

# ORACLE MOBILE SALES FORECAST



## KEY FEATURES

- Intuitive, task-focused user interface designed for mobile devices
- View opportunity pipeline
- Filter opportunities by key dimensions
- Compare expected revenue to quota
- Access data, even while offline using automatic data caching
- Perform 'what if' analysis
- Real-time access to key CRM data
- Support for iPhone™ mobile digital device from Apple

*Optimized for mobile professionals, Oracle Mobile Sales Forecast is a simple, highly intuitive application designed to provide daily visibility into the opportunity pipeline, helping sales representatives focus on closing deals while on the road. Designed specifically for mobile devices, innovative features give sales users access to the relevant CRM information they need to work more effectively in fewer clicks.*

## Increase Sales Focus

Sales representatives need to quickly access information while on the road. Oracle Mobile Sales Forecast features an intuitive, highly efficient user interface for viewing the opportunity pipeline. Users receive immediate feedback with the ability to compare expected revenue to quota. The intuitive, one-click interface helps sales representatives focus on the size and accuracy of their pipeline. This increased focus on opportunities in CRM helps sales managers with more accurate forecasts and reporting.

Additional Oracle Mobile Sales Forecast features include the ability to filter opportunities by close date, revenue, and owner; integration with Oracle CRM On Demand; and offline data access.



**With Oracle Mobile Sales Forecast, mobile users can easily view the opportunity pipeline.**

## Perform 'What If' Analysis

Sales representatives operate in a dynamic and changing environment. Oracle Mobile Sales Forecast helps users quickly assess the impact of adding or removing opportunities from the pipeline. By comparing expected revenue to quota, sales representatives can focus their attention on the key deals needed to meet their objectives.

**KEY BENEFITS AND RELATED PRODUCTS**

## KEY BENEFITS:

- Increase mobile user productivity and effectiveness
- Increase sales focus
- Maximize customer insight
- Leverage existing CRM investment

## DELIVERED AS A SERVICE

- No synchronization required
- No administrative overhead
- No setup fees
- Low, predictable costs
- Easy to deploy and manage

## RELATED PRODUCTS:

Oracle CRM On Demand  
Oracle Mobile Sales Assistant

**Improve User Adoption With An Easy-to-Use Solution**

Sales representatives will only add value to your CRM solution if an application is easy to use and actually helps them get their job done. Oracle Mobile Sales Forecast focuses on key opportunity information and conforms to mobile work styles. Rather than clicking and scrolling through lists of data from views inherited from a desktop application meant for viewing on a much larger screen, Oracle Mobile Sales Forecast's rich yet simple interface makes it possible for a salesperson to easily find relevant information at a glance.

**Bottom Line**

Mobile solutions are an important part of a comprehensive business strategy. Oracle Mobile Sales Forecast provides immediate access to critical information – anytime, anywhere – removing barriers to productivity and generating user enthusiasm, resulting in better customer insight to improve customer satisfaction, reduce costs, and increase sales.

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