

# INFOSYS RAPID START FOR ORACLE SALES CLOUD – SALES FORCE AUTOMATION

Oracle Sales Cloud provides a best-in-class cloud platform for modern sales execution – engaging customers earlier and faster, accelerating sales pursuits, and closing deals faster. 'Infosys Rapid Start' for Oracle Sales Cloud helps our clients derive continuous, superior business value from their CX investments.

<p><b>Deepening customer engagement with next-gen CX experiences</b></p>	<p><b>Modernizing and simplifying CX processes</b></p>	<p><b>Experience faster ROI through cost savings</b></p>
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## Infosys Rapid Start offerings: Value proposition

Infosys Rapid Start framework uses our industry-leading **hybrid agile** cloud methodology to go live with the Oracle Sales Cloud solution. It is tailored for each individual client go-live within 6 to 12 weeks with clear, measurable results:

- **Get more leads** : Higher data quality percentage through modern lead-to-contract sales tools
- **Close more deals** : Faster deal closure velocity with 360-degree pursuit and customer view
- **Accelerate value** : Increased cross-sell and upsell effectiveness
- **Spend more time selling** : Modern and fully functional mobile platform
- **Increase collaboration** : Intuitive tools to communicate, share with colleagues
- **Derive meaningful insights** : Easy-to-read and actionable dashboards

## Infosys Rapid Start offerings: Getting to win fast!

BASIC	LIGHT	ADVANCED															
<table border="1"> <tr> <td> Accounts</td> <td> Contact</td> <td> Activities</td> </tr> <tr> <td> Opportunities</td> <td> Leads</td> <td></td> </tr> <tr> <td> Dashboards</td> <td> Territory management</td> <td></td> </tr> </table>	Accounts	Contact	Activities	Opportunities	Leads		Dashboards	Territory management		<p><b>BASIC</b> +</p> <table border="1"> <tr> <td> Outlook</td> <td>Minimal customizations</td> </tr> </table>	Outlook	Minimal customizations	<p><b>LIGHT</b> +</p> <table border="1"> <tr> <td> Mobile</td> <td> Oracle Social Network</td> </tr> <tr> <td> Forecasting and quota management</td> <td>Medium customizations</td> </tr> </table>	Mobile	Oracle Social Network	Forecasting and quota management	Medium customizations
Accounts	Contact	Activities															
Opportunities	Leads																
Dashboards	Territory management																
Outlook	Minimal customizations																
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Forecasting and quota management	Medium customizations																
<p><b>Timeline:</b> 6 weeks to go live <b>Users:</b> Up to 30 users <b>Customization:</b> None</p>	<p><b>Timeline:</b> 8 weeks to go live <b>Users:</b> Up to 50 users <b>Customization:</b> Minimal</p>	<p><b>Timeline:</b> 12 weeks to go live <b>Users:</b> Up to 50 users <b>Customization:</b> Medium</p>															

Oracle Sales Cloud Rapid Start	BASIC	LIGHT	ADVANCED
Duration range	6 weeks	8 weeks	12 weeks
Price range	US\$50,000.00	US\$90,000.00	US\$120,000.00
<b>Components</b>			
<b>Modules</b>			
Account and contact management	✓	✓	✓
Activities	✓	✓	✓
Opportunity	✓	✓	✓
Leads	✓	✓	✓
OOTB dashboard reports	✓	✓	✓
Territory management	✓	✓	✓
Outlook			✓
Mobile (iOS)		✓	✓
Forecasting and quota			✓
Sales campaigns			✓
Oracle social network			✓
Sales performance management (SPM)			*Additional
Partner relationship management (ICM)			*Additional
Customer data management (DQM)			*Additional
<b>Configuration parameters</b>			
Number of business units	1	1	1
Implementation language	English	English	English
Number of users	30	50	50
Number of territories	25	25	25
Lead rank and qualification rules	None	5	5
Assessment templates	2	3	3
Extensibility	None	Minimal	Medium
Custom fields (across objects)	None	5 to 10	10 to 20
Custom objects	None	None	1
Dynamic layouts (across objects)	None	2	4
Object workflows (across objects)	None	2	4
<b>Data migration (File import)</b>			
Accounts	50K	50K	50K
Contacts	250K	250K	250K
Product groups and products	25:50	25:50	25:50
Integrations	*Additional	*Additional	*Additional
Extensibility	None	Minimal	Medium

## Infosys client speak: Atradius Collections

Atradius Collections is a global leader in trade invoice collection services. Infosys implemented the Oracle Sales Cloud solution in only 11 weeks in Belgium and Netherlands by working

closely with IT managers at Atradius Collections and experts from Oracle. Our design solution resulted in:

- Over 10% increase in sales team productivity in just three months

- 360-degree customer view that led to 20% growth in lead-to-sales conversions
- Over 33% increase in sales forecasting accuracy across regions

For a detailed overview of the Atradius success story and video using Oracle Sales Cloud, please visit: <http://www.oracle.com/us/corporate/customers/customersearch/atradius-1-sales-cloud-ss-2254854.html>

For more information, contact [askus@infosys.com](mailto:askus@infosys.com)



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