Oracle CPQ Cloud
and Salesforce.com
Integration

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Oracle CPQ Cloud provides on-demand configuration, pricing, and quoting capabilities that can easily integrate with Salesforce's customer relationship management (CRM) solution. With Oracle CPQ Cloud, you can streamline the entire opportunity-to-quote-to-order process within your familiar Salesforce CRM interface, and seamlessly integrate with all major enterprise resource planning (ERP) systems.

Oracle CPQ Cloud is rated a leader in The Forrester Wave: Configure - Price - Quote Solutions, Q1 2017

Seamlessly Push & Pull Data

The seamless integration between Oracle CPQ Cloud and Salesforce enables you to push and pull data between them with ease. This includes:

- Quotes totals
- Product line items
- Opportunity value

- Contact and Contract data
- Quote number
- Subscription and renewal information

> " Oracle CPQ Cloud has streamlined our process tremendously through easy integration with Salesforce.com. Our quotation interval has dropped, and our quote volume has increased.
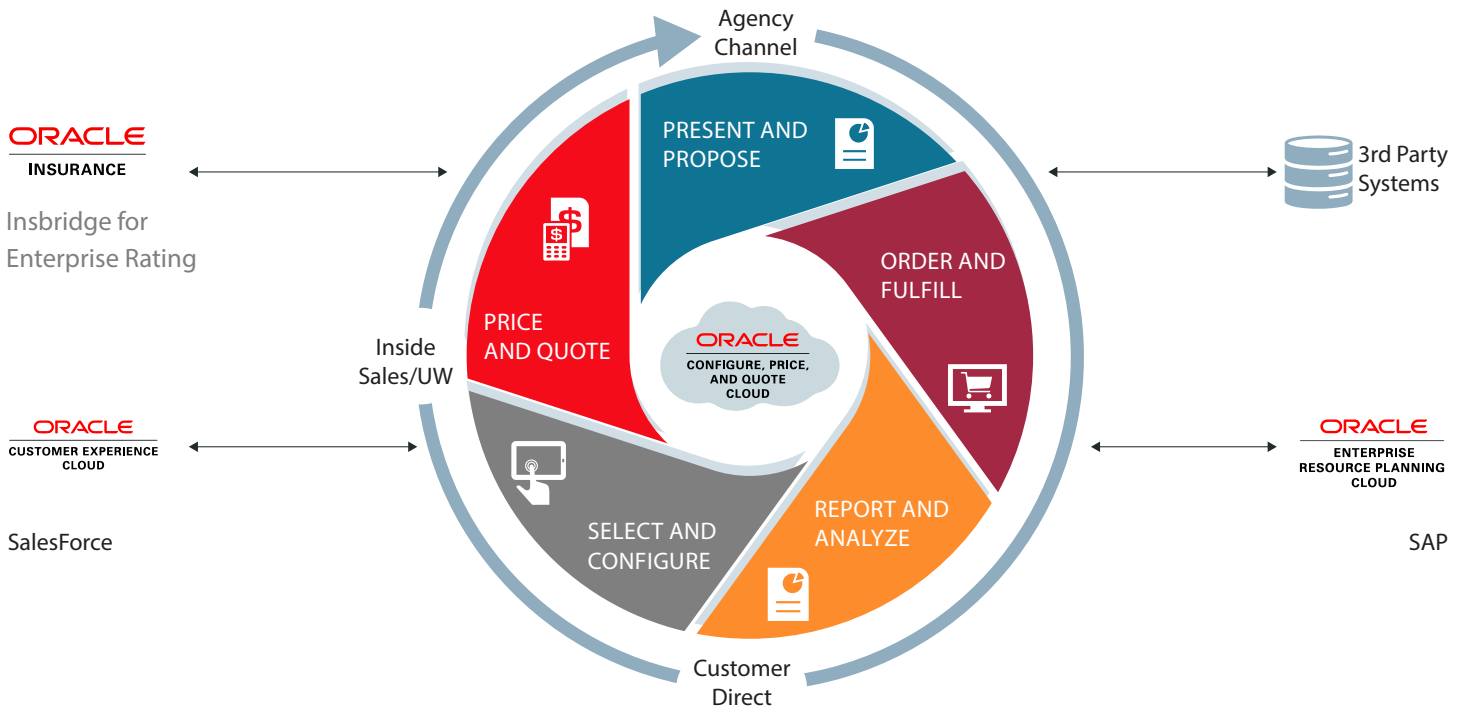
Technology Services Manager
GE Critical Power

> " Integration between Oracle CPQ Cloud and Salesforce.com is really tight and robust. It allows our sales team to access all tools and sell more.

Vice President of Sales and Analytics
Enterasys Networks

ORACLE
INSURANCE

Insbridge for
Enterprise Rating

ORACLE
CUSTOMER EXPERIENCE
CLOUD

SalesForce

Agency
Channel

PRESENT AND
PROPOSE

ORDER AND
FULFILL

ORACLE
**CONFIGURE, PRICE,
AND QUOTE
CLOUD**

PRICE
AND QUOTE

Inside
Sales/UW

SELECT AND
CONFIGURE

REPORT AND
ANALYZE

Customer
Direct

3rd Party
Systems

ORACLE
**ENTERPRISE
RESOURCE PLANNING
CLOUD**

SAP

Other CRM Solutions

ORACLE
SALES CLOUD

ORACLE
ON DEMAND

MicroSoft
Dynamics CRM

Other ERP Solutions

ORACLE
E-BUSINESS SUITE

ORACLE
JD EDWARDS

ORACLE
PEOPLESOFT

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Run Oracle CPQ Cloud in Your Salesforce Environment

By placing the necessary Oracle CPQ Cloud integration components in your instance of Salesforce, you can enable the CPQ solution to run in a metaframe in your familiar Salesforce user interface. The Oracle CPQ Cloud quote link and data will appear in your Salesforce Opportunities to ensure that the integration and experience will be seamless for users.

Higher Margin Selling

Close bigger deals, improve your margin

- Pick the right product through guided selling

- Drive bigger deals with up-sell and cross-sell recommendations

- Launch promotions and pricing updates to drive behavior

- Analyze profit of complex deals with different revenues and terms
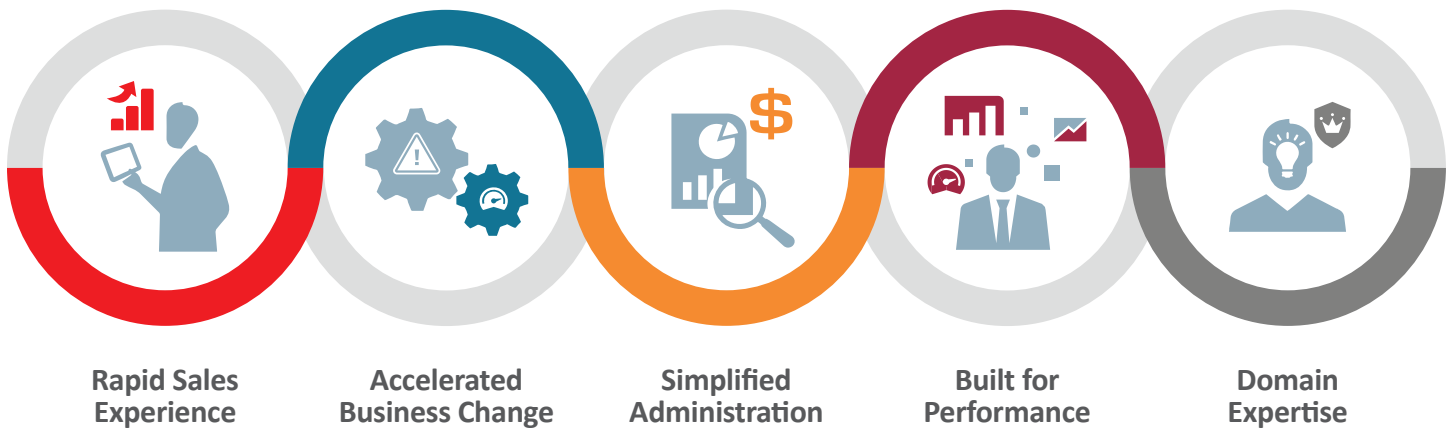
Modern Quote-to-Cash

Oracle CPQ Cloud supports the needs of today's sales environment with modern features to:

- Drive 100% quote accuracy with the leading configurator engine

- Ensure compliance to price and discounting policies with role-based rules

- Present premium branding to customers with automated proposal / contract generator

- Improve forecasts with earlier visibility to channel quoting

- Streamline and simplify processes through pre-built CRM and ERP integrations

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Upgrade Your Salesforce Environment with Oracle CPQ Cloud

Rapid Sales Experience	Accelerated Business Change	Simplified Administration	Built for Performance	Domain Expertise

Rapid Sales Experience

- Analyse, Optimize, and Manipulate pricing models with business ease
- Configure layers of workflow that are designed for CPQ usage

Built for Performance

- Infrastructure without limits to future-proof your business
- Application that was, and continues to be, purpose built for CPQ

Accelerated Business Change

- Integration with SFDC that is *equivalent* to a native Force.com solution
- Shortern quoting, ordering and business cycles
- Business user configurability vs customization

Domain Expertise

- 80% of CPQ Cloud customers are SFDC customers
- 16+ years of development investment to productize, not customize, administration

Simplified Administration

- Configure deals, pricing and products without limits
- Depth of guided selling for true solution based selling
- Automate renewal complexities, and create cross-sell experiences

ORACLE®

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Integrated Cloud Applications & Platform Services

Oracle is committed to developing practices and products that help protect the environment

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