

Oracle NetSuite Scales Sales Training with Secure, Compliant Second Nature AI

The Results

+21%
Sales Volume

+32%
Opportunities

32%
Higher Role Play score

-20%
Onboarding Time

-21%
Time to First Logo (SDRs)

2,429 Coaching Hours/Quarter (impossible manually)
Reps doubled **logos/month** (**0.49 → 1.04**)

ORACLE Company Profile

The pioneer in cloud ERP, serving tens of thousands of businesses worldwide, and a core driver of Oracle's cloud strategy since its \$9.3B acquisition

The Challenge

Scaling manual training

Role plays recorded and reviewed manually
Managers overloaded, reps under-coached
Training quality inconsistent and not scalable

The Solution

Second Nature AI Role Play

AI-powered role plays for onboarding & ongoing sales training
Secure & compliant solution that fit Oracle standards
Easy-to-build role plays tailored in hours, not weeks
Scalable feedback – consistent, objective, always available
Blended AI + human coaching for maximum impact