

Right90 Solution for an Actionable Sales Forecast



Drive Better Business Results with an Actionable Sales Forecast

Leading companies such as Sharp, Grass Valley and QuickLogic have used Right90 to deliver a trusted, actionable sales forecast and have driven tangible business benefits such as:

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

Optimize Revenue and Margin Performance through an Actionable Sales Forecast

The sales forecast is a mission critical revenue generation and planning tool that is leveraged across the organization. From product concept, to order to renewals, different parts of the organization rely on the sales forecast to drive the business.

Unfortunately, not many companies have a sales forecast that is actionable to drive the business. After completing a tedious and error-prone forecasting process, the result is a forecast that may be incomplete, not timely, or of unknown quality. Ultimately, because of these hurdles, the forecast is perceived by the organization as being too subjective to take action on. This results in an "Objectivity Gap" between the sales forecast and the rest of the company that relies on objective data to chart their course.

Different parts of the organization do not act upon the sales forecast because of this Objectivity Gap and companies fail to live up to their revenue and margin potential. Closing this Objectivity Gap requires an actionable sales forecast – one that is complete, timely and consistent in its outcomes. When the Objectivity Gap is closed, sales, finance, operations and marketing all align to drive higher revenue and better margin performance.

The Right90 Solution Drives an Actionable Sales Forecast

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 that is used across the company to drive higher revenue, greater margins and

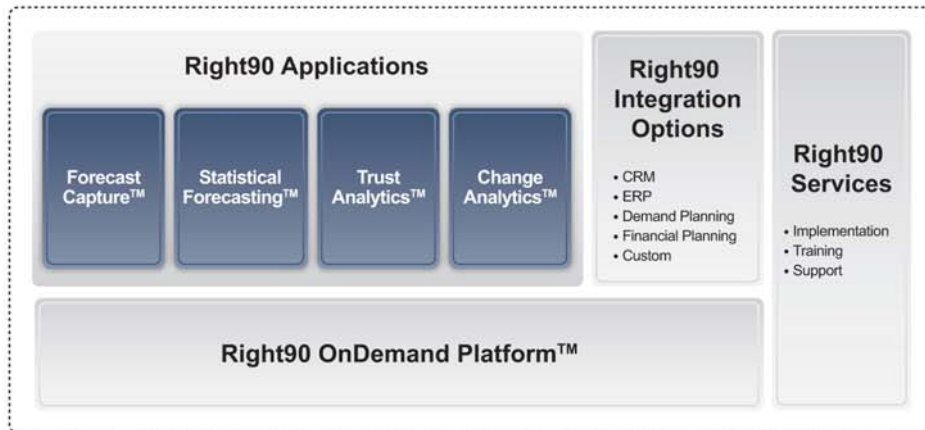


increased sales performance. Unlike spreadsheets, ERP, BI, or CRM applications, the Right90 solution helps companies drive their actionable forecast:

- ▶ **Increasing Adoption:** Right90 makes it easy for sales and marketing to forecast so that you can get the most complete forecast in a timely fashion. Auto-generated forecasts and integrated shipment/backlog/past order data also help drive a more complete and accurate forecast from sales and marketing.
- ▶ **Eliminating Subjectivity:** Right90 enables managers to objectively score the forecast based on past history. As a result, managers have an objective basis for assessing the reliable and unreliable portions of the forecast.
- ▶ **Enforcing Accountability:** Right90 shows who and what is driving good and bad forecasts. In turn, managers can use this information to hold forecasters accountable for providing quality sales forecasts.

Right90 Products and Services

Only Right90 offers a complete solution, including a suite of applications, data integration options and services to help organizations standardize, automate and improve their sales forecast.



Right90 OnDemand Platform™ is the technology foundation on which Right90 products are built. The platform contains the Right90 patented Dynamic Multidimensional Change Engine™ and is built to address the challenges associated with delivering a trusted, actionable sales forecast.

Right90 Sales Forecast Capture™ drives adoption of the forecast process by making it simple for your sales reps to enter and roll-up the forecast.

Right90 Statistical Forecasting™ powered by ForecastX enables you to drive a more complete and accurate forecast by automatically generating a forecast. You can use the application to automatically generate a forecast on the low impact items of your business – thereby allowing greater focus on those items (products, accounts, opportunities) that drive the greatest value to the business.

Right90 Change Analytics™ shows how a forecast changes over time so that you can immediately assess why the forecast has changed and hold sales reps accountable for those changes.

Right90 Integration Options enable you to integrate data from external applications. This enables you to drive a more informed forecast by importing reference data (shipment/back-log/completed orders) from ERP systems and align your sales planning efforts with your Demand Planning & Financial Planning processes by exporting the sales forecast for use in these processes.

Right90 Services provides the expertise your company needs to deploy, maintain and recognize value received from our products.

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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