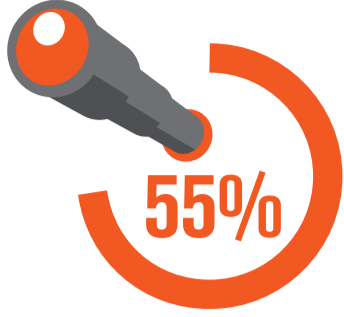


HOW TO ENABLE FASTER, SIMPLER AND MORE CONFIDENT SALES MANAGEMENT



of companies believe that sales forecasting is 'very important'



Two-thirds are not satisfied with the current forecasting process

In B2B environments, less than 50% of all the sales in forecasts actually result in a win.

Scattered information:



48%

Limited visibility:



42%

Why?

Sales executives say the reasons are:

WHAT'S MISSING?

Sales VPs and their direct reports need:

EASY ACCESS
to large amounts of information from every level of the organization



REAL-TIME TOOLS
that let them quickly model and plan sales scenarios



The tools used by the sales team often come up short when it comes to:

TIME:

The current approach relies heavily on spreadsheets, which do not support efficient use of time



RELIABILITY:

Sales projections affect decisions through the company. Being off in either direction has a ripple effect



FLEXIBILITY:

Forecasting is affected by everything from the weather to the global economy. Slow, clumsy tools cannot easily accommodate change



ORACLE'S PLANNING AND BUDGETING CLOUD SERVICE (PBCS) IS AFFORDABLE, EASY TO DEPLOY, AND SIMPLE ENOUGH FOR ALL STAKEHOLDERS TO PARTICIPATE. IT OFFERS:

SPEED:

Based on the functionality of Oracle Hyperion Planning, Oracle PBCS simplifies the mechanics of creating a plan.

Oracle Hyperion Planning customers:



Spend 23% less time gathering data



Spend 38% less time in the total forecasting process



Have 35% more time available for analysis

QUALITY OF INFORMATION:

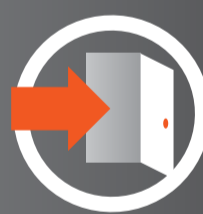
Eliminate planning and forecasting errors



A centralized system guarantees everyone is working with the same set of numbers and assumptions

ANALYSIS OVER TIME:

Sales executives need up-to-date information at their fingertips. Oracle PBCS offers:



Instant access to plan vs. actuals in real time



Access to data via mobile devices



CRM integration to analyze sales performance over time

PREDICT THE OUTCOMES

Predictive planning capabilities for forecast accuracy.



Model the potential business results of actions in advance



See the effect of different variables on the business



Quickly determine which actions will grow revenue

QUICK TIME TO VALUE:

Cloud-based solutions deploy quickly and reduce reliance on IT.



Sales executives can change product categories, add reps, revise formulas



Pay-as-you-go model reduces CAPEX expenditure



Accessed via familiar Microsoft Office tools reduces the learning curve