



## FIXED SCOPE OFFERING FOR RAPID IMPLEMENTATION OF ORACLE SALES CLOUD

### Oracle Sales Cloud Fixed Scope Offering

- Standard Sales practices embedded
- Proven fast track methodology
- Fast setup, configuration, testing and deployment of multiple CRM modules.
- Clearly defined application scope
- Proven approach, deliverables, roles, responsibilities.
- Fully provisioned and working environment to jumpstart the project

### Key Benefits

- Leading Sales business practices deployed through Oracle Sales Cloud
- Rapid implementation
- Lower cost
- Faster ROI
- Low risk

### Felix Differentiators

- Domain Expertise in Sales & Marketing domain
- Dedicated and Specialized team of Oracle Sales Cloud consultants
- Proven methodology and tools for fast track deployment of cloud solution
- Business consulting focus
- Strong References

### Oracle Sales Cloud – A Leading Edge Cloud solution from Oracle

Oracle Sales Cloud goes beyond traditional Sales tasks with strategies that balance people, process and technology to improve workforce efficiency, effectiveness, and productivity. Built from the ground-up, the role-based self-service capabilities give users relevant, secure content to information they need, where they need it. Interactive charts, collaborative tools, embedded analytics, and comprehensive Sales pipeline views are natively delivered out-of-the-box to enable quick user adoption.

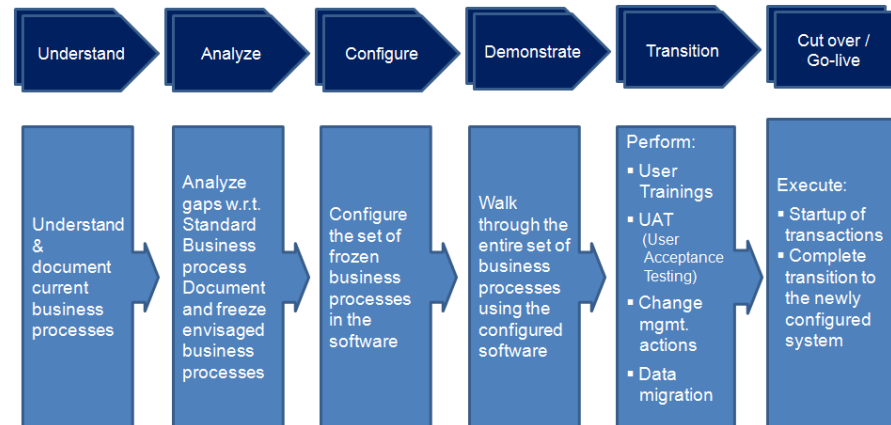
The Fixed Scope Offering from Filix Consulting is specifically designed to provide a Fast Track implementation of Oracle Sales Cloud on cloud with **minimum-risk** and **maximum-ROI** that you expect from Oracle Sales Cloud Deployment.

### Oracle Sales Cloud Fixed Scope – Core Functions

- Core Sales Force Automation (SFA)
- Territory Management
- Quota Management
- Customer Data Management
- Oracle Sales Cloud for Outlook
- Oracle Sales Cloud Mobile App
- Oracle Sales Cloud Call Report App
- Sales Analytics
- Incentive Compensation
- Sales Catalogue
- Sales Predictor
- Partner Relationship Management

### Implementation Approach and Methodology

Our fixed scope offering is based on Filix’s proven cloud deployment method for fast track deployment of CRM leading practices embedded in Oracle Sales Cloud applications.



**Note:**

We will be happy to provide a comprehensive list of references of our excellent track record.

**In Scope**

Item	Remarks
Project office	Project would be executed centrally from the designated Project office
Enterprise structure	Configuration for a maximum of One Legal Entity and two Business Units would be part of the standard offering. (Additional ones would be done on chargeable basis)
Country	Configuration for one country would be part of the standard offering (Additional ones would be done on chargeable basis)
Language	English (Additional languages would be done on chargeable basis)
Process	Business Process Review would be done to identify gaps with standard business practice. (Client Project Management would have to decide on the Customizations required)
Oracle product implementation	Deployment of Oracle Products as per the selected Deployment Option (Option 1 / 2 / 3)
Data migration	Data migration in "As-Is Where-Is" basis provided on Filix provided data templates
Reports	Configuration of up to 10 reports would be within the scope of the standard offering. Additional reports would be on chargeable basis
User Training	User trainings on the applicable Oracle Products would be imparted to the Client Project Core team members only, based on Train-The-Trainer concept

**Deployment options**

Oracle Sales Cloud Product	Implementation package / Deployment option		
	Option 1	Option 2	Option 3
Core Sales Force Automation	■	■	■
Territory Management	■	■	■
Quota Management	■	■	■
Customer Data Management	■	■	■
Oracle Sales Cloud for Outlook	■	■	■
Oracle Sales Cloud for Mobile App	■	■	■
Oracle Sales Cloud Call Report App	■	■	■
Sales Analytics	■	■	■
Oracle Social Network		■	■
Sales Catalogue			■
Sales Predictor			■
Incentive Compensation			■
Partner Relationship Management			■
Project timeline	8 Weeks	10 Weeks	12 Weeks

**How Are We Different**

Filix Consulting has a rich experience in the deployment & maintenance of Oracle products in the Sales & Marketing domain, both on premise and on cloud. We have been using the fast-track deployment methods for a long time. With our strong background in Sales & Marketing Management, Fast Track Deployment and Skilled project team we bring a unique value proposition to our clients intending deployment of Oracle Sales Cloud on cloud. Depending on the Client requirement, the deployment journey may be customized to start from designing the Sales & Marketing business processes for the company based on leading and proven business processes in this domain. In such case, the deployment and user adoption could be timed as per the client needs.

**Next Step**

To start your journey towards realizing your modern day Sales & Marketing vision, please write to us at [connect@filixconsulting.com](mailto:connect@filixconsulting.com).

For more details, please visit: <http://www.filixconsulting.com/Downloads.aspx>