

SIEBEL SALES



KEY FEATURES

- Market-leading tools to help sales managers meet selling challenges
- Real-time insight into sales and employee performance
- Robust quoting, order management, and product configuration
- Forecasting and real-time insight into sales and employee performance
- Integration to Microsoft® applications
- Centralize customer information across Microsoft Outlook® and Siebel applications.
- Run real-time analyses of revenues, profit margins, and close dates
- Comprehensive matrix organization forecasting and sales team revenue allocation
- Predefined, configurable charts and reports
- Server-based synchronization engine for appointments, tasks and contacts

Designed to improve pipeline visibility, sales effectiveness and bottom-line results, Siebel Sales enables your organization to share information across teams. Equipped with built-in support for methodologies that drive revenue and increase sales velocity, the application manages creates quotes and proposals and configures products and services to customers' needs. Siebel Sales is integrated with the entire Siebel product family, including CRM (Customer Relationship Management) OnDemand—enabling phased deployments for constantly changing and growing companies.

Increase Sales Velocity And Alignment

Siebel Sales delivers market-leading tools to help your sales managers meet your selling challenges—improve pipeline visibility, sales effectiveness, and bottom-line results.

Sales environments are increasingly complex and demanding. Customers shift priorities. Market dynamics change ever more rapidly. Your sales professionals are expected to know more, and do more. Siebel Sales includes opportunity, lead, and territory management, robust quoting, order management, and product configuration, sales forecasting and integration to Microsoft® applications.

In addition, Siebel Sales comes equipped with built-in support for sales methodologies that drive revenue and increase sales velocity. Siebel Sales is fully integrated with the entire Siebel product family, including Siebel CRM OnDemand—enabling flexible, phased deployments for constantly changing and growing companies.

Sales Forecasting: Improve Your Revenue With Accurate Insight

Siebel Sales Forecasting that eliminates time-consuming manual processes, and ensures accuracy and consistency. It enables sales organizations of every size and complexity to monitor the health of their business in real time, meet sales goals and ultimately increase revenues and decrease costs.

The screenshot displays the Oracle CRM Sales Forecasting interface. The top section shows the 'Forecast Details' form for 'PCS Desktop Forecast with Details - 2005 - 07/29/2005'. The form includes fields for Forecast Date (7/29/2005), Owner (MSTERN), Forecast Revenue (\$1,771,867.21), Status (Active), Best Case (\$7,716,000.00), Worst Case (\$3,865,000.00), Expected Revenue (\$1,003,654.99), Cost (\$0.00), and Margin (\$1,571,867.21). Below the form is a table of forecast items with columns: Adjusted Date, Commit, Sales Rep, Account, Opportunity, Revenue, Link Type, Best Case, and Created By.

Adjusted Date	Commit	Sales Rep	Account	Opportunity	Revenue	Link Type	Best Case	Created By
7/1/2005	✓	TSMYTHE	The Dial Corporation	PCS Wireless Keyboard and Optical Mouse	\$106,250.00	Item	\$125,000.00	TSMYTHE
7/10/2005	✓	WTAKUDA	jobs.com	PCS 8400 - jobs.com	\$59,714,145	Item	\$0	WTAKUDA
7/15/2005	✓	TSMYTHE	Erickson Retirement	CompleteCare Accidental Damage Service	\$13,500.00	Item	\$0.00	TSMYTHE
7/20/2005	✓	KWILSON	Southwire	225x PCS 3000 Desktop Systems	\$548,000.00	Item	\$548,000.00	KWILSON
8/10/2005	✓	WTAKUDA	Puma Sports, Inc.	Kodak EasyShare LS743 - Puma Sports	€41,272.00	Item	€0	WTAKUDA
8/10/2005	✓	TSMYTHE	IBM Corporation	PCS 6700 Wi-Fi Network Printer - IBM	\$28,000.00	Item	\$6,530,000.00	TSMYTHE
9/20/2005	✓	WTAKUDA	GoTek Company	50x 128MB USB Memory Key and Fleppy I	\$90,000.00	Item	\$90,000.00	WTAKUDA
9/27/2005	✓	KWILSON	Cox Business Servi	PCS A425 Speakers w/Subwoofer-2	\$175,000.00	Item	\$175,000.00	KWILSON
9/27/2005	✓	TSMYTHE	Cox Business Servi	PCS A425 Speakers w/Subwoofer	\$200,000.00	Item	\$200,000.00	TSMYTHE
9/30/2005	✓	TSMYTHE	Puma Sports, Inc.	Canon PowerShot S500 Digital Camera - F	\$39,900.00	Item	\$50,000.00	TSMYTHE

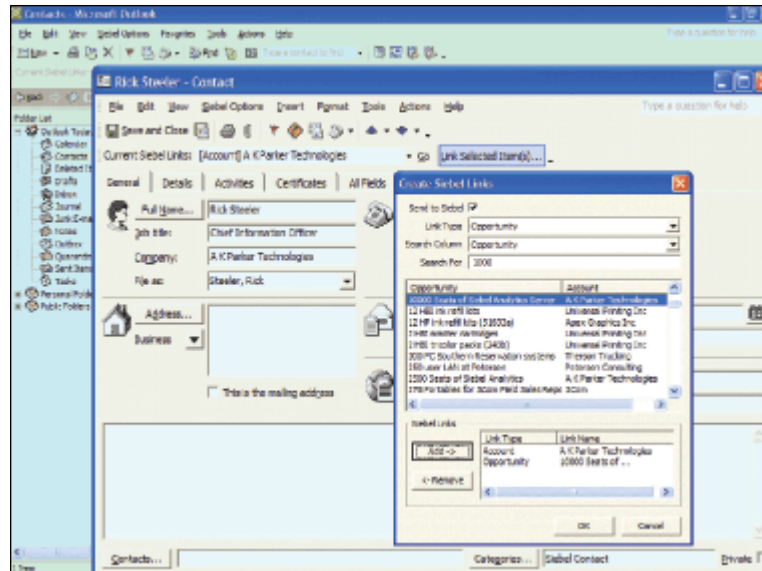
Sales teams can proactively address sales trends, shortfalls, and opportunities.

With this application, sales teams can proactively address sales trends, shortfalls, and opportunities for increased revenues. Using predefined, configurable charts and reports, Sales Forecasting enables sales managers and teams to:

- Manage revenues by account, opportunity, product line, project, partner, division, organization, or employee
- Conduct comprehensive matrix organization forecasting and sales team revenue allocation
- Run real-time analyses of revenues, profit margins, and close dates
- Manage recurring revenues, multiple currencies, and robust currency conversion

Siebel Server Sync For Microsoft® Exchange Server: Increase Productivity With Seamless Microsoft Integration

Organizations today face the challenge of end user adoption of CRM systems. Managers require data from the field to analyze and make informed decisions. Employees require tools that everyone can use and understand.



This enables employees to easily centralize customer information across Outlook.

Centralize Your Customer Information Across Outlook And Siebel Applications

Siebel Server Sync for Microsoft Exchange Server® enables employees to easily centralize customer information across Microsoft Outlook® and Siebel applications. Whether end users are working with a task list, scheduling a meeting, or recording a new business contact, Siebel's integration with Microsoft Outlook and Exchange provides your users with the flexibility to quickly and easily gain real-time insight into customer interactions.

This tool turns the creation of appointments, tasks, and contacts in Microsoft desktop applications into a value-added activity that benefits all employees and drives user adoption and collaboration.

Key Features

- Server-based synchronization engine that runs in the background to synchronize calendar appointments, contacts, employees, and tasks between Siebel applications and Microsoft Exchange
- Microsoft Outlook plug-in that allows users to link Microsoft Outlook contacts, tasks, and appointments to opportunities and service requests in Siebel applications
- Ability embed to the Microsoft Outlook calendar within Siebel applications.

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