

JD EDWARDS ENTERPRISEONE MOBILE SALES



*Improve productivity
of your mobile sales
force.*

*Increase close rates
with anytime,
anywhere order entry.*

*Synchronize sales data
quickly for improved
response.*

The Issue: Offsite Sales Force Access to the Information They Need

Your sales professionals have different needs depending on their responsibilities and their access capabilities. While some salespeople work from an office on the corporate network, the majority access sales and customer information from their laptops at offsite locations. In order to provide knowledgeable sales advice to prospects, as well as answers to customer service questions, your mobile sales force must have fast, reliable access to the same information they have while working in the office.

The Solution: Mobile Selling

With its streamlined and easy-to-use browser-based interface, Oracle's JD Edwards EnterpriseOne Mobile Sales provides an efficient tool for your sales team on the go. They can easily access corporate resources—anywhere, anytime—from their laptops for such information as contacts, customers, leads, opportunities, forecasts, order entry, product configurations, and tasks.

Salespeople who are online can use Mobile Sales directly through their web browser. They are able to access the full, rich functionality of the application without relying on downloads, plug-ins, or other code installed on their computers. The JD Edwards EnterpriseOne zero-footprint web access dramatically lowers implementation and maintenance costs because your IT department has no software to maintain on employee desktops.

When salespeople require untethered operation, JD Edwards EnterpriseOne Mobile Sales empowers them through the same common browser interface as in connected mode. It can be used by local or remote users, allowing you to extend enterprise information to all your sales channels, even partners. Mobile users can synchronize when they are online, ensuring that they have the latest data, and that the data they have updated while in the field gets propagated throughout the organization.

Seize Sales Opportunities Anytime, from Anywhere

Mobile Sales bridges the critical gap between mobile salespeople and the corporate office by capturing all relevant prospect, customer, and product intelligence. Whether visiting a customer site, waiting for a connection at the airport, or traveling to the next appointment, Mobile Sales users are only a click away from the data they need to conduct business efficiently. By providing disconnected access to required information and easy synchronization when connected, your mobile sales force is able to maximize their effectiveness with prospects and their responsiveness to existing customer needs.

Salespeople can immediately enter and configure orders at the customer site. When they dial into the network, synchronization automatically triggers other processes like order promising, inventory allocation, warehouse picking/packing list printing, and outbound logistics planning. Your sales force can retrieve the latest product

information, promise delivery dates, and promotion pricing directly onto their mobile devices to respond quickly to customer order inquiries.

Synchronize Your Data—Quickly and Easily

With Mobile Sales, synchronization between laptops and your corporate databases occurs only when necessary and convenient. Our intelligent synchronization technology updates only the information that's relevant to your remote sales agents, and, for faster synchronization, it sends and receives only the data that has changed.

When two users attempt to update the same record with conflicting data, Mobile Sales detects the difference and resolves it by using the organization's predefined business rules. This control eliminates errors, decreases duplicate records, and maintains data accuracy—all of which encourages confidence in the technology.

Salespeople are quick to adopt solutions that help them close sales faster. They are just as quick to give up on technology that promises more than it delivers. With Oracle's JD Edwards EnterpriseOne Mobile Sales they have what they need to save time and improve sales effectiveness.

Feature/Function Highlights

- Account and Contact Management
- Lead Management
- Opportunity Management
- Activity Management
- Product Configuration
- Product Catalog
- Forecasting
- Activity Management
- Sales Order/Quote Management

Solution Integration

- Sales Force Automation
- Configurator
- Order Promising
- Sales Order Management
- Service Management
- Multichannel Interaction Manager

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