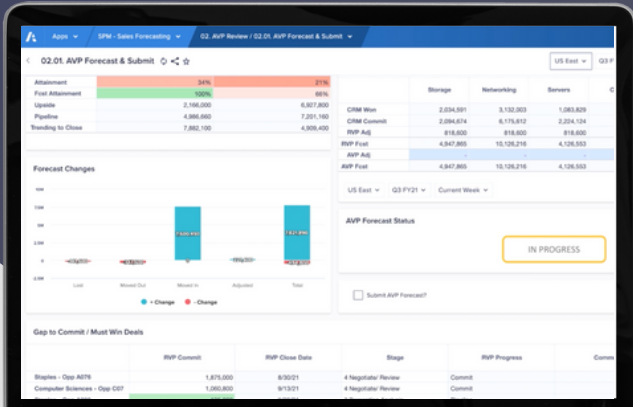


# ANALYZE, PREDICT AND OPTIMIZE WITH SALES FORECASTING.

Introducing the:

## QUICK-START SPM PACKAGES



## DATA DRIVEN PROJECTIONS TO IMPROVE ACCURACY AND DRIVE PERFORMANCE

Accelytics' sales performance experts created customizable, quick-start Sales Forecasting packages within Anaplan to improve your sales forecasts by turning your data into actionable insights, enabling collaboration, and increasing efficiency across your sales organization.

### PACKAGE OPTIONS

#### SALES FORECASTING STARTER PACKAGE

The starter package includes the essential tools needed to efficiently and effectively forecast sales and track performance.

#### SALES FORECASTING ADVANCED PACKAGE

The advanced package features the basic models plus additional configurations to take your sales planning to the next level.

*Each package can have additional modules and customizations for additional fees. Compare packages on page 2.*



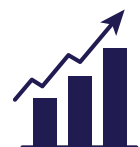
### FASTER DEPLOYMENT

With our Sales Forecasting packages, you receive a customizable Anaplan model that eliminates weeks from the implementation process, lowers the need for additional project resources, and quickly sets up your sales team for data-based planning.



### UTILIZE THE POWER OF ANAPLAN

Your organization will utilize Anaplan for data informed decision-making, real-time reports, and KPIs to optimize sales forecasts and strategies.



### BUILT WITH BEST PRACTICES

Our packages are built by leading industry experts that deploy implementation, and SPM best practices, to rapidly transform your organization.



# WHERE DATA DRIVES SALES PERFORMANCE



PACKAGE COMPARISON	STARTER PACKAGE	ADVANCED PACKAGE
Importing Sales and Opportunity Data	✓	✓
Integration of 3rd Party Sales Data	✓	✓
Import and Integrate Finalized Sales Goals	✓	✓
Revenue Projections	✓	✓
Reporting	✓	✓
Track Progress Against Sales Goals	✓	✓
Comprehensive Top Down, Bottom Up Quota Setting	✗	✓
Automated Data Imports	✗	✓
Advanced Management Reporting	✗	✓
Managed Operations Access	✗	✓
Pipeline Tracking Entry	✗	✓
Data Maintenance and Integrity Management	✗	✓

## CUSTOMIZE YOUR SOLUTION

Our Sales Forecasting packages include the foundational planning and forecasting capabilities to help your organization make more informed decisions about sales performance and strategies. Accelytics offers additional modules to meet your unique business goals, including:

- Advanced Sales Forecasting Tools
- KPIs
- Historical Pipeline Analysis and Comparison
- Territory and Quota Planning
- What-If Scenarios
- Data Validation & Cleansing
- Additional Data Integrations
- Advanced Analytics & Insights
- Advanced Dashboards
- Other Use Case Connections

**Contact [solutions@accelytics.com](mailto:solutions@accelytics.com) to connect with our SPM experts and learn more about our sales forecasting packages.**

**Ask about our full suite of quick-start packages, including Supply Chain, Finance and S&OP! With Anaplan, you can easily connect your whole organization.**