

INFOSYS RAPID START OFFERINGS FOR ORACLE SALES CLOUD – SALES PERFORMANCE MANAGEMENT

Leading enterprises are seeking ways to leverage the cloud to develop a strategic advantage. They are looking for a platform that will help them improve productivity substantially while riding on the wave of critical cost-effective growth initiatives.

Our Rapid Start offerings for Oracle Sales Cloud are designed to help customers derive measurable business value from their CX modernization investments. Infosys helps achieve this in three ways:



Deepening Customer Engagement with next-gen CX experiences

Modernizing and Simplifying CX Processes

Experience faster ROI through Cost savings

Infosys Rapid Start offerings: Value proposition

The Infosys Rapid Start portfolio for Oracle Sales Cloud spans various critical business processes. Our service offerings follow a rapid implementation approach spanning 8 to 14 weeks for a standard out-of-the-box implementation which results in the delivery of tangible business outcomes, solution to critical problems, and a complete transformation of an enterprise's business.

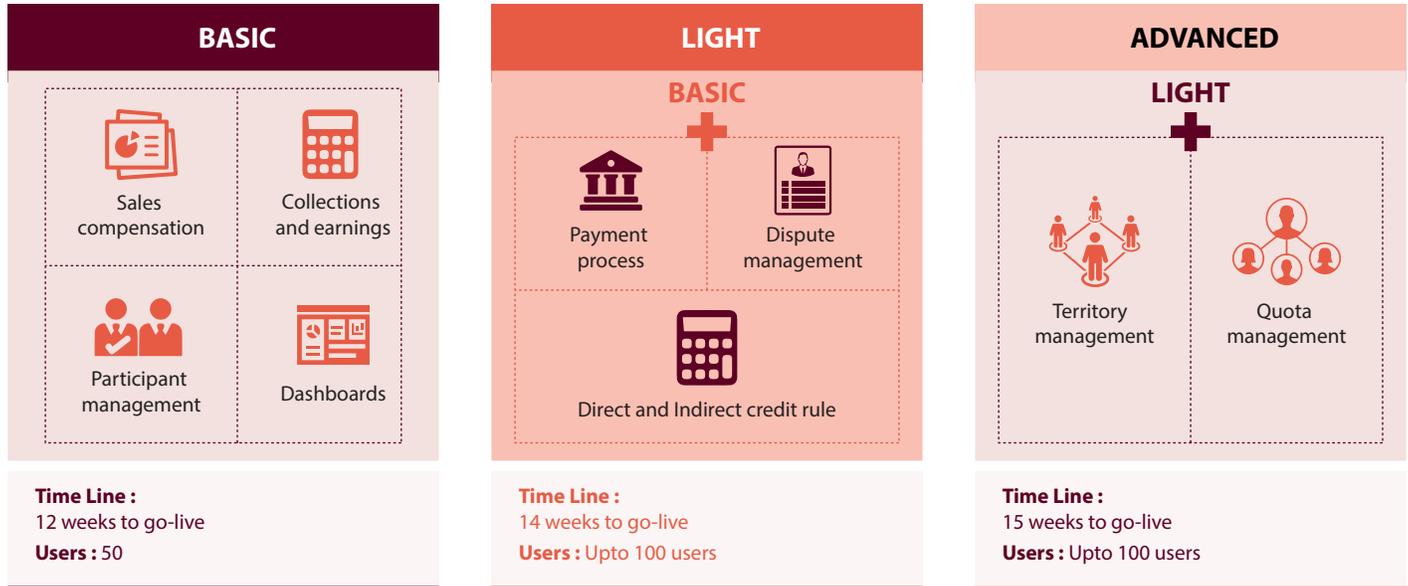
Our Sales Performance Management (SPM) solution is focused on better management of the sales cycle providing improvement in key areas to produce tangible results such as:

- Improved alignment of sales rep to the organization's goals
- Improvement in sales productivity – 5% to 10%

- Improvement through self-service and accuracy of compensation payment
- More selling time – streamlined dispute management
- Reduced cost of sale, commission errors – overpay and underpay

Infosys Rapid Start offerings: What's on offer?

The Rapid Start Service offerings for Oracle Sales Cloud – Sales Performance Management are offered in three trims:



Our Oracle Sales Cloud – Sales Performance Management offering encompasses the following:

Scope	BASIC	LIGHT	ADVANCED
Duration	12 weeks	14 weeks	15 weeks
Sales compensation	✓	✓	✓
Manage participants	✓	✓	✓
Credit and earnings – Collections	✓	✓	✓
OOTB dashboards	✓	✓	✓
Payment		✓	✓
Dispute management		✓	✓
Direct credit rules, roll up rules, and team credit rules		✓	✓
Territory management			✓
Quota management			✓
Configuration parameters			
Number of business units	1	1	1
Implementation language	English	English	English
Number of users	50	100	100
Number of unique compensation plans by persona	2	3	3
Number of unique plan components: Performance measures: Rate tables	2:2:2	5:5:5	5:5:5
Number of credit categories	20	20	20
Number of direct credit / roll up rules set up	N	100	100
Number of territories	N	N	100
Data migration of historical transactions	N	N	N

For more information, contact askus@infosys.com



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