

Right90 Solution for an Actionable Sales Forecast



Key Benefits

- ▶ **Enhance & Optimize the Sales Forecasting Process**
Receive best practice product usage tips and best practice sales forecasting practices.
- ▶ **Increase Adoption**
Increase end-user adoption and breadth of functionality used.

Maximizing Your Investment in Right90

While many organizations view sales forecasting simply as capturing, rolling up, and reporting the sales forecast – the complete process to achieve a trusted, actionable sales forecast requires optimum execution in the following four key process areas: capture, vet, analyze and drive. Right90 offers a comprehensive solution consisting of software and services to help customers optimize each step of the process.

The Right90 Optimization Program

Over the years, Right90 has gathered a wide range of best practices as it has helped industry leaders such as Sharp, QuickLogic, Bivio Networks, and Grass Valley standardize, automate and improve their forecasting process to drive increased revenue and improved margin performance.

The Right90 Optimization Program is a set of consulting services designed to help customers get the most out of their Right90 investment by **driving adoption** and **optimizing the sales forecasting process** while leveraging these industry leading best practices. As part of a Right90 Optimization engagement, Right90 consultants work with clients to identify and execute on necessary product usage recommendations and business process changes across each step of the forecasting process in order to increase product usage/adoption and optimize the individual steps within this process.

Example Best Practices

While the specific objectives and deliverables will vary for each engagement, here are some example best practices from prior Right90 Optimization projects.

Capture	<p>Executing on a continuous sales forecasting process.</p> <p>Focusing on maximizing forecaster adoption to support a bottoms-up forecasting process.</p> <p>Leveraging the Annual Operating Plan.</p> <p>Driving forecast accuracy and timeliness through sales incentives.</p>
Vet	<p>Variance analysis for management by exception.</p> <p>Informed judgment and vetting.</p> <p>Cross-organizational vetting and scrubbing.</p>
Analyze	<p>Driving collaboration across departments on forecast changes.</p> <p>Establishing both revenue and quantity forecast change monitoring processes.</p>
Drive	<p>Developing and conducting margin analysis within Right90.</p> <p>Driving closed-loop forecast improvement process across all stakeholders.</p> <p>Deriving a long-term forecast in Right90 for Financial and strategic planning purposes.</p>

Leverage industry leading best practices to drive Right90 adoption and optimize the sales forecasting process.

Program FAQ

The following list outlines key details about the Right90 Optimization Program. Contact Right90 for further details.

Who is This Program for?

Customers that have been using Right90 applications for approximately six months.

How Long Does the Program Take?

While exact timelines vary based on individual customer need, a typical Optimization engagement lasts anywhere between 60 to 90 days.

What are Typical Deliverables and/or Milestones?

Specific deliverables and milestones will vary based on individual customer need, but typically, they include the following:

- ▶ Jointly agreed upon goals and objectives for the optimization project.
- ▶ Optimization action plan and timeline.
- ▶ Project kick-off agenda and meeting.
- ▶ Right90 optimization strategy recommendations.
- ▶ If applicable, implementation plan for additional services needed to deploy new features.

What is Required from the Customer?

At a minimum, we ask that customers provide access to a Business Sponsor and a Right90 Administrator. We have found that Executive management support is a critical success factor in an Optimization project.

Commitments from others in the customer organization may be needed as well depending on the specific goals and objectives of the Optimization project.

To learn more about Right90, visit www.right90.com or call 1-650-638-9090.

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 or call 1-650-638-9090.



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