

Accelerate your Sales processes with Infosys Sales cloud service offerings

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' Sales Cloud offerings are fixed in scope and price 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

- Lower TCO with near 100% offshoring using proven global delivery model
- Quick realization of business benefits with Rapid start offerings
- Increased Sales Productivity and Selling Time
- Increased Customer Satisfaction and conversion rates

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 Fusion HCM, CRM and Finance
- 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-existence and customer specific demos available at Infosys Innovation Center in Redwood Shores
- Oracle partner in Oracle Fusion Applications enablement and Certification Development programs

SOLUTIONS, TOOLS AND METHODOLOGIES

- Plethora of time tested tools, methodologies and pre-defined templates to collect data for configuration & data migration 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 provide services in the areas of consulting, implementation & rollouts, upgrade & migration and Support & Maintenance. 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 pain points and help enterprises transform their businesses.

Service Offerings	Unique Capabilities	Benefits
<ul style="list-style-type: none"> ● Package Evaluation & Assessment ● Implementation & Rollouts ● Upgrade & Migration ● Support and Maintenance 	<ul style="list-style-type: none"> ● Global Delivery Model for optimal deployment of offshore and onsite consultants to control costs, accelerate implementation, improve SLAs, accelerate turnaround time and productivity. ● Oracle Sales Cloud Product and Domain Expertise ● Being Oracle Diamond Partner, get quicker access to latest Oracle Sales Cloud releases, product documentation ● Effective use of reusable components and in-house Oracle Sales Cloud tools, methodologies and templates for faster implementation and smooth deployment, achieve effort efficiency and de-risked upgrades ● 100+ Certified Implementation specialists in Sales Cloud ● Dedicated support from Oracle Sales Cloud CoE 	<ul style="list-style-type: none"> ● High Success Rate ● Smoother upgrades ● Faster issue resolution ● Streamlined business processes ● Faster ROI

Infosys Provides The Rapid Start Services For Entire Breadth Of Oracle Sales Cloud in modular fashion and in combinations

Oracle Sales	Oracle Sales Performance	Oracle Incentive Compensation
 Customer Master  Leads and Opportunities  Forecasting & Analytics  Territory Management	 Territory Management  Quota & Incentive Compensation Management  Customer Master	 Quota & Incentive Compensation Management
Oracle Territory Management		Oracle Partner relationship Management
 Territory Management		 Partner Relationship Management
Provides fixed scope, fixed fee and fixed time implementation		

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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