For Oracle Reps: Why Engage KPI?

The Leader In Oracle Business Intelligence, Hyperion EPM, Endeca, and Exalytics

Jeremiah Johnson, Sr. Director – Marketing & Business Development

Kusal Swarnakar, Founder | Keith Carnish, VP of Sales

Start Here

Agenda

Agenda

① Account Penetration
② Inside Sales Team
③ The Sales Playbook
④ Sales Cycle Support
⑤ Exclusive Solutions
⑥ Demand Generation
⑦ About KPI

"How can KPI help our team drive additional revenue?"

- Oracle Sales Mgr.

Start Here...

Oracle Account List

Company Name
Delhize Corporation
Digi-Key Corporation
Douglas Dynamics, Inc.
Enpro Industries, Inc.
Makara Brands, Inc.
Foremost Farms USA Cooperative
Highjump Software Inc.
Hormel Foods Corporation
Hutchinson Technology Incorporated
J.L. French Automotive Castings, Inc.
Kikkoman Foods, Inc.
Krueger International, Inc.
MOM Brands / Malt-O-Meal
Page Energy Inc.
Michael Foods Group, Inc.
Michels Corporation
Mosaic Company
Navarre Corporation
Oshkosh Corporation

MOM Brands / Malt-O-Meal

Financial Analytics Webinar

KPI PARTNERS

Hunting & Gathering

- Market Research & Innovative Marketing
- Lead Identification & Qualification
- Lead & Opportunity Nurturing

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Account Strategy

The Sales Playbook

Personalized Approach

- Custom Account Strategies
- Expert Product Knowledge
- Workshops & Webinars
- Training & Education
- Exclusive Pre-Built Solutions
- Case Studies
- References
- Consultative & Sales Assistance
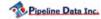- www.kpipartners.com/oracle

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Exclusive Solutions

Exclusive Apps & Tools

BI Applications for Oracle ERP

- Depot Repair Analytics
- eBTax Analytics
- Fixed Asset Analytics
- FSG Reporting for Financial Analytics
- Labor Distribution Analytics
- Trade Management Analytics
- PeopleSoft Inventory Analytics
- Primavera Analytics
- Subledger Accounting (SLA) Analytics

Non-Oracle ERP Applications

- Ceridian HR Analytics
- Salesforce.com Analytics
- Student Information Analytics
- Survey Analytics

"KPI Has Created More Exclusive Content For Oracle BI Than Any Other Partner."

-- Oracle VP

Real-Time BI

- Real-Time Financial Analytics
- Real-Time Inventory & Supply Chain Analytics

Acceleration Tools

- Executive UI for Oracle BI
- Descriptive Flexfield (DFF) Analytics
- FSG Migration Assistant
- Informatica ETL Generator
- Metadata Advisor (Data Lineage)
- OBIEE Regression Tester
- RPD Generator

Help To Sell: Financial Analytics

Real-Time Financial — for Oracle Business, Oracle E-Business

FSG Report Financial — Oracle Business Intelligence, Oracle E-Business

eBTax Analytics — for Oracle Business, Oracle E-Business

Fixed Assets Analytics — for Oracle Business

Subledger Accounting (SLA) Analytics — for Oracle Business Intelligence & Oracle E-Business Suite

shutterfly | AMERICAN TOWER | McDonald's | AMC THEATRES | Ansell | Carnival | YMCA

Trade Management Analytics | Labor Distribution Analytics

KPI PARTNERS

Help To Sell: HR Analytics

- **Survey Analytics**
- **Ceridian HR Analytics**
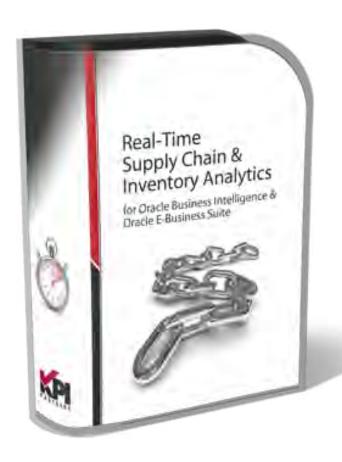- **Labor Distribution Analytics**

Help To Sell: Supply Chain Analytics

- **Real-Time Supply Chain & Inventory Analytics**
- **Trade Management Analytics**

Help To Sell: CRM Analytics

- **Sales Analytics for Salesforce.com**
- **Service Analytics for Salesforce.com**

Migrations & Upgrades

- 11g Upgrade Accelerator
- Brio to Oracle BI
- BOBJ to Oracle BI
- Discoverer to Oracle BI
- FSG Migration

Quick Start Packages

- Financial Analytics

- HR Analytics

- Procurement & Spend

- Project Analytics

- Sales Analytics

- Service Analytics

- Supply Chain & Order Management

Partner Case Study

Sapient Chooses Oracle BI With Assistance from KPI Partners – $925K License Deal

The video features a Q & A with Jaime Seagraves, VP of Client Services, and Sid Goel, Partner & BI Architect, from KPI Partners. (3:29)

Q1-Q3

Reach Out And Touch…

"It can take 18-20 touches before you get to a sales decision."

Co-Branded Events

JDE Analytics

Objective: Position a quick-start package focused on Financial Analytics for JDE

- 85 Registrants
- 6 Opportunities
- 4 Closed-Won
- $927,520 in revenue

Endeca Webinar

Objective: Awarness play. "Drive Insight From Unstructured Data With Endeca"

- Rick Turco (Oracle)
- 296 Registrants
- 3,789 views
- 6 Opportunities

McDonalds

Objective: Customer Spotlight with Financial Analytics Customer

- 251 Registrants
- 22 Opptys Influenced
- $2,431,196 of pipe
- 17.2% visitor-to-lead conversion rate

Sales Toolbox

www.KPIPartners.com/Oracle

- Case Studies
- Consultative Support
- Demos
- Quick Start Packages
- References
- Testimonials
- Training
- Webinars
- Workshops
- … and more

About KPI

Who Is KPI Partners?

2012 Winner

ORACLE®

Oracle Excellence Award

SPECIALIZED PARTNER OF THE YEAR —NORTH AMERICA

ORACLE PARTNERNETWORK
2011 ORACLE TITAN AWARD
NORTH AMERICA

AMERICA'S FASTEST-GROWING
Inc. 5000
PRIVATE COMPANIES

ORACLE Partner

Specialized
Business Intelligence
Applications

Specialized
Oracle Business Intelligence
Foundation

Transform Data Into Insight

Strategic Consulting | Systems Implementation | Training

- Staff built from Oracle/Siebel/ Hyperion engineering teams
- On-site, off-shore and blended shore delivery models
- Exclusive pre-built solutions for Oracle BI & E-Business Suite

Depot Repair Analytics
Fixed Asset Analytics
Manufacturing Analytics

Salesforce.com Analytics
Student Info Analytics
Subledger (SLA) Analytics
and more…

Oracle BI

Hyperion

Endeca

Exalytics

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