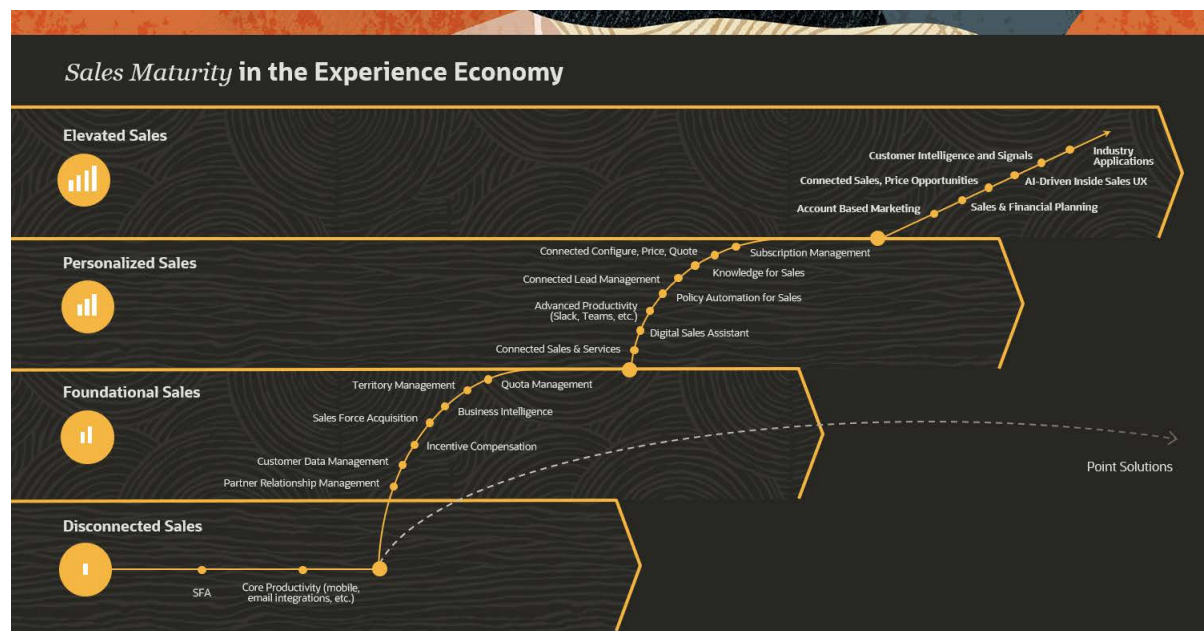
**6 Reasons to Consider Oracle Sales
Planning and Performance
Management**

Where are you in your Sales Maturity Journey?

As a sales leader, your goals are to set actionable, realistic quotas to motivate and retain top talent, adapt to unexpected market conditions and dynamics and adjust quotas accordingly, sever reliance on spread-sheet based processes, forecast accurately and be prepared day 1 of the fiscal year with carefully thought out, collaborative, data driven compensation, territories and quotas.

To help you exceed your goals and gain a competitive advantage in the **Experience Economy**, Oracle has developed a comprehensive sales maturity model based on collective experiences and best practices.

Using this model and the four stages of Sales Maturity, you can benchmark yourself against others in your industry, visualize your priorities and a plan for your initiatives, and perhaps even discover that you are on track to achieving your sales planning and performance management goals.



Evaluate the current state of your sales maturity.
Schedule a Oracle Sales Maturity discussion with your account team today.

Oracle Named a Leader in *The Ventana Research Value Index:* Sales Performance Management Solutions, Q2 2019

We believe we are recognized by Ventana as a Leader in both Product and Customer Assurance for our ability to deliver a level of depth for a broad set of roles, from sales operations to managers and sellers, best in class level of mobile technology support, easy configuration and strong support for analytics and planning, quotas and territories.

"We are thrilled Ventana has recognized Oracle for the strength of our SPM offering. As a piece of our broader CX Sales solution, SPM sets Oracle apart in how we are bringing a best-of-breed offering together for the modern seller to create a connected, data-driven planning and selling process."

– Katrina Haynes-Gosek, VP, Outbound Product Management, Oracle



Learn why Oracle is named a leader.

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6 Reasons Why We Believe You Should Consider Oracle SPPM

1 Achieve a Connected Planning Process

Oracle's SPPM solution allows you to win faster with connected planning & performance management by integrating finance, HR planning and ERP sales data to seamlessly plan and execute.

2 Drive Successful Sales Behaviors

Embedded incentive compensation capabilities enable you to model, roll out, and manage compensation plans efficiently, reducing operational costs while optimizing for increased revenue. Compensation dashboards show reps how they are performing, while managers gain visibility into their team's performance against goals.

3 Optimize Coverage

With territory management capabilities, organizations can build out complex sales territories based on geography, business units, product lines, industries, named accounts, and other factors. Powerful what-if capabilities enable you to model regions for the best results.

4 Align Goals to Strategy

Provide sales reps with right-sized quotas that align with company objectives as well as individual goals and performance criteria. Use advanced planning methodologies to calculate sales objectives based on current territory potential or past performance.

5 Plan with Insight, Not Intuition

Roll out optimized sales plans on day one. Best-practice planning methodologies are powered by artificial intelligence using historical actuals and other connected data. Drive sales success with planning decisions based on data and real-time market insights.


6 Oracle SPM is part of the broader Sales portfolio designed to assist you on your path to CX Sales Maturity

Partner with Oracle to determine where you are today on your path to Sales Maturity and which Sales solutions you can leverage to reach your desired future state. Learn more about our core [Sales Force Automation](#), [Customer Data Management](#), [Partner Relationship Management](#), [Service](#), [Sales Planning and Performance Management](#), [Digital Sales Assistant](#), and [AI for Sales](#) solutions.

Together we're creating tomorrow's CX, today.

Explore Oracle Sales.

CONNECT WITH US AND SHARE YOUR CX INSIGHTS.

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Integrated Cloud Applications & Platform Services

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Oracle is committed to developing practices and products that help protect the environment

