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# **HCL'S ORACLE SALES**

CLOUD IN A BOX SOLUTION

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# GET STARTED WITH A SIMPLE, FAST AND COST EFFECTIVE ORACLE FUSION SALES CLOUD ADOPTION TODAY!

## KEY FEATURES

- Pre-defined Processes
- Fully-functional Processes
- Reduced Costs
- Accelerated Timelines
- Fixed Deliverables
- Risk Mitigation

## KEY BENEFITS

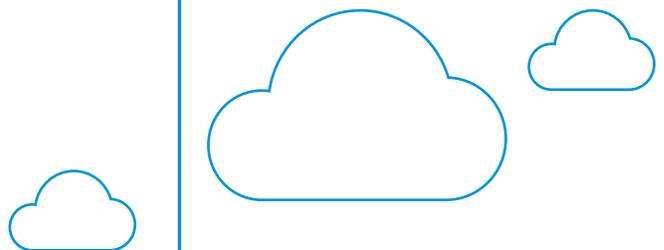
- Pre-configured best practice business processes
- Accelerated time-to-value through the use of a prescriptive, best practice methodology
- A comprehensive approach to deploying Oracle Sales Cloud processes quickly and cost-effectively

## RELATED SERVICES

You may also be interested in the following offerings:

- Oracle Fusion HCM Express Cloud Coexistence Solution
- Oracle Fusion HCM Express Cloud Extension Solution

Oracle Sales Cloud in a box is an accelerated fixed fee, fixed schedule, fixed scope offering enabling organizations to quickly migrate key sales functions to the cloud and take advantage of all the cloud has to offer. Leveraging a broad set of robust preconfigured templates, tools, and accelerators, HCL can quickly enable your sales teams into higher levels of agility and flexibility aimed at becoming a truly “customer centric” organization. Led purely by business benefit, the offering is focused on rapidly increasing wallet share, enhanced cross departmental collaboration, and superior sales analytics for lightning speed reaction times.



# OVERVIEW

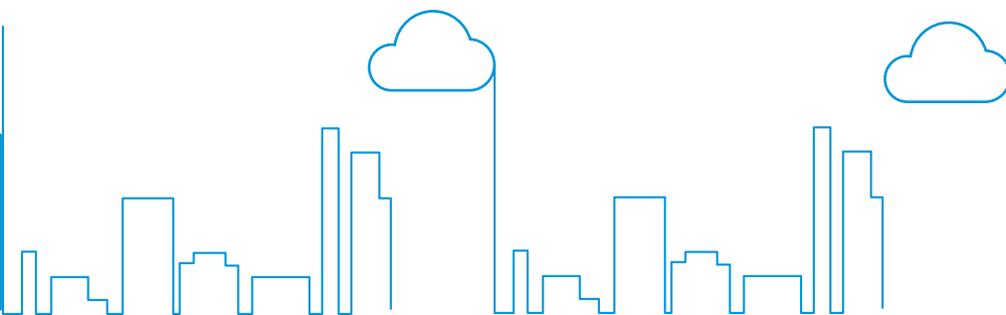
Designed for organizations committed to adopting cutting edge cloud sales strategies, HCL's Oracle Sales Cloud in a box is great way to accelerate an actionable cloud strategy in a short 12-week time frame. Preconfigured Sales Toolkits can be enabled with an added ability to customize the solution across various sales functions with al-a-carte capabilities including performance monitoring, forecasting, productivity, and sales extensibility. These preconfigured sales toolkits come equipped with rapid accelerators including predefined data migration packs to some of the common applications and a rapid start methodology aimed at delivering a production ready system in as few as 12 short weeks

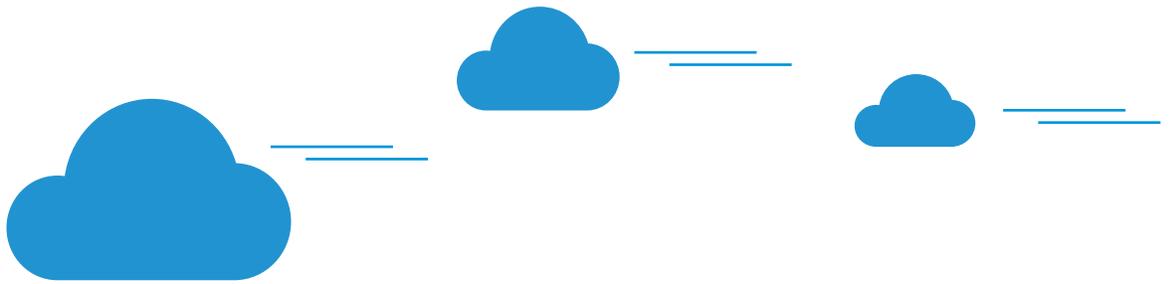
## SCOPE

### PRECONFIGURED SALE TOOLKITS INCLUDE:

- Sales Performance:** Encompassing territory management, quota management, incentive compensation, and forecasting – this tool kit is squarely aimed at overall performance intelligence and enhancement. Optimal territory alignment and incentive compensation, coupled with intelligent, and accurate forecasting remain a cornerstone of sales productivity
- Sales Projecting:** Encompassing email campaign management, lead management, sales predictor, and overall campaign management, this tool kit is aimed at effectively and intelligently managing leads and engaging the customer at the right time and in the right way with meaningful and tailored messaging
- Sales Productivity:** Encompassing opportunity management, customer center, desktop integration, and mobile sales, this toolkit is aimed at pure productivity gains. Closed loop marketing means opportunities get properly tied back to campaigns, while desktop/email integration allows sales reps to easily navigate email and SFA tools for increased visibility and speed of entry. Mobility enablement allows your sales force to stay completely connected and respond in real time as customers expect them to
- Sales Extensibility:** Encompassing channel management, customer data management, contract management, and activity work streams, this toolkit is aimed at the critical management of data behind the scenes. Accurate, and socially enriched customer data provide key critical insights into the sales process along with enhanced and anywhere/anytime analytics for faster reaction times on behalf of sales reps and their managers

Sales Tool kits				<ul style="list-style-type: none"> <li>Mix and match the tool kits best suited to your organizations requirements</li> <li>Each Sales Process has a set of sub-processes based on Oracle's Sales Cloud solution</li> </ul>	
Sales Processes	Sales Performance	Sales Projecting	Sales Productivity		Sales Extensibility
	Territory Management	Email Campaign Management	Opportunity management		Channel management
	Quota Management	Lead management	Customer Center		Customer Data Management
	Incentive Compensation	Sales Predictor	Desktop Integration		Contracts
	Forecasting	Sales Campaigns	Mobile Sales	Activity Streams	
Based on industry best practice and our experience we recommend starting with the Sales Productivity toolkit					



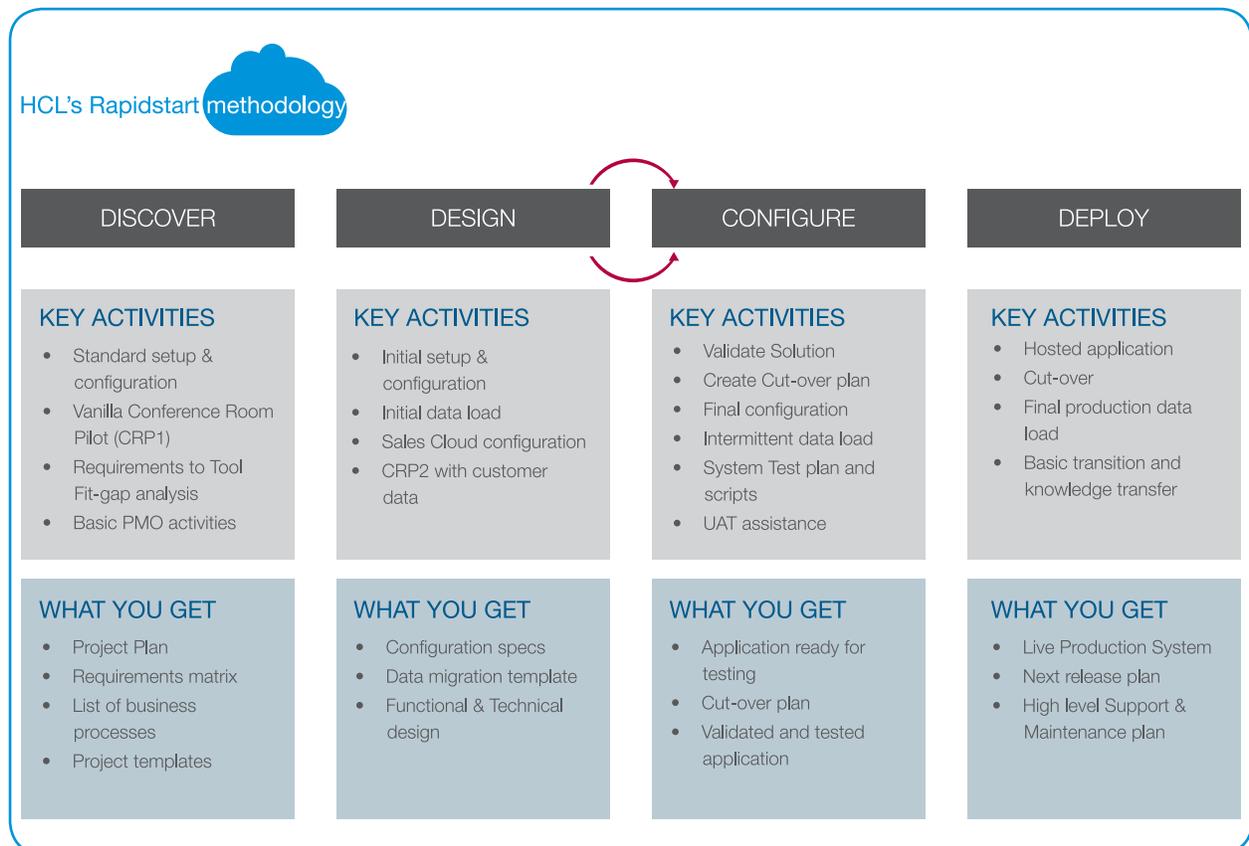


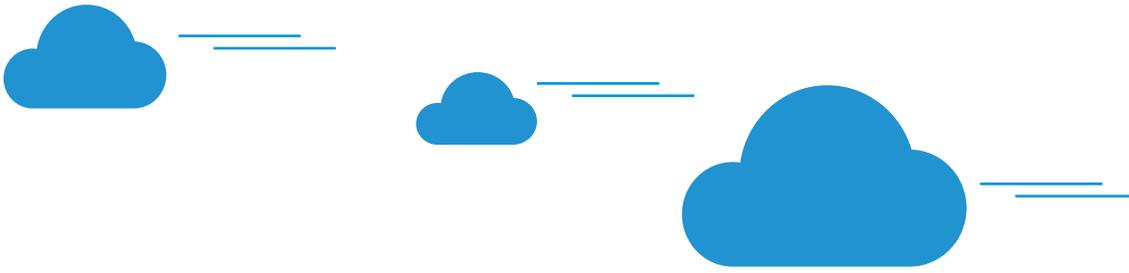
In addition to these preconfigured tool kits, HCL brings specific accelerators that enables your organization to accelerate business value. Predefined data migration packs allow for easy data loading into Cloud system from most common applications including Oracle E-Business Suite, Oracle CRM, Salesforce.com and SAP. Additional plugins are available for common legacy applications including Siebel, PeopleSoft, and more.

room pilots, streamlined testing and fast deployment of the solution. HCL leverages an efficient blend of onsite and offshore development teams for 24 hour productivity. In addition to a fully functional solution, HCL produces an actionable roadmap for further enablement. Additional add-on services including training, organizational change management, and application support & maintenance can also be easily bundled.

HCL's Rapidstart methodology allows for a scripted 12 week project encompassing focused requirements and process definition, conference

Below we have illustrated a detailed view of HCL's Rapidstart Methodology that shows the key activities and outputs from the different phases of the project.

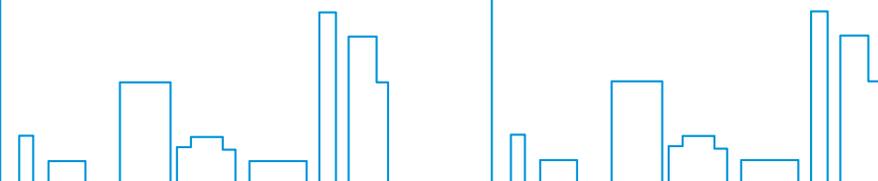
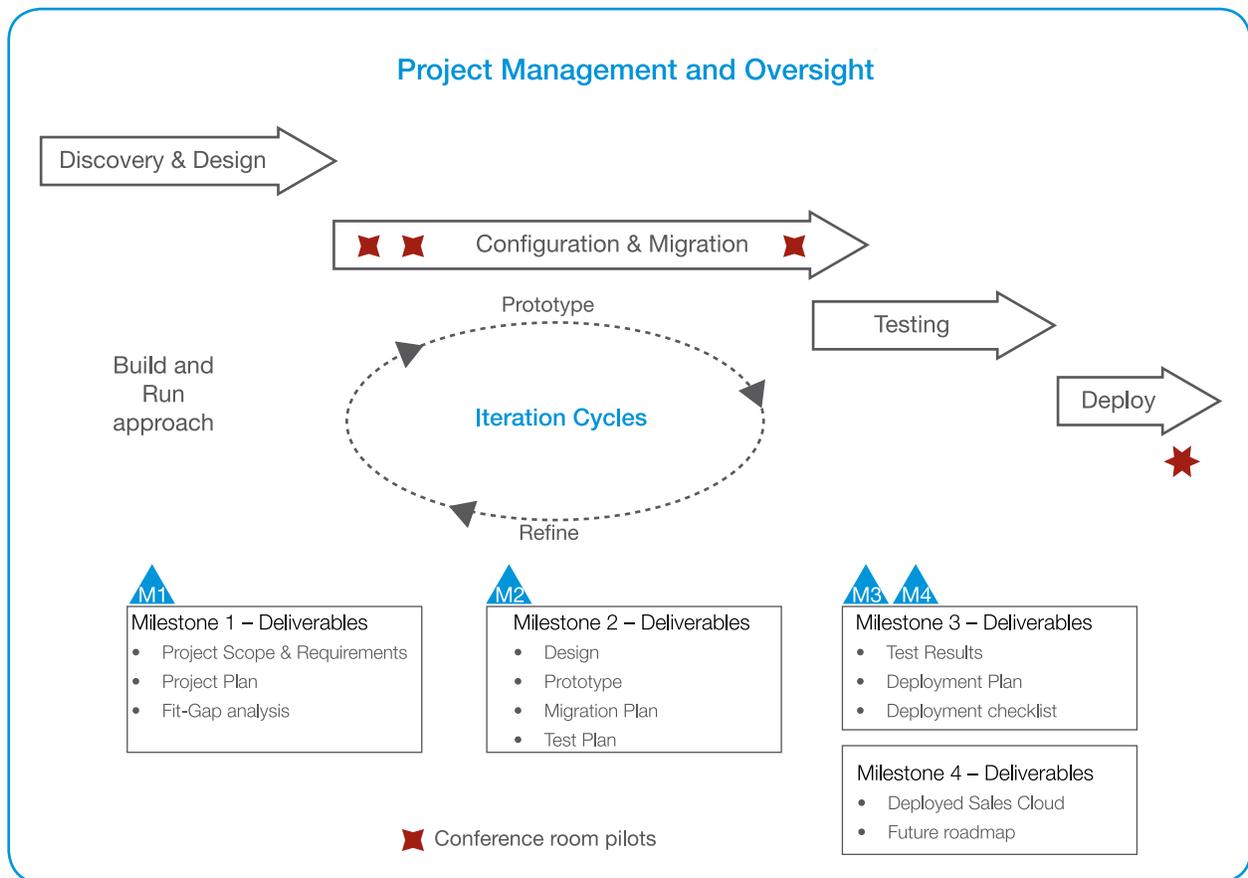


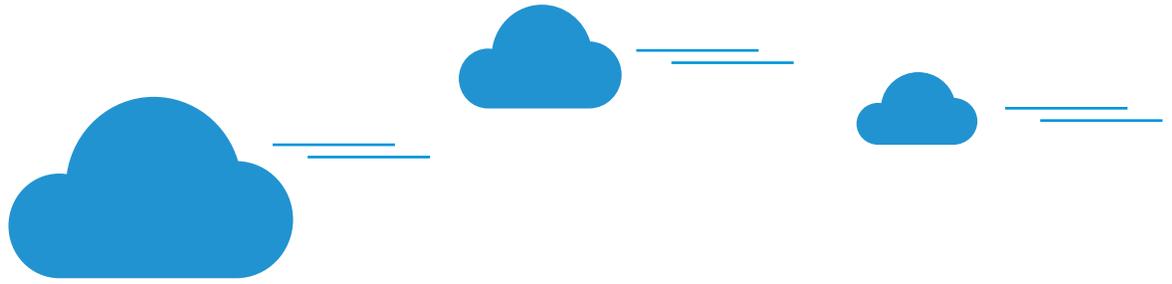


# TIMELINES AND DELIVERABLES

We recommend a truly agile approach for this fixed scope, fixed schedule and fixed budget implementation. Our team of functional experts will engage your business team during the Discovery and Design phase to get an agreement on the business requirements and process changes. A hybrid team of Oracle Cloud technical experts will be closely involved during the Design phase to translate the requirements into a packaged cloud solution. Your business and IT team will get a view of the application being built

from our planned conference room pilots during the Configuration phase. Our expert testing team from the Testing Centre of Excellence business unit ensures the application is tested and certified to your requirements. The Deployment team works closely with your organizations Infrastructure and IT support teams to ensure a smooth transition and rollout of the Cloud. Also showed below are the key milestones along with the a list of some of the deliverables that will be included in the project.

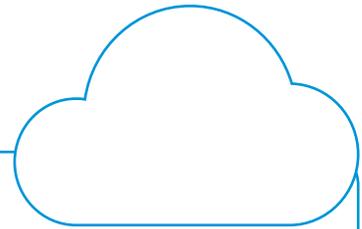




## ARE YOU A CANDIDATE?

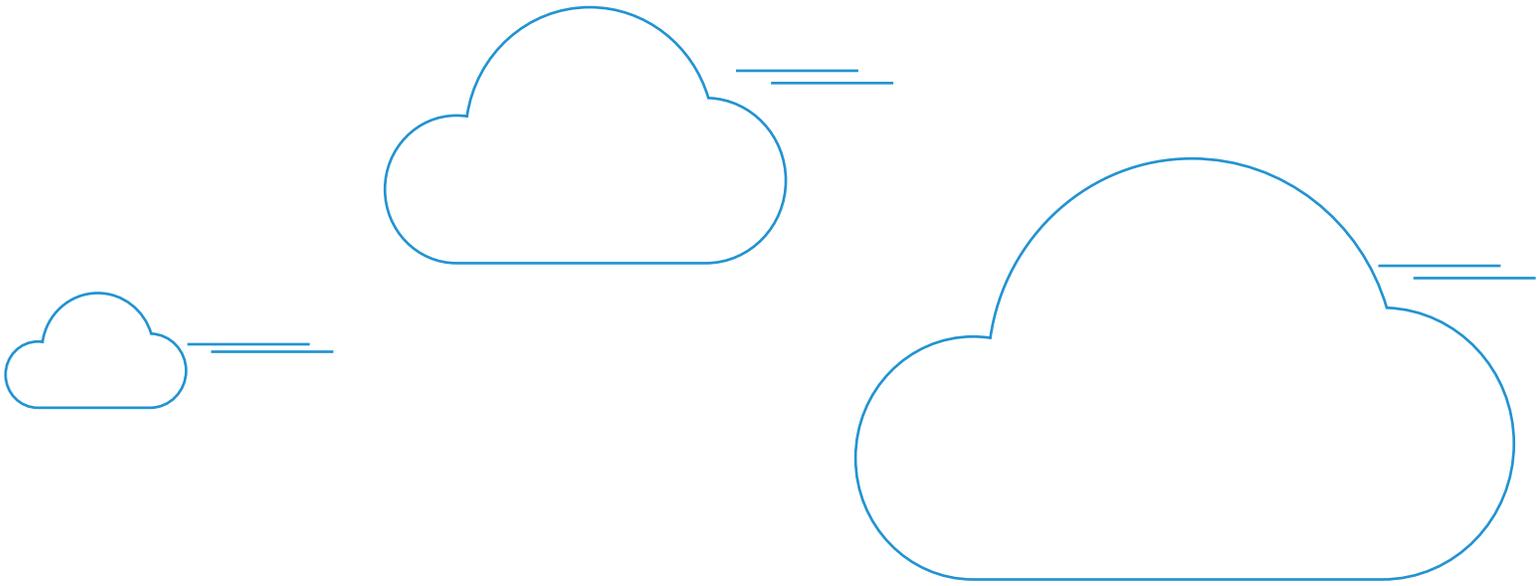
Organizations are rapidly adopting the cloud as an efficient way to divest of expensive infrastructure, increase speed to market, and enable a truly anywhere/anytime business model. Focusing on core competencies and becoming a real customer centric organization is the key to success in an often crowded and commoditized market with razor thin

differentiation strategies. Enabling an effective and mobile sales force aimed at growing the top line combined with reducing the IT spend and the bottom line is the path to true profitability and absolute competitive advantage. HCL's Fusion sales cloud in a box is an enabler of both top line and bottom line strategies.



## HOW ARE WE DIFFERENT?

- End-to-end services - infrastructure hosting, transformative consulting, application delivery, and support & maintenance
  - Achieve consistent customer experience across all channels with HCL's One CRM methodology
  - Simplify migration and avoid business impact with our Fusion Migration tool kit
  - Reduce risk with HCL's application co-exist approach
  - HCL's process library contains re-usable
- Sales business processes based on industry best practices and years of experience implementing similar projects
  - Standardize best practices and repeat winning experiences based on HCL's proprietary CRM deployment methodology
  - Flexibility and speed through HCL's mature onsite offshore delivery model
  - Get rights solutions for your business with HCL's Oracle Cloud CoE
  - Highly trained and certified pool of Oracle Cloud consultants



## GETTING STARTED

To learn more and setup an initial consultation,  
please contact us at [hcleas@hcl.com](mailto:hcleas@hcl.com)



**Hello, I'm from HCL!** We work behind the scenes, helping our customers to shift paradigms and start revolutions. We use digital engineering to build superhuman capabilities. We make sure that the rate of progress far exceeds the price. And right now, 90,000 of us bright sparks are busy developing solutions for 500 customers in 31 countries across the world. **How can I help you?**

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