

Sales Cloud AIM

Accelerated Implementation
for Manufacturing

- ▶ Exclusively designed for the manufacturing & distribution industry
- ▶ Fastest ROI - delivered in as few as 60-90 days
- ▶ Three implementation plan options

Sales Cloud

AIM[®]

Accelerated Implementation for Manufacturing

Terillium’s AIM program provides manufacturers with the fastest ROI on Oracle’s modern Sales Cloud by delivering in 60-90 days. Terillium offers three AIM options so clients can choose the Sales Cloud implementation that makes the most sense for their business.

AIM Express

Delivered in 60 days. Includes configuration, testing, training and go live support for:

- ▶ Core set of Sales Cloud modules including mobile sales
- ▶ Business Intelligence for CRM
- ▶ Basic end user training

AIM Plus

Delivered in 90 days. Includes configuration, testing, training and go live support for:

- ▶ Core set of Sales Cloud modules including mobile sales plus social collaboration and sales coach
- ▶ Business Intelligence for CRM with five custom reports
- ▶ Five custom data fields
- ▶ Custom data import
- ▶ In depth end user training

AIM Pro

Includes AIM Strategic Consulting and the development of a custom sales process.

Includes configuration, testing, training and go live support for:

- ▶ Full set of Sales Cloud modules
- ▶ Business Intelligence for CRM with 10 custom reports
- ▶ Ten custom data fields
- ▶ Integration with ERP
- ▶ Multiple custom data imports
- ▶ Extensive end user training

AIM[®] STRATEGIC CONSULTING

Terillium offers AIM Strategic Consulting as an additional option to any Sales Cloud AIM project.

Terillium Consultants help clients develop their sales strategy and process. The consulting package includes:

- ▶ Sales Vision & Strategy Sessions
- ▶ Current Sales Process Audit & Analysis
- ▶ Development of Future Sales Strategy, Statement and Presentation

“Terillium implemented Sales Cloud for Polychem on-time and under budget. Our go live was extremely smooth with no issues.

I would recommend Terillium to any company considering a Sales Cloud implementation.”
 -Scott
 Vice President of Sales
 Polychem

“The Terillium Team did outstanding work helping us implement Oracle Sales Cloud.

There aren’t enough words to explain the knowledge, professionalism, and support the consultants provided throughout the entire process.”
 -Nino
 IT Manager
 Lockwood International



Sales Cloud is a leading Customer Relationship Management system that enables Modern Selling that is mobile, collaborative and insight driven.

FOR MORE INFORMATION CONTACT US:
sales@terillium.com | (513) 621-9500

Configuration, Testing, Training & Go Live Support	AIM Express	AIM Plus	AIM Pro	AIM Consulting
SALES CLOUD MODULES/FUNCTIONS				
Account Management	•	•	•	
Contact Management	•	•	•	
Opportunity Management	•	•	•	
Product Catalog	•	•	•	
Sales Stages and Methodology	•	•	•	
Outlook Integration	•	•	•	
Mobile Sales	•	•	•	
Social Collaboration		•	•	
Sales Coach		•	•	
Quota Management			•	
Territory Management			•	
Forecast Management			•	
Sales Campaigns			•	
Incentive Compensation			•	
BUSINESS INTELLIGENCE				
Oracle Fusion Business Intelligence for CRM	•	•	•	
Five Custom Reports and Metrics		•	•	
Ten Custom Reports and Metrics			•	
CUSTOMIZATION & INTEGRATION				
Five Custom Data Fields		•	•	
Ten Custom Data Fields			•	
Integration to ERP System			•	
DATA				
Imported Customer Master		•	•	
Imported Contacts			•	
Imported Open and Historical Sales Opportunities			•	
DELIVERABLES				
Sales Vision & Strategy Sessions			•	•
Current Sales Process Audit & Analysis			•	•
Development of Business Challenges Statement			•	•
Development of Benefits & Goals Statement			•	•
Development of Future Sales Strategy			•	•
Initial Future Sales State System Configuration			•	•
Presentation of Future Sales Strategy			•	•
Demonstration of Configured Sales Cloud			•	•
Sales Cloud Benefits Presentation			•	•
Weekly Project Status Report	•	•	•	•
Core Team Training: Functionality	•	•	•	•
Core Team Training: Custom Reporting		•	•	•
Core Team Training: Data Importing		•	•	•
Core Team Training: Extensibility			•	•
End User Training	•	•	•	•
Testing Scripts	•	•	•	•
Testing Results	•	•	•	•
Issues Log		•	•	•
Sales Coach Content			•	•

PROJECT SPOTLIGHT

INDUSTRY: MANUFACTURING

AWARD-WINNING
Customer Success Story
2015 Oracle
JD Edwards Summit



THE POLYCHEM STORY is one of leadership, consistent growth and success. Polychem leads the way in the manufacturing of plastic strapping, plastic strapping/hooding systems and accessories.

PRODUCTS IMPLEMENTED

• Oracle Sales Cloud

- Contact Management
- Pipeline Reporting
- Opportunity Management
- Smartphone Compatibility
- Microsoft Outlook Integration
- Sales Activity Management
- Analytics

Sales Cloud
AIM®

WHY TERILLIUM?

- ▶ Oracle partner of the year
5 years
running
- ▶ Consultants with more than
1,000 years
of combined experience
- ▶ Oracle Platinum Partner
specialized
in Sales Cloud



THE VISION

Polychem's prior system was comprised of an unsupported legacy Customer Relationship Management (CRM) solution. The outdated CRM:

- ▶ Lacked opportunity management
- ▶ Lacked effective reporting
- ▶ Had a difficult user interface

THE JOURNEY

Polychem brought in Terillium to replace the company's old CRM and implement Oracle Sales Cloud with:

- ▶ Improved opportunity and pipeline management
- ▶ World-class reporting and analytics
- ▶ A modern interface

THE DELIVERY

Terillium deployed Sales Cloud providing Polychem with a modern, user-friendly system. The project:

- ▶ Came in under budget
- ▶ Went live on time in 83 calendar days
- ▶ Included
 - ▷ improved reporting
 - ▷ opportunity management
 - ▷ Microsoft Outlook integration
 - ▷ mobile phone compatibility
 - ▷ many other new features

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-Scott Jeckering
Vice President of Sales
Polychem

ORACLE Platinum Partner

For more information contact us at sales@terillium.com or (513) 621-9500



PROJECT SPOTLIGHT

INDUSTRY:
MANUFACTURING



LOCKWOOD INTERNATIONAL has been serving major global industry leaders for over 35 years as a world-class supplier providing industrial valves and solutions for the upstream, downstream and energy markets.

PRODUCTS IMPLEMENTED

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THE VISION

Lockwood International came to Terillium when the company discovered that its sales group was not working effectively as a team. The strategic vision was a better defined sales process that fostered collaboration and communication.

The existing sales technology at Lockwood:

- ▶ Lacked management analytics
- ▶ Lacked visibility into sales activities
- ▶ Contained segregated contact information

THE JOURNEY

Lockwood contracted Terillium to:

- ▶ Design a new sales process
- ▶ Implement Oracle Sales Cloud

This process would better equip the Lockwood sales team with:

- ▶ Management insight
- ▶ Reportable activities

Sales Cloud would also help organize Lockwood's contacts so the information was a central, useful asset to the sales team.

THE DELIVERY

Terillium designed and executed a company-wide sales process for Lockwood. As part of that process Terillium deployed Sales Cloud. The project:

- ▶ Came in 10% under budget
- ▶ Used only two consultants, who worked mostly offsite
- ▶ Went live in 90 calendar days
- ▶ Included new dashboards with metrics for increased visibility to manage sales
- ▶ Resulted in a mobile and collaborative sales process for Lockwood International

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There aren't enough words to explain the **knowledge, professionalism, and support** the consultants provided throughout the entire process.”

-Nino Rivera
Lockwood IT Manager

ORACLE® Platinum Partner

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