hostanalytics

Host Analytics for Sales Planning

Align sales and revenue forecasts to financial plans and models. Eliminate spreadsheets and improve visibility into revenue trends and sales team performance.

SALES FORECASTS TIED TO REVENUE MODELS

Provide weekly snapshots, updates to sales stages with flow-through, discount modeling, and waterline forecasting. Drive top-down, middle-out, and bottom-up sales adjustments through the entire sales organization.

INTEGRATED QUOTA, COMMISSION AND TERRITORY PLANNING

Create quota and commission plans that motivate performance. Model spiffs, spot bonuses, and other compensation exceptions. Create fair territories, using data from sales and marketing such as leads, opportunities, pipeline, and accounts. Model different scenarios including direct and indirect channels, and territories to the zip-code level.

INSIGHTFUL TREND REPORTING

Analyze current vs. historical performance with weekly or daily snapshots. Create week-over-week reports that allow analysis across representatives, managers, sales stages, forecast categories and more.

ALIGN SALES AND FINANCE

Key Benefits

- Eliminate spreadsheets and manual processes

- Increase accuracy of sales forecasts

- Accurately predict sales commissions and bonuses

- Create fair territories based on the most recent data

- See the impact of sales forecast changes on the corporate model

Key Features

- Automated data collection from sales and marketing systems

- Flexible planning and forecasting capabilities

- Powerful multidimensional modeling engine

- Familiar web, Excel or mobile interfaces

- Easy to use, end-user reporting and analysis

- Scalable, secure cloud architecture

HIGHLIGHTS

Sales and Financial Intelligence

Convert sales orders to revenue with built-in financial intelligence. Break sales down with revenue recognition rules. Build revenue waterfall reports and other key reports. Accurately accrue for sales commission payments.

Weekly Executive Reporting

Automate the creation of weekly sales forecast reports and make updates with a push of a button. No more waiting on others for data. Assemble and publish professional looking report packages in Microsoft Word or PowerPoint.

Integrated Financial and Operational Planning

Close the loop between finance and sales by tying the sales plan to the corporate plan in one seamless platform. With one source of truth there is no arguing over the numbers and no surprises.

Flexible Planning, Forecasting and Modeling Capabilities

Run a bottom-up, top-down, or middle-out process. Make adjustments at any organizational level. Create an unlimited number of what-if scenarios. Driver-based modeling is easy enough for cost-center owners, yet sophisticated enough for Finance.

Easy Integration to CRM and Other Enterprise Systems

Integrating finance and sales information is easy with pre-built connectors and automated integration to a wide range of popular CRM, ERP, incentive compensation management and human resource systems. Bring over standard and custom objects like sales stages, forecast categories, opportunities and more.

Familiar Web, Excel or Mobile Interfaces

Collaborate securely across Excel, web and mobile interfaces. Leverage user familiarity with Excel while harnessing the power of a scalable, cloud-based engine. Provide access to line managers via a web or mobile interface.

Scalable, Cloud-Based Architecture

With no hardware or software to install, Host Analytics is fast to implement and easy for business people to administer without burning IT resources. Provides rapid delivery of new features, with automated upgrades and lower cost of ownership vs. on-premises alternatives.

MORE INFORMATION

Sales Planning 101 White Paper

Sales and Finance can work together to complete Sales and Revenue Planning. **Learn more.**

Sales Planning Video

See how you can slice, dice, and visualize your Salesforce.com data in Host Analytics. **Watch video.**

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