

# Oracle Sales Analytics for Salesforce.com



## ORACLE® Salesforce.com Adapter for Oracle Sales Analytics

### THE KPI ADVANTAGE

KPI Partners is 100% focused on Oracle Business Intelligence.

KPI Partners leverages years of experience with analytics deployment methodologies and frameworks to deliver measurable results that enhance business performance and help resolve critical information challenges.

Armed with expertise in Business Analytics from a wide variety of industries, KPI Partners provides technical solutions that are reliable, flexible, scalable, and affordable.

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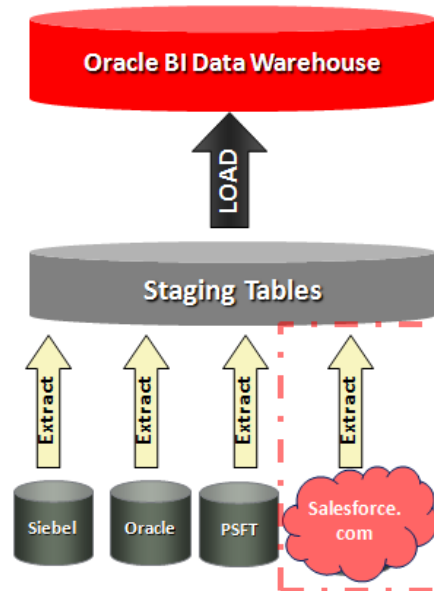
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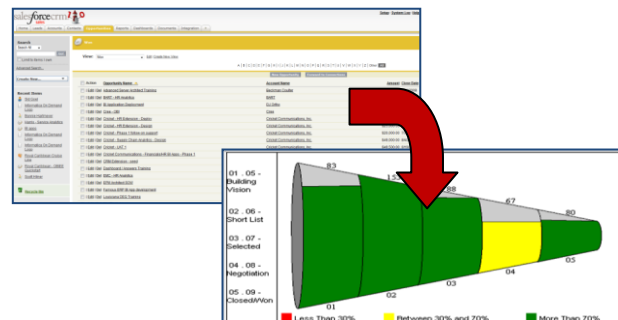
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### The Salesforce.com Adapter Extends Oracle's BI Apps:

- Pre-built integration between Salesforce.com and Oracle Sales Analytics. KPI Partners has developed a Salesforce.com-specific Universal Adapter!
- Pre-built enhancements to the Oracle Sales Analytics data model and data transformation logic of to support Salesforce.com CRM.
- Pre-built enhancements to the Oracle Business Intelligence Application metadata and reporting logic to support Salesforce.com
- Because the adapter and data model enhancements are extensions to the Oracle BI Application data warehouse, you benefit by gaining the ability to analyze your sales data from Salesforce.com with ERP data via conforming (common) business dimensions!



- Leverage your investments in Salesforce.com! You will now be able to analyze your Opportunities, Sales Pipeline, Contact and Account information stored in Salesforce.com, utilizing Oracle's prebuilt Sales Analytics Application.
- All key Salesforce.com information is exposed via the Sales Analytics subject areas.
- Benefit by analyzing your Opportunity-to-Cash process flow between Salesforce.com and your Oracle E-Business Suite and PeopleSoft ERP.
- Customers that utilize both Siebel CRM and Salesforce.com can now analyze their sales process from a single Analytics Application!

### Benefit from KPI partners' Expertise in Sales Analytics and Salesforce.com

The company founders have deep roots in packaged BI Application architecture at Oracle and were instrumental in driving the architecture of the packaged BI Applications that Oracle sells today!

KPI deployments include award-winning Sales Analytics deployments. KPI was instrumental in PNC Bank's Oracle Excellence Award at Oracle Open World 2008.

KPI Partners has extensive experience with CRM processes and applications for both Salesforce.com and Siebel CRM. Many of our consultants were original engineers of the Siebel and Salesforce.com CRM Applications you enjoy today!