

Right90 Sales Forecasting

Drive Accountability with Right90

Even in today's collaborative business environment, as the VP of Sales, you alone are ultimately responsible for making your number. So how do you make sure everyone else you work with is also signed up to deliver for you? With Right90 Sales Forecasting, you get the accountability you need by getting everyone the vital information they need from an accurate and up to date forecast.

Right90 streamlines pipeline management and forecasting by allowing everyone involved in the sales process to easily capture, collaborate and act on the latest sales forecast. The intuitive, on-demand interface allows your sales reps and channels to easily enter their latest sales updates, no matter where they are. Automated rollup of opportunity and forecast information ensures you get an accurate overall view of how you're progressing against your sales targets. You can further drive accountability of the forecast by identifying variances at a sales rep, region, product line and aggregate level. And to ensure you get the company-wide support you need to hit your number, Right90 provides the detailed sales information that production, marketing and finance need to hit revenue targets, deliver the right products and eliminate surprises.



Capture Sales Forecasts

Right90 offers companies an easy way to escape the Excel hell of sales forecasting. Right90 streamlines forecasting by enabling you to enter detailed forecast information for all your opportunities — including pricing, quantities and comments — with just a few clicks. As you update your forecast, Right90 gives you insight by showing how your forecast compares to sales targets, shipments and backlog, or statistical projections. Right90 also provides advanced functionality to help you copy, shift, ramp and decay forecasts over any time period. To further increase sales efficiency, Right90 enables you to download forecasts to Excel, make updates and upload them back to Right90, which automatically keeps track of all the changes you made.

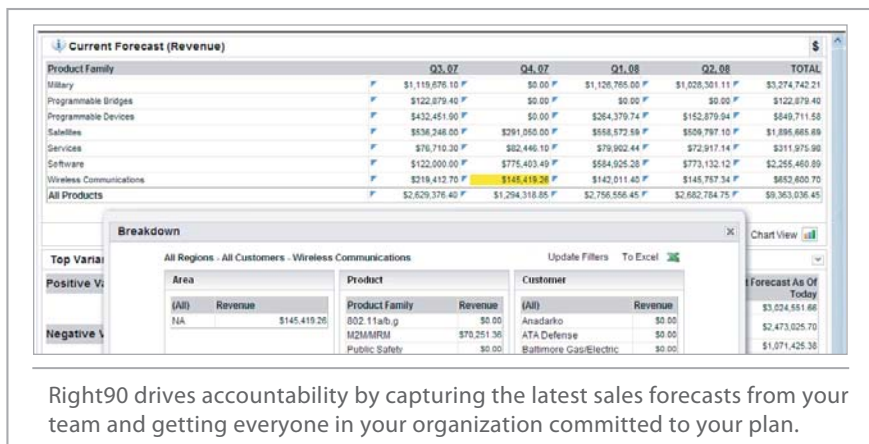
Right90 can eliminate errors that frequently occur during consolidation and rollup of multiple forecasts. In addition to automatically rolling up forecasts and giving you an aggregated view of the latest customer demand, Right90 is the only solution that can show you all the changes to your forecast across all levels of your customer, territory and product hierarchies.

The Right90 Difference

- **Change Visibility:** Only Right90 can show you *what* has changed and *why* it has changed.
- **Sales Adoption:** Right90 is intuitive and accessible for everyone in your demand network to quickly capture forecasts.
- **Global Scalability:** Right90 can track all updates across all products, customers, sales channels, regions and more.
- **Forecasting Best Practices:** Right90 embeds forecasting best practices to give you unique insight into your business.

Customer Success

- Alereon
- Align
- Aperto Networks
- Ember
- Emerging Display
- Intellex
- Luminary Micro
- Mellanox Technologies
- Quantum
- QuickLogic
- Renaissance Electronics
- Spectrum Rep
- Sharp Microelectronics
- Teak Technologies
- WJ Communications



Right90 drives accountability by capturing the latest sales forecasts from your team and getting everyone in your organization committed to your plan.

Get Everyone Committed to the Forecast

Sales forecasts aren't just for the sales team. If everyone else in your company isn't on board with the latest sales forecast, you will miss your number. Right90 gets everyone on the same page by providing a centralized and real-time view of customer demand, so everyone can discuss what to do about the data instead of arguing over who has the best information. Right90 provides Operations a sales forecast that they can use — not just a high-level revenue forecast, but a detailed forecast of products over time — so they can deliver the right products at the right time to the right customers. Finance and Marketing can also use the latest sales forecast to assess trends across markets, products and margins.

To facilitate collaboration across your company, Right90 enables companies to define their own business processes, as well as role-based views and privileges to ensure people can see only the data they need. In addition to Right90's integration to leading CRM systems, including Oracle CRM On Demand and Salesforce.com, Right90 provides web-based API's to integrate with any of your systems, so you automatically have all the information you need to plan better — including shipments, backlog and actuals.

Act on Change

Right90 helps companies further drive accountability by enabling them to act on real-time changes to the forecast. Right90 instantly delivers alerts to your email inbox or Blackberry whenever a personally specified threshold — for example, a sales variance over 5% for your top distributors — is crossed. Even without accessing Right90, you can see the overall change impact, as well as all the details of the change, including the specific products, customers and channels that caused the change.

If you want to gain additional insight into any change or variance, Right90's demand analytics let you drill down directly from any email alert to access all the details, so you can chase down any potential issues. Right90's intuitive interface makes it easy for you to break down your sales data by division, product, channel, region and more. You can also review detailed change history and compare your numbers from any point in time. In addition to using Right90's online analytics, you can leverage Right90 reports to further understand your sales data and ensure everyone is working to hit your numbers.

For More Information

Contact Right90 to learn how you can drive accountability with your sales forecast. Visit us at www.right90.com.

