

Oracle Sales Performance Management Cloud



KEY FEATURES

- Territory modeling with what-if analysis
- Top-down and bottom-up quota planning
- Sales performance dashboards with scorecards and leader boards
- Compensation plan automation for cash and non-cash incentives
- Mobile Commissions app
- Sales Coaching

KEY BENEFITS

- Increase sales rep productivity and effectiveness
- Align individual goals with overall sales strategy
- Reduce administration costs and errors
- Reduce on-boarding and ramp-up time for new sales reps
- Maximize revenue potential and improve sales quota attainment

Oracle Sales Performance Management (SPM Cloud) enables any company to be more flexible, accountable and responsive to improve sales effectiveness and achieve targeted revenue goals. With productivity and training tools for sales reps, on-boarding and ramp-up costs are significantly reduced. Oracle's advanced incentive compensation, quota and territory management tools offer process automation and advanced planning capabilities that help managers and operations staff efficiently align individual sales rep goals with the overall sales strategy.

Optimize Sales Coverage with Balanced Territories

SPM Cloud provides powerful territory management capabilities with multiple territory dimensions to define even the most complex sales organization. Territories can be used to represent the hierarchy of the sales organization, sales channel structure, business units within the sales organization, and areas of responsibility for each sales resource.

Using the territory management tools included in SPM Cloud, organizations can:

- Model different territory definitions without impacting active territories.
- Evaluate the effectiveness of territories using powerful what-if analysis capabilities.
- Easily determine if territories are equitable and balanced or if there are any gaps or overlaps in coverage.



Image 1: Analytics offer insights that sales managers can use to balance sales territories.

**ORACLE CUSTOMER EXPERIENCE:
SPM CLOUD**

- **Complete:** A comprehensive sales solution focused on driving performance and connecting business processes.
- **Innovative:** Deep customer insight with the flexibility to adapt and differentiate.
- **Proven:** Power global sales organizations and leverage recognized industry expertise for secure and scalable global operations.

RELATED PRODUCTS

- Oracle Sales Cloud
- Oracle CPQ Cloud
- Oracle Marketing Cloud
- Oracle Service Cloud
- Oracle Commerce Cloud
- Oracle Incentive Compensation
- Oracle Social Network Cloud
- Oracle Transactional Business Intelligence Enterprise for CRM Cloud Service

Align Individual Quotas and Goals to Sales Strategy

To successfully execute sales strategy, organizations need to provide sales reps with fair and equitable quotas and align company objectives with individual goals and performance criteria.

- Define any number of sales goals to align with top-down sales objectives. These sales goals can be based on revenue or units and broken out by customer and product line.
- Set individualized management objectives to drive desired behaviors and increase the performance of each individual in executing an overall sales strategy.
- Use advanced planning capabilities to calculate sales objectives based on current territory potential or past performance as opposed to “gut feel”.
- Track team performance against sales objectives using sales performance dashboards and reports.

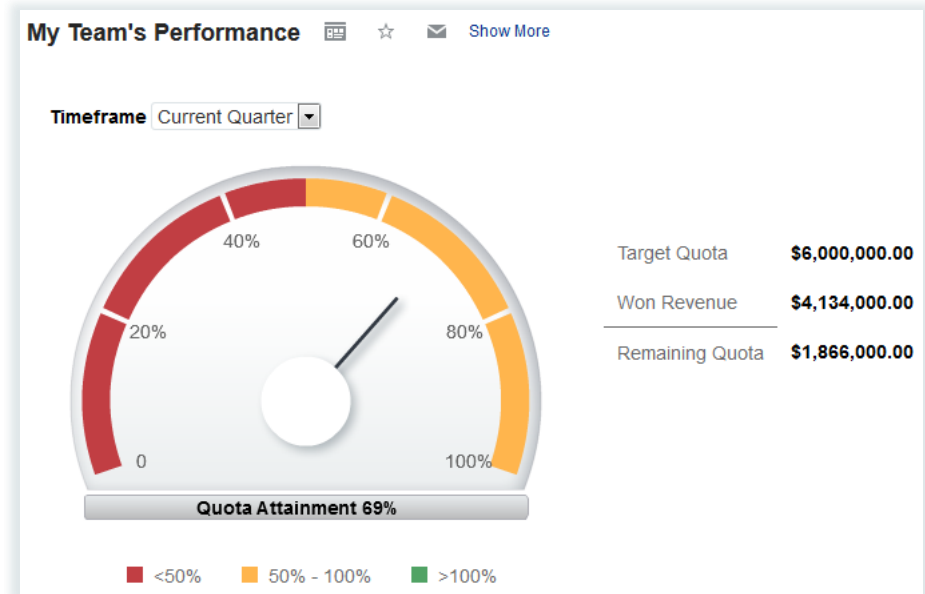


Image 2: Performance reports show current quota attainment.

Drive Sales Behavior with Incentive Compensation

Oracle incentive compensation offers a breadth of tools that help sales teams model compensation plans to improve sales and maintain a competitive advantage.

- Roll out new plan initiatives efficiently, reducing administrative costs.
- Communicate commission and bonus plans accurately and on-time.
- Give sales reps the ability to get a quick snapshot of commissions and bonus payments using a smartphone.
- Use compensation dashboards to show sales reps how they are performing individually and show sales managers their team's performance against their goals.
- Recognize top performers with non-cash incentives, leader boards, scorecards and gamification to further incentivize and reward desired behaviors.

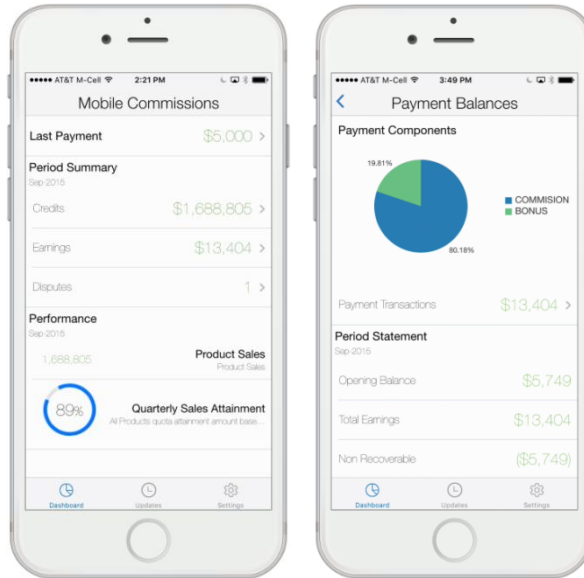


Image 3: The Mobile Commissions app shows earnings, credits and payment transactions.

Coach in Real-Time to Drive Better Sales Results

Ongoing coaching helps develop sales talent and improve individual, team, and organizational performance. With easy access to key performance indicators (KPIs) and coaching tools, sales managers can:

- Identify performance problems as they occur so they can take corrective actions.
- Initiate real-time coaching conversations in the context of a specific opportunity or sales activity using Oracle Social Network.
- Construct leader boards and scorecards to further recognize and reward sales performance.
- Identify top performers and their best practices then determine how to transition “B players” into top performers.

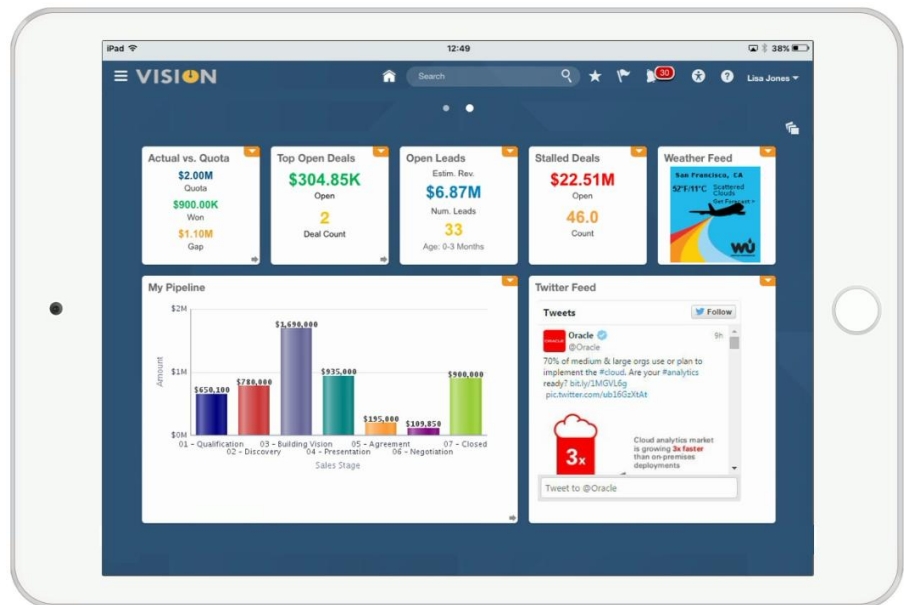


Image 4: Sales Productivity shows team activities, top/bottom performers and open deals.



CONTACT US

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