

Infosys Offerings in Oracle Sales Cloud

Leading enterprises are seeking ways of leveraging cloud technology to develop strategic advantage and optimize organizational success. They are looking for a new platform which will give them an opportunity to make a sea change in productivity while riding on to the wave of critical cost effective growth initiatives.

Infosys' offerings in Oracle Sales Cloud are fixed scope and price offerings that empower clients to take on a more inclusive strategic role in today's world of business and economic uncertainties. Infosys is focused on delivering measurable business value to its clients through proven best-practices, approach and change levers to efficiently run small or large portion of their business.

Our cloud offerings can help your enterprise

- Simplify and streamline the business processes to take strategic decisions effectively
- Achieve low total cost of ownership (TCO) through minimal investments (OPEX vs. CAPEX)
- Get quicker implementations and time-to-market

Value Proposition

Costs, benefits and risks need to be balanced to maximize competitive advantage. Our experience in managing all aspects of Oracle Sales Cloud provides clients with strategic differentiation and operational superiority.

Our offerings ensure the following **benefits** to clients

- Optimized global business processes
- Support in decision making with use of embedded analytics
- Enhanced user experience
- Streamlined technical architecture
- Rapid data migration

Infosys Advantage

Our strategic Oracle practice focuses on empowerment of enterprise stakeholders, helping them to quickly adapt to dynamic economic and competitive environments.

PROVEN EXPERIENCE AND EXECUTION CAPABILITIES

- Provides end-to-end solutions encompassing consulting, technology and outsourcing
- Large pool of industry experts and product certified consultants
- One of the first in the world to achieve OPN Advanced Specialization on Oracle Sales Cloud
- Vast global transformation and change management experience

GLOBAL PARTNERSHIP WITH ORACLE

- Diamond partner of Oracle, the highest level of membership within the Oracle PartnerNetwork (OPN)
- Co - development partner on Oracle Sales Cloud
- Co-existence and customer specific demos available at Infosys Innovation Center in Redwood Shores
- Oracle partner in Oracle Sales Cloud enablement and Certification Development programs

SOLUTIONS, TOOLS AND METHODOLOGIES

- Plethora of time tested tools and methodologies for ensuring robust implementations, rapid rollouts, risk free upgrade and smooth support transition

Service Offerings

Infosys has a complete offerings portfolio for Sales Cloud across all industries spanning across various critical business cycles. Our service offerings follow rapid implementation approach spanning across 12 to 24 weeks for a standard out-of-the-box implementation to deliver tangible business outcomes, solve critical problems and help enterprises transform their businesses.

Optimized Global Business Processes

Infosys brings in best practices to ensure all processes are connected for better insight, decision-making and action and consistency across the organization.

Support Decision Making With Use of Analytics

Reduction in operational cost is achieved if key decision makers are empowered with business intelligence tools to optimize the investments; Infosys Rapid Start SaaS implementation methodology and project management tools ensure metric based approach is followed to provide a better basis for prioritization and implementation and measure success of the planned strategy.

Rapid Data Migration

Infosys has been jointly developing data migration toolkit with Oracle for PeopleSoft and EBS product families. We also have our own templates and mapping documents to migrate data from legacy applications into Oracle Sales Cloud.

Enhance User Experience

Infosys has established themselves as leaders in enabling companies experience in providing consulting on Web2.0 collaborative technology and mobile apps that greatly enhance workforce effectiveness.

Streamlined Technical Architecture

Infosys provides technical expertise to work with customers IT team to ensure consolidation of technical landscape and seamless connectivity with the Multi/Single tenant SaaS environment hosted by Oracle.

Effective Change Management

Infosys change management methodology and approach ensures deployment excellence. We focus on excellence in preparing the workforce for the deployment of new processes and systems to support the processes.

Services Offerings for

Oracle Sales Cloud

Option 1: Sales

- Opportunity Management
- Forecasting, Competitor and Reference Management
- Customer Center
- Territory Management
- Social Collaboration: Activity Streams, Discussion Forums, Wikis
- Compensation

Option 2: Incentive Compensation

- Incentive Planning & Collection
- Incentive Calculation
- Incentive Dispute Management

Option 3: Territory Management

- Territory Management
- Customer Center

Additional Offerings

- Mobile Sales, Sales Desktop, TAP
- Sales Campaigns, Quota Management
- Territory Management
- Quota Management

About Infosys

Infosys is a global leader in consulting, technology and outsourcing solutions. We enable clients, in more than 30 countries, to stay a step ahead of emerging business trends and outperform the competition. We help them transform and thrive in a changing world by co-creating breakthrough solutions that combine strategic insights and execution excellence.

Visit www.infosys.com to see how Infosys (NYSE: INFY), with US\$8.25 billion in annual revenues and 160,000+ employees, is Building Tomorrow's Enterprise® today.

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