



# Database conversion from SQL Server to Oracle

## Health Care

### Project

Conversion of Microsoft SQL Server to Oracle SQL

### Client

Leading health care

### Summary

Sales Analytics enables sales executives to understand their pipeline and identify critical opportunities. By identifying these critical opportunities, executives can assign the appropriate resources to increase the chance of winning and not waste them on less promising opportunities

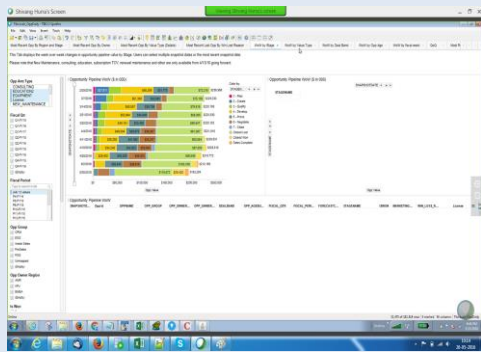
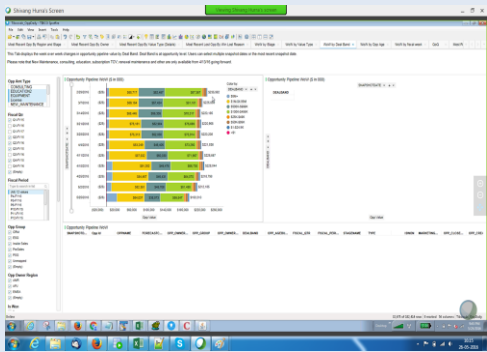
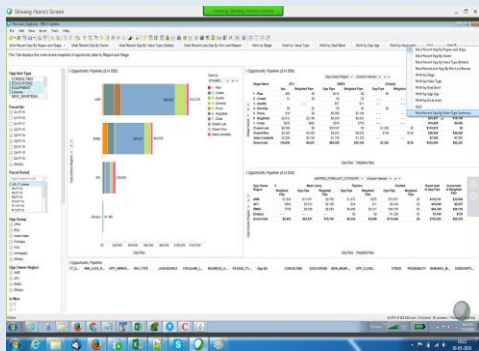
SSSPL always comes up with an optimal way of querying and managing data, which allows the creation of slick, detailed dashboards, but never compromising the performance which allows organizations to monitor its shortcomings and take rapid actions to overcome them.

- Identify the target outcome
- Identify the metrics
- Run data to insight

### Challenges

- How are actual sales tracking against forecast and plan by region?
- What are the best products to cross and up-sell?
- Why are sales opportunities being lost?
- How can we quickly spot opportunities?
- How can we Improve pipeline visibility?

Visuals



Solution

- Creating temp tables, Snapshot tables, views, Procedures, Email configuration.
- The functionality of the procedure code should not be changed.
- The procedure execution will happen once in a day.

Results

- Analyze pipeline opportunities and forecasts to determine actions required to meet sales targets.
- Determine which products and customer segments generate the most revenue and how to effectively cross-sell and up-sell.
- Understand which competitors are faced most often and how to win against them.

About Srinivasan Software Solutions

Srinivasan Software Solutions specialize in Business Intelligence & Data Discovery, ERP Analytics, Marketing Analytics, HR Analytics, Financial Analytics, Service Analytics, Customer 360° Analytics, Retail BI, Higher Education BI, Planning & Consolidation, Online (NoSQL) Databases, Cloud Application Integration, Cloud Master Data Management, Big Data / Hadoop, Delivery Leadership, and Product Engineering

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We're here to help. Call us and speak with our marketing specialist who will be there to answer any questions you might have.

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