

Right90 Solution for an Actionable Sales Forecast



Key Features

- ▶ Out-of-the-box integration of shipment and backlog data between Right90 and Oracle 12i
- ▶ Automatically imports shipment and backlog data from Oracle 12i
- ▶ Drag-and-drop interface to update any company specific workflow rules
- ▶ Job scheduler for batch imports
- ▶ Integration error logging/diagnostic tools for analysts

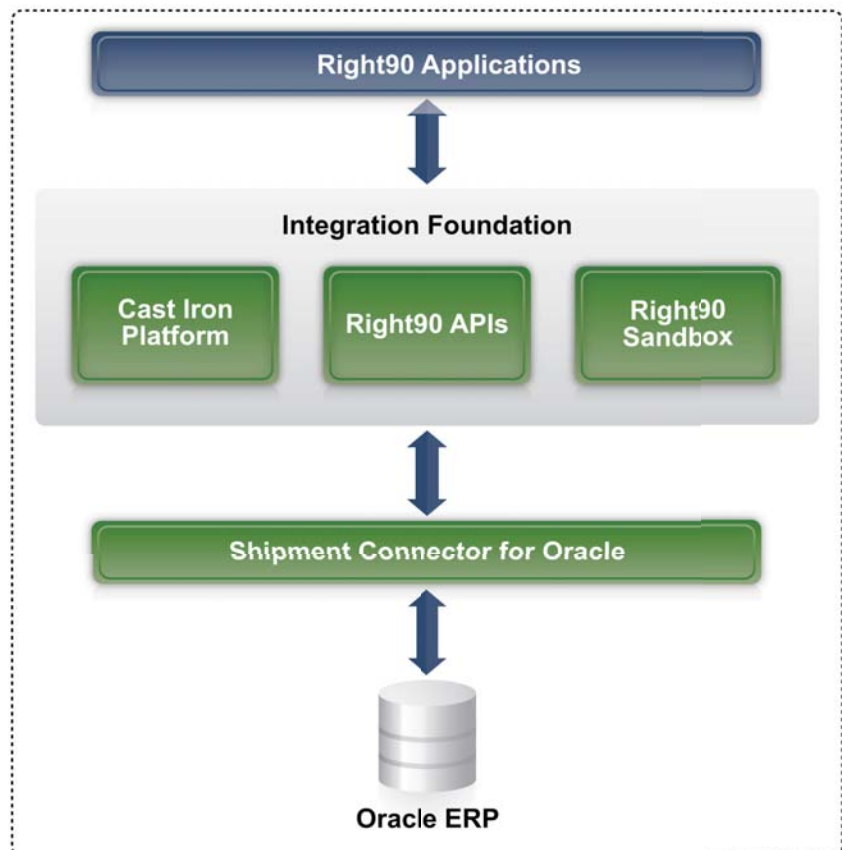
Maximizing Your Investment in Right90

Sales forecasting can be greatly enhanced by including backlog and shipments data that often reside within ERP systems. Sales reps, operations and managers should be able to easily leverage the relevant ERP data for improving the sales forecasts, measuring forecast accuracy and establishing trust – without having to go back and forth between multiple systems.

Yet, a systematic integration between the ERP system and the forecasting system presents its own challenges. Shipment and backlog data is stored in the ERP system in a way that operations understand it best. Integration requires complex data transformations to ensure that account names, customer names, order IDs, etc. match between the ERP system and the forecasting system used by sales. Furthermore, data must be exchanged between the systems periodically, not just once. Finally, whenever business changes alter the source ERP system, the integration needs to change as well.

Shipment Connector for Oracle

Right90 offers a pre-built Shipment Connector for Oracle to address these challenges. The Connector works in conjunction with the Right90 Integration Foundation™ powered by Cast Iron and offers the ability to import shipment and backlog data from Oracle. By integrating “actuals” data into the forecast within Right90, customers can improve forecast accuracy. Additionally, IT can leverage the pre-built connectors to achieve integration at lower total cost of ownership (TCO).



Key Benefits

For End Users

- ▶ **Drive a More Complete, Accurate Sales Forecast**
 - Sales reps can use shipment and backlog data to inform their sales forecasts
 - Sales Operations teams spend less time manually assembling "actuals" data for forecast analyses and can focus more time on the analyses themselves
 - Sales Management and Sales Operations benefit from having their forecast data enriched with a robust set of shipment and backlog data from their ERP systems for review and vetting purposes

For IT

- ▶ **Minimized Implementation Risk at Lower TCO**
 - Maximize existing investment in ERP by enabling a trusted sales forecast from a joint ERP-forecasting solution
 - Reduced implementation risk and TCO from leveraging pre-built integration with Oracle EBS

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 or call 1-650-638-9090.



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