

Engage Customers and Close Deals with Fast, User-Friendly Sales Tools

Three Ways to Amplify Sales Success with Cloud for Customer





Easy to use, cost effective, complete, and cooperative:
SAP® Cloud for Sales, designed for the needs of
your sales experts. It includes all state-of-the-art sales
methodologies in one single solution. Everything is
provided for optimal support of your sales
staff and sales management.

Customers always being online

24/7/365

Quick Sales Wins with Cloud Bundles by itelligence

Drive Sales and Engage Customers in a Rapidly Changing Market

New Challenges Require Innovative Solutions and Integrated Processes

Effective buying and selling have changed fundamentally. With rising customer demands and mobile devices in the hands of everyone, it has become crucial for sales experts to communicate with their customers across these channels. Moreover, today customers expect you to react personally and in real-time on every request – otherwise they might change to your competitors.

SAP Cloud for Sales – Always on Top with One Click

SAP Cloud for Sales was developed specifically for sales experts to efficiently support their own sales processes, the collaboration within the sales team, as well as the account and opportunity management. Real-time back office information, such as quotes or pricing information, are omnipresent, in the office and on the road.

Profit from Real-Time Information

Most current information is synchronized on mobile devices, e.g. scheduled activities, tasks, phone calls, and emails.

Profit from Efficiency in Collaboration

SAP Cloud for Sales integrates all contacts, appointments, and tasks with your existing email applications either based on Microsoft Exchange/Outlook or Google Chrome Gmail and works with tablet PCs such as Microsoft Surface and Apple iPad.

Special Features

- Integrated dashboards for an immediate overview
- Predefined analytics for revenues, teams, and sales key performance indicators
- Integration with SAP ERP or implemented as stand-alone solution

Your Benefits at a Glance

- Collaborate in context
- Obtain deep customer insight
- Be informed instantly
- Use the time saved for more selling

Features in Detail

Our three SAP Cloud for Sales CRM consulting bundles based on SAP Cloud for Sales provide everything you need to optimize your sales processes. It's your choice: basic, expanded or premium bundle?

Basic:
Core Functions

Expanded:
Basic + Marketing

Premium:
Expanded + Training

Included Services

Core Sales Functions

	Basic 	Expanded 	Premium
Sales lead management	✔	✔	✔
Opportunity management	✔	✔	✔
Customer and activity management	✔	✔	✔
Prospects and customer administration	✔	✔	✔
Customer hierarchy	✔	✔	✔
Contact persons and individuals	✔	✔	✔
Products, services and pricing	✔	✔	✔
Sales quotes in SAP Cloud for Sales	✔	✔	✔

Additional Features

Library for documents	✔	✔	✔
Analysis (6 dashboards, approx. 100 predefined reports)	✔	✔	✔
Mobility (incl. offline functions for iOS, Android, Blackberry)	✔	✔	✔
Integration with e.g. MS Surface, Apple iPad, MS Exchange/Outlook or Google Chrome Gmail (customers, appointments, tasks)	✔	✔	✔
Authorization management	✔	✔	✔
Collaboration (via feeds)	✔	✔	✔
Scoping and fine-tuning	✔	✔	✔
Market development – competitor information		✔	✔
Differentiation: marketing and sales management		✔	✔
Campaign management incl. target group selection		✔	✔
Sales planning and forecasting		✔	✔
Management of sales territories		✔	✔
Sales visit reporting incl. survey		✔	✔
Visual planning of sales tours		✔	✔
SAP samples for sales visits and surveys		✔	✔


Embedded Services

Project management	✔	✔	✔
System-integrated documentation and e-learning	✔	✔	✔
Key user training	✔	✔	✔
Training for setting up sales-related technical organization model	✔	✔	✔
Preconfigured content for immediate productive usage of integrated sales processes	✔	✔	✔
Realization of SAP standard scenarios described in the scoping document	✔	✔	✔
Go-live preparation	✔	✔	✔
Technical go-live support	✔	✔	✔
Briefing for SAP key user tools		✔	✔
Training to build customer-specific print forms			✔
Training for embedded tools to create individualized reports			✔
Test support			✔
Coaching support for data migration			✔



20%

increase in sales
revenue year by year

 We focus on your unique challenges, your industry and how to support you in achieving your business objects.



Basic Bundle – Lay the Foundation for Long-Term Sales Success

Get the most important tools and services you need to optimize sales – with the SAP Cloud for Sales CRM basic consulting bundle. Your sales experts can jump-start their daily activities right away. A detailed view of every customer and prospect helps them to make the right offer at the right time.



Expanded Bundle – Top off Sales with Pinpoint Marketing Insights

Speed up your whole sales pipeline with the SAP Cloud for Sales CRM expanded consulting bundle. Apart from the basic functionalities, it contains, amongst others, sales tools to support your sales people's visits as well as additional marketing features.



Premium Bundle – Always Stay Ahead of Every Sales Challenge

Enable your sales experts to master ever-changing challenges – with the SAP Cloud for Sales CRM premium consulting bundle. Using a comprehensive, cost-effective solution, your team can act faster and win more customers. Next to the features of the basic and expanded bundle your sales experts profit from trainings as well as test and coaching support.

itelligence – the Process Expert and Innovation Driver

Our consultants proactively think along with you and know about the latest SAP developments. They give you advice on how to enhance current processes and to design new ones. Besides improving your systems, our experts will support your company in areas such as mobility, analytics, and Internet of Things.

itelligence has been working in the SAP environment for more than 25 years. With over 4,500 professional employees in 23 countries and NTT Data, one of the largest business and IT consultancies of the world as parent group, we are always there for you to share our experience and expertise. A steadily growing amount of more than 5,000 customers trust in our expertise.

Do you want to speed up your business with our SAP Cloud for Sales bundles?

» www.itelligencegroup.com/contact