



Tom Germack, SVP of Revenue Operations

No bio at time of print.



We're a cloud technology company that provides organizations around the world with computing infrastructure and software to help them innovate, unlock efficiencies and become more effective. We also created the world's first and only autonomous database to help organize and secure our customers' data. Oracle Cloud Infrastructure offers higher performance, security, and cost savings. It is designed so businesses can move workloads easily from on-premises systems to the cloud, and between cloud and on-premises and other clouds. Oracle Cloud applications provide business leaders with modern applications that help them innovate, attain sustainable growth, and become more resilient. The work we do is not only transforming the world of business--it's helping defend governments, and advance scientific and medical research.

DEPARTMENT BREAKDOWN

WHAT ARE YOUR KEY DEPARTMENTAL OBJECTIVES OVER THE NEXT 6 TO 12 MONTHS?

Create a single pane of glass for sellers. Optimize and automate through central process and AI. Meet sellers where they are at with curated content.

WHAT IS YOUR CURRENT TECHNOLOGY STACK?

Zoominfo D&B Seismic HG Insights Consensus

HOW MANY PEOPLE REPORT TO YOU (BOTH DIRECTLY AND INDIRECTLY)?

1,200

WHAT IS YOUR TOTAL BUDGET OVER THE NEXT 12 MONTHS PERIOD?

Up to \$10 million

PROJECT INSIGHTS

PROJECT OR INITIATIVE DESCRIPTION

Meet sellers where they are at with curated content.

WHAT 3RD PARTIES ARE YOU HOPING TO MEET WITH?

Conversational intelligence Anything that helps with scale

WHAT IS YOUR TIMELINE FOR IMPLEMENTATION?

2025

WHAT IS YOUR BUDGET FOR THIS PROJECT?

\$10 million

What technology/services are of strategic importance to you in the next 12 months?

Please indicate level of need/importance below.

We realize everyone has priorities, so we asked the delegates theirs. This is so that we can create a more personalized experience for all our attendees.

Why accurate forecasting requires accountability at every level	A
How to equip reps with the digital selling skills to meet modern buying preference	B
How to unlock seller productivity and increase sales team capacity in 2023	A