

REAL TIME COLLABORATION: SOLUTION FOR YOUR SALES ORGANIZATION

SOLUTIONS FOR YOUR SALES ORGANIZATION

Oracle RTC can help your sales organization improve productivity through online and real-time

- Product Demonstrations
- Customer Meetings
- Sales Events, Seminars
- Sales Conferences
- Partner Meetings
- Partner Events, Seminars

Are you concerned about reaching more prospect faster, accelerating your sales process, reducing your cost of sales, staying ahead of the competition and improving customer satisfaction?

Oracle Real Time Collaboration (RTC) provides you with a Web conferencing solution for your marketing organization that can help you realize new levels of sales productivity impacting your bottom-line and your top-line.

Oracle Web Conferencing is a secure, integrated real-time collaboration platform designed to meet all the collaboration needs of your sales organization. It improves the overall productivity by enabling you to reach out to your prospects and customers in real time from any location. Oracle understands that collaboration always takes place in a business context. Therefore, unlike other providers, Oracle provides a platform that integrates with your established business applications and processes to enable true business collaboration for your organization.

Benefits to your Sales Organization

Increase Reach. Reduce Cost of Sales.

In sales the more chances you get to effectively engage with your prospects and customers, the better are your chances of closing that sale. With Oracle Web Conferencing not only can you reach more prospects and customers all over the world and instantly engage with them, like giving a corporate presentation, demonstrate your application, conduct web tours, without even leaving your office.

Increase Sales Productivity. Accelerate Your Sales Cycle.

With Oracle Web Conferencing, you can drive productivity in your sales organization by being able to collaborate with customers and prospects on a more frequent basis without the hassles associated with travel. Accelerate your sales process by meeting and presenting to the decision makers online with fewer scheduling challenges and getting the experts from your side involved instantly even if they are located remotely.

Increase Customer Satisfaction. Stay Ahead of Your Competition.

With Oracle Web Conferencing, you can respond to leads faster and when they are hot. Build and maintain strong customer relationships by conducting frequent online meetings and responding faster to their requests.

Above all, Oracle Web Conferencing can be integrated into your existing sales applications, like Sales Force Automation (SFA) Application, Customer Relationship Management (CRM) Application – so that you don't have to change your systems in order to start realizing the above benefits.

SUPPORTS ALL REAL TIME COLLABORATION NEEDS IN YOUR MARKETING ORGANIZATION.



Seminar. This is a medium in which one or more presenters make presentations to a large number of people. These sessions mainly has one-way interactivity, with limited interaction between participants. Examples: Sales Seminars, All Hand Meetings, etc.



Interactive. This is a medium in which a small number of people meet to discuss and work collaboratively on a task that they need to accomplish. These sessions tend to have a very high level of rich interactivity.



Live Help. This is a medium in which two people collaborate in order to solve a problem that is being encountered by one person. Example – working with a customer to solve a particular problem.

REAL TIME COLLABORATION FOR YOUR SALES ORGANIZATION

The Oracle Real-Time Collaboration platform provides you a web conferencing solution for your sales organization that can help you realize new levels of levels of sales productivity impacting your top-line as well as your bottom-line.. Benefits to your sales organization include:

- Increase Reach. Reduce Cost of Sales
- Increase Sales Productivity. Reduce your Sales Cycle.
- Increase Customer Satisfaction. Stay Ahead of your Competition.

RELATED PRODUCTS AND SERVICES:

Oracle Web Conferencing is a part of the Oracle Collaboration Suite, an integrated set of applications that are engineered to work together. Other collaboration suite components are:

- Oracle Mail
- Oracle Calendar
- Oracle Files
- Oracle Mobile
- Oracle Ultra Search

Feature	Benefit
Scheduled Conferences	Schedule conferences with customers and prospects anywhere, anytime.
Instant Conferences	Start a conference instantly with just one click and collaborate with your customer or prospect in an ad-hoc manner.
Materials Repository	Be prepared all the time by preloading your frequently used presentations and Microsoft Office documents into the materials repository.
Document Presentation	Give presentations from anywhere by showing any Microsoft Office documents from your personal Oracle Web Conferencing materials repository.
Whiteboard	Draw and explain to your customers and prospects with a set of rich markup and drawing tools.
Application Sharing	Demonstrate and share your application from your desktop computer with anyone. Optionally share the control of your application with your customer and prospect.
Desktop Sharing	Show and share your entire desktop with your customer and prospect. Optionally enable them to control your entire desktop.
Co browse	Browse through various Web pages together with your customers and prospects. For example, you can use this to give your customers and prospects a feel of your ecommerce Web site or your Web application
Polling	Get instant feedback from your audience by conducting ad-hoc or pre-defined polls. View polling results and publish the results to all the participants in real-time.
Chat	Chat with your customers and prospects online and real time
Multiple Presenters	Grant presenter privileges to your customer or prospect so that they can demonstrate their need.
Recording & Playback	Record every aspect of the meeting with synchronized audio and data for on-demand playback of the conference.
Archives	View and optionally publish your meeting/conference materials and chat transcripts upon completion of the meeting to your customers and prospects.
Entry and Exit Survey	Receive instant feedback by sending your customers and prospects to a customized survey page at the start and end of your conferences
Integration Services	Integrate Oracle RTC into your SFA and CRM applications using web services.

Sales organizations all over the world are already realizing the benefits and gaining competitive advantage with Oracle RTC. Shouldn't you look to do the same?

Why wait? Call 1-877-866-2500 TODAY! And find out how Oracle RTC can improve the productivity of your sales organization.