

ORACLE BUSINESS APPROVALS FOR SALES MANAGERS

KEY BENEFITS

IMPROVE SALES EXECUTIVE PERFORMANCE

- Role-based and task-focused application that delivers sales quote approval tasks to the right sales executives for timely decision-making
- Convenient means to provide additional comments with approval decisions

SEAMLESS INTEGRATION & RELEVANT BUSINESS INTELLIGENCE

- Scalable, seamless, and flexible integration with Oracle Siebel and business intelligence applications through Oracle SOA Suite technologies
- Related business intelligence insight to support decision-making process through Oracle Business Intelligence Suite Enterprise Edition Plus
- Contextual information passing from sales quote approvals to business intelligence reports

SUPERIOR USER EXPERIENCE

- Intuitive user interface fully leveraging Apple iPhone mobile platform
- Flexible browsing and sorting of sales quote approval items
- Cell-level drills in reports for additional guided analysis

ROBUST SECURITY

- User authentication through Oracle Identity Management to ensure robust security
- Support of SSL encryption protocol

With Oracle Business Approvals for Sales Managers, sales executives are provided access on-the-go to important sales quotes requiring approval, thus improving overall effectiveness of the sales team while driving greater bottom-line performance.

Role-Based and Task-Focused Mobile Approval Solution

Competition in today's business climate is ever more intense. Organizations require more effective execution from their sales process in order to drive higher revenues. Sales executives need to work more efficiently while they are on the road and between meetings with clients. They require better and more innovative mobile solutions that can help them gain not only broader but more insightful enterprise information.

Oracle Business Approvals for Sales Managers is designed to help sales executives increase their productivity and improve bottom line performance by providing access on the Apple iPhone to important sales quotes that require pending actions. Sales executives can choose from several sorting options to review pending and closed sales quotes. They can perform approval decisions easily and securely with the ease of a few taps on the iPhone. They can also provide additional comments along with approvals or rejections. These features are designed with the goal of making the approval task quick, easy and secure to enhance the productivity of sales executives while they are on-the-go.

Scalable and Seamless Integration

Oracle Business Approvals for Sales Managers is tightly integrated with Oracle Siebel applications through the deployment of flexible and powerful Oracle SOA Suite technologies in a companion product called Oracle Business Approvals Connector for Sales Managers. Oracle SOA Suite supports highly scalable integrations between applications. Additionally, it provides a rich set of features to manage data volume efficiently.

Oracle Business Approvals for Sales Managers supports Siebel's flexible sales quote approval process that is designed to fit a number of different approval flows which are easily configurable through Siebel's workflow approvals system and data validation rules. For example, the level of approval authority required can be automatically determined based on sales quote discount levels. Also, sales quote approvals can be triggered immediately against restricted products. This flexible workflow system routes the appropriate sales quotes to the right sales executives for approval at real-time. Even while on the road, Sales Executives can review the quotes and take immediate actions via Oracle Business Approvals for Sales

Managers to approve or reject the pending approvals. This seamless and powerful integration greatly enhances the overall effectiveness of the sales team.

Relevant Business Intelligence

To make the right approval decisions, sales executives may need insights to information that is relevant to the pending sales quotes. Oracle Business Approvals for Sales Managers leverages the design from the recently launched Oracle Business Indicators iPhone product as the foundation for an innovative approach to provide analytical reports with data that is in context with the pending sales quote. For example, a sales executive can review current sales quota levels so that he or she can make a timely approval decision to help his/her sales team reach quarterly targets. Similarly, the sales executive can analyze average sales discount by employee to determine if discount on the pending sales quote is inline with average. The analytical reports are provided either as pre-defined content from the suite of Oracle Business Intelligence Applications, or as custom-built reports with Oracle Business Intelligence Enterprise Edition Plus tools platform.

The additional business intelligence insight provides enterprise information to sales executives right at their fingertips, and helps to ensure that the right decisions are being made.



Figure1. Oracle Business Approvals for Sales Managers application

Superior User Experience

Oracle Business Approvals for Sales Managers is built as a native application on the Apple iPhone to take full advantage of the mobile platform. It has a highly intuitive user interface to enable easy browsing and sorting of sales quote approval items.

Additionally, it offers a convenient means to provide comments to requesters in the approval and rejection process.

Charts and tables in the business intelligence reports are displayed with superb clarity on the iPhone's high resolution screen. Sales executives can easily zoom in and out of report details using the mobile platform's multi-touch (or "pinch") technology. Report-level filters can help to refine the granularity of data that is displayed. Furthermore, cell-level drills up or down along dimensional hierarchies can enable viewing of summary analysis to increasing levels of detail, or launch other related reports to perform previously defined guided-analysis.

This superior overall end user experience enhances the ease with which sales executives can execute approval decisions conveniently on the iPhone.

Robust Security

Oracle Business Approvals for Sales Managers leverages the Identity Management facility within Oracle SOA Suite to authenticate user security. Therefore, access to approval tasks as well as related business intelligence reports is secure, consistent and relevant to the job functions of individuals throughout the seamless integration.

Oracle Business Approvals for Sales Managers also supports Secure Sockets Layer (SSL) protocol. This robust encryption technology assures that the user can view any number of approval tasks and analytic reports securely through the trusted SSL connection.

Licensing and Availability

Oracle Business Approvals for Sales Managers requires the licensing of a server product called Oracle Business Approvals Connector for Sales Managers to provide secure and robust integration with Oracle enterprise applications. Oracle Business Approvals Connector for Sales Managers can be licensed directly from Oracle.

The English version of Oracle Business Approvals for Sales Managers iPhone client application can be downloaded for free from the following iTunes App Stores: Australia, Austria, Belgium, Canada, Denmark, Finland, Greece, Ireland, Luxembourg, New Zealand, Norway, Portugal, Sweden, United Kingdom and United States.

Contact Us

For more information about Oracle Business Approvals for Sales Managers, please visit oracle.com or call +1.800.ORACLE1 to speak to an Oracle representative.

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