

## Right90 Solution for an Actionable Sales Forecast



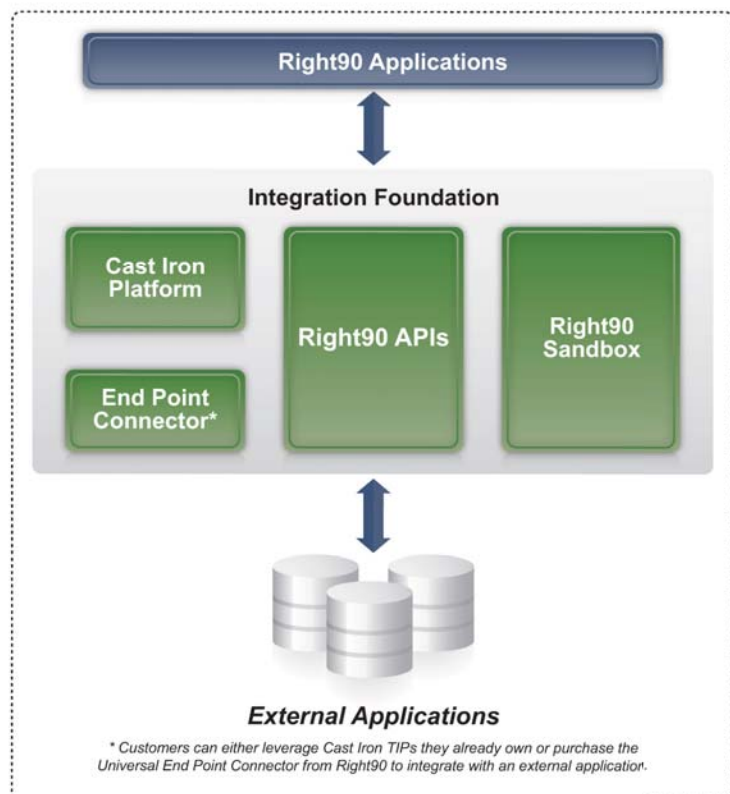
The Right90 sales forecasting solution enables companies to obtain a trusted, actionable sale forecast. To optimize the value of a sales forecast, data needs to be exchanged between Right90 and other applications.

Data integration can be challenging. While flat files offer a simple way to exchange data between systems, they can be time-consuming to manipulate and error prone. Custom-built integrations through Application Programming Interfaces (APIs) provide more flexibility, yet they also require extra time and resources to administer and must be updated between source systems when applications are upgraded or modified. Both approaches are viable, but can take valuable IT resources away from strategic projects.

The Right90 Integration Foundation minimizes the time and effort required to deploy and maintain connectivity between Right90 and other applications. It delivers a rapid time-to-value solution in an easy to use, drag-and-drop interface so that Right90 administrators and business analysts can configure Right90 integration projects in a matter of days.

### Key Benefits

- ▶ **Drive a More Complete, Accurate Sales Forecast:**  
Integrate shipment and backlog data from ERP systems into Right90 to measure and improve forecast accuracy.
- ▶ **Reduce Integration Time and Risk:**  
Delivers pre-built integrations to reduce time and cost associated with maintaining custom-built integrations.
- ▶ **Increased Alignment with Finance & Operations:**  
Through robust integration, use sales forecast data in downstream demand planning or financial planning processes.



The Right90 Integration Foundation consists of the following key components:

- ▶ **Cast Iron Platform:** Cast Iron enables business analysts as well as Right90 administrators to connect to Right90 APIs™ by using a drag-and-drop interface. Because connectivity between Right90 and Cast Iron is pre-built, it can be deployed quickly, enabling companies to get the data they need into or out of Right90. Business analysts can manipulate data as needed for integration with other systems or return to Right90 after data transformations. For example, companies can easily translate bookings forecast into a revenue recognition forecast and then compare the two in Right90.

- ▶ **Right90 APIs:** Based on SOAP and XML standards, all Right90 APIs are included in order to provide customers with the ability to interact with Right90 and to provide additional flexibility for integration.
- ▶ **Right90 Sandbox™:** A Sandbox is provided so that administrators can test new integrations as well as business scenarios without impacting data or performance in the production environment.

**The Right90 Shipment Connectors** for SAP and Oracle are available separately used in conjunction with the Integration Foundation. The Shipment Connectors pull relevant shipment and backlog data from multiple enterprise applications so that companies can compare sales forecast to shipments or backlog to forecast. Sales reps can easily reference shipment data to vet their sales forecasts and increase accuracy. For any of the Right90 product offerings described below, companies must have the Right90 Integration Foundation in place.

- ▶ **Right90 Shipment Connector for SAP™** integrates relevant shipment and backlog data stored in SAP with Right90, eliminating the pain associated with writing and maintaining a custom-built connector.
- ▶ **Right90 Shipment Connector for Oracle™** integrates relevant shipment and backlog data stored in Oracle with Right90, eliminating the pain associated with writing and maintaining a custom-built connector.

**Right90 Universal End Point Connector™** is an optional component for customers seeking to integrate with external systems. It serves as a generic end point within the Integration Foundation so that companies can exchange data between Right90 and any other enterprise or on demand application. For example, sales forecasting data in Right90 can be accessed to feed operations or demand planning applications, enabling companies to optimize inventory levels and enhance product development.

The Right90 Integration Foundation offers a powerful set of products that enables companies to optimize their implementation of Right90. By integrating sales forecast data throughout their IT infrastructure, companies realize the full value of a trusted, actionable sales forecast. The Right90 Integration Foundation provides access to APIs in a drag-and-drop user interface so that business analysts can easily configure connectivity solutions without having to involve IT. Pre-configured Connectors and Universal End Point Connectors allow data between Right90 and other applications to flow seamlessly.

Global 1,000 companies are using an actionable sales forecast to make the key business decisions in time to immediately impact the business. Customers of Right90 have benefited from:

- ▶ 5% increase in revenue
- ▶ 15% increase in forecast accuracy
- ▶ 20% decrease in inventory
- ▶ 60% reduction in forecast cycle time

## About Right90

Right90 is a market leader in sales forecasting solutions. Right90 delivers a powerful suite of SaaS-based applications that enable companies to generate an actionable sales forecast. By integrating with leading CRM and ERP systems, Right90 applications help companies to drive higher revenue, greater margins and increase sales performance. For more information, visit [www.right90.com](http://www.right90.com) or call 1-650-638-9090.



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