

ZenSār



Improved sales and reporting with Oracle Sales Cloud

CASE STUDY



Improved sales and reporting with Oracle Sales Cloud

Client is involved in engineering products and services catering to the infrastructure segments of the economy such as power, telecommunications, hydro carbon, oil & gas and water.

Highlights

Zensar successfully implemented Oracle Sales Cloud and integrated well with Oracle EBS R12 and third-party applications. Zensar studies business requirements, considered process standardization across the divisions and configured to-be model for customer's sales processes. This tremendously helped improved sales and reporting process.

Company:

Utilities manufacturer

Headquarters:

Mumbai, India

Industries:

Heavy manufacturing

Products and Services:

Solar, power, utilities products

Employees:

More than 5,000

Total Assets:

\$ 300 million

Business Benefits

- Improved sales and reporting process that helps making Sales more effective and productive
- Increase in sales force productivity and effectiveness
- Improved Sales Planning, forecasting and visibility, visibility into cross- and up-sell opportunities
- Helped to identify and focus on more meaningful & quality opportunities

Challenges

- Business need to get a detailed view on pipeline, won-loss analysis, improved Sales Visibility, planning and forecasting.
- Improve sales, reporting processes and create a culture of accountability within the sales team.

Top Benefits Achieved

