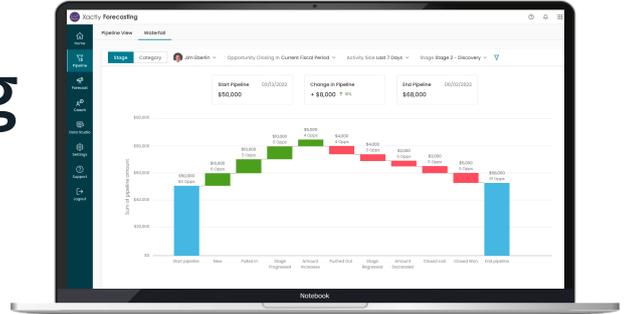# Pipeline Analytics and Sales Forecasting

Unite consistent sales execution and accurate forecasting through data informed pipeline analytics

According to Gartner, over half of sales leaders do not have high confidence in their organization's forecast accuracy. There are many factors that play a role, including limited pipeline visibility, a lack of relevant data in the CRM, and manual processes that take time and can cause errors.

Xactly Forecast is purpose-built to address these challenges by providing more accurate forecasts and helping sales leaders drive greater revenue predictability and consistent sales process execution.

FORMALIZE FORECASTING PROCESSES TO CRUSH YOUR NUMBERS

Structure forecasting processes while allowing easy configuration to meet unique business needs, enabling sales and revenue leaders to:

▶ Uncover opportunity risks early in the sales process based on data-driven insights.

▶ Increase pipeline visibility and improve revenue predictability for cross-functional teams like Finance, HR, and Operations to boost confidence in sales numbers.

INCREASE ACCURACY WITH MULTI-LEVEL, AI AUGMENTED FORECASTS

Create interactive, multi-level, tailored visualizations across teams, products, or revenue types for a more efficient and holistic understanding of your pipeline to:

▶ View deal progression across the sales cycle and inspect pipeline changes over given periods.

▶ Improve forecast accuracy at every level of the sales hierarchy using built-in machine learning (ML) metrics tailored to your organization.

IMPROVE PIPELINE INSPECTION WITH DYNAMIC HEALTH AND CONFIDENCE SCORING

Provide sales managers and operations teams the ability to closely monitor sales pipeline health via filters that quickly sort and pinpoint data required to:

▶ Identify forecast-worthy opportunities based on deal-level ML capabilities that explain in detail why an opportunity will win.

▶ Evaluate and strategize each deal holistically via opportunity-level health scores, sales process milestones, sentiment analysis, and more.
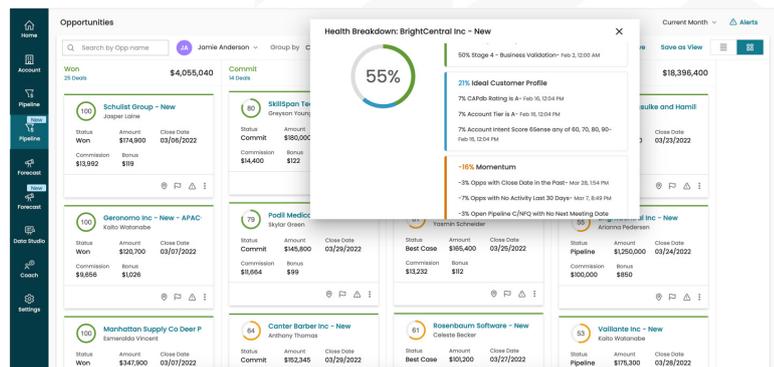
FORECAST COMMISSIONS ALONGSIDE PIPELINE MOVEMENT

Automate processes involved in commission earnings forecasting by combining the power of Xactly Incent and Xactly Forecast to address a constantly shifting pipeline that impacts projected revenue and costs to:

▶ Enable Finance teams to run prediction models more frequently and clearly visualize potential commissions alongside revenue pipeline data.

▶ Provide sellers a lens into their potential commissions, motivating urgency and giving validation of efforts.
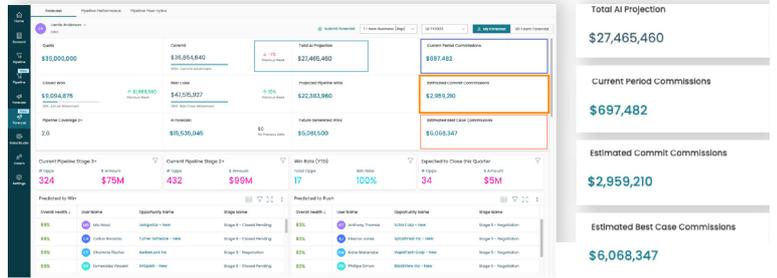
Why Xactly Forecast ?

Xactly understands the value of bringing together operational and intelligence capabilities to drive revenue operations success. That's why we built our Intelligent Revenue Platform, enabling us to align planning, performance and prediction functions into one cohesive platform.

As part of the broader Intelligent Revenue Platform, Xactly Forecast customers have access to the entire portfolio, allowing them to achieve more precise plans, better incentives, and data-informed insights to give them more confidence in their pipeline.

>80%	67%	Only 6%
of sales orgs **DO NOT** have a forecast accuracy of greater than 75%	of sales organizations have **NOT** formalized their approach to forecasting	of CSOs are confident they'll make their numbers
Miller Heiman Group	*Miller Heiman Group*	*Gartner*

>> LEARN MORE <<

To learn more about Xactly Forecast, visit our website to request a demo at xactlycorp.com

About Xactly

Xactly provides the only AI-powered platform that combines revenue intelligence and sales performance management so organizations can unlock their full revenue potential. Backed by two decades of pay and performance data, Xactly's Intelligent Revenue Platform is designed for finance, revenue, compensation, and sales leaders who want to drive quality, sustainable revenue. To learn more about Xactly and the latest issues and trends in revenue intelligence, visit us at XactlyCorp.com, follow our blog, and connect with us on LinkedIn.

Xactly®