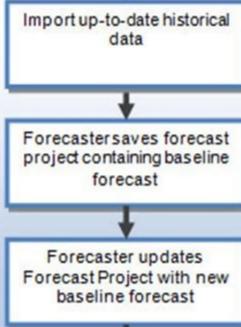


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What are the different forecasting tools. What are the forecasting tools.

Image credit Sell is the Zendesk CRM for sales, it's an intuitive platform with sales forecasting features for businesses of all sizes. And it was crafted to be as simple to use as possible so users can more swiftly adapt to its features. Users have found that this platform has greatly boosted their productivity, allowing them to spend more time on sales and less time on tedious, time-consuming tasks—like sales forecasting. Sell's automation allows users to generate reports with the stroke of a key, saving endless hours that would have been spent plugging numbers into spreadsheets. It includes a sales dashboard and reports for fast access to projections, as well as visualization tools for comparing predicted revenue to actual sales. This platform is an especially good tool for any business looking to simplify their sales processes as a whole. Relevant features: Aviso Image credit Aviso is a sales forecasting tool that promises 98% accuracy. It employs a unified forecasting approach that combines human judgment with its advanced predictive sales forecasting AI feature, and also offers personalized representative coaching. Users especially appreciate the WinScore Insights feature. This useful function uses artificial intelligence to generate statistical probabilities of every opportunity, helping sales reps and managers adjust their behavior to close deals faster. Aviso also offers software products for remote sales collaboration and advanced revenue operations. Relevant features: Deal level forecasting Hierarchy management Ensemble models Graphic data presentation Pipedrive Image credit Like Zendesk, Pipedrive is a CRM platform that provides forecasting features. Pipedrive describes its forecasting functions like having your own personal sales manager. It offers a customizable Forecast View that users can check on periodically for faster course correction and planning. The Insights Revenue Forecast — available only with the Professional and Enterprise plans — is an especially powerful tool for estimating future revenue. Pipedrive users also appreciate its extensive number of integrations, which makes it easier for them to connect to their other digital business tools. Relevant features: Dashboard Predictive sales analytics Drag-and-drop updating Sales trend analysis Really Simple Systems CRM Image credit Another CRM platform, Really Simple Systems CRM also has solid forecasting capabilities for small businesses. It features two popular report writers: the Forecast Report Writer and the Listing Report Writer. The Forecast Report Writer feature runs sales forecasts and manages pipelines, while the Listing Report Writer is used for ad-hoc reports and standard scheduled reports. The simple drag and drop function lets users customize reports and customer profiles. You can also create easily viewable snapshots of your key metrics on custom chart widgets. Really Simple Systems is a wide-ranging sales technology suite that includes features for sales, marketing, and customer service. Relevant features: Dashboard Custom widgets Pipeline management Customer report builders Avercast Image credit Avercast is a robust revenue forecasting and demand planning tool that boasts over 200 algorithms for generating accurate forecasts. Avercast offers a whole host of specialized forecasting products, including demand forecasting, inventory planning, capacity planning, and supplier connection. With 40 years of experience in supply chain software, Avercast is a leader in the industry when it comes to helping businesses plan with precision for the future. Relevant features: Correction analysis Sales trend analysis Exception reporting Planned vs actual tracking InsightSquared Image credit InsightSquared is a current industry favorite in the world of sales forecasting solutions. Its AI-powered forecasting lets users ditch the spreadsheets and simplify the process of making predictions. This user-friendly platform allows users to be hyper-specific with their reports. They can segment reports by region, product, line of business, and then view them within any time frame they wish to get a close-up view of purchasing patterns. Other popular features offered on this platform are its RevOps dashboard, interactive reporting, and conversational intelligence for gaining deeper insights into customer relationships. Relevant features: Ad hoc reporting Sales performance metrics Data visualization Trend/problem indicators INTUENDI Image credit Intuendi is an AI-powered inventory optimization and sales forecasting software tool. Users appreciate this platform for its omnichannel demand planning, which helps them correctly stock even when managing inventory across multiple channels. It also offers tools for simulating multiple scenarios so users can better plan for replenishment. Intuendi can run thousands of forecasts quickly. It also has functions for taking into account causal factors — things like stock shortages, stockouts, promotions, and similar events that happen frequently in business. Relevant features: Correlation analysis Dashboard Graphical data presentation Historical reporting Product introduction planning Dynamic modeling Salesforce Sales Cloud Image credit Salesforce, like Zendesk and Pipedrive, is a larger technology suite that includes products for sales, customer service, and marketing. Sales Cloud is its sales tool, which includes tools for pipeline management and forecasting. Using out-of-the-box KPIs and quick filters, this platform promises real-time visibility of your sales pipelines so users can zero in on the most promising opportunities. It also allows users to transform 1-on-1 status updates into coaching sessions, so the team is constantly learning with real-time customer data. Relevant features: CRM Predictive AI Process automations Reporting dashboards OnPlan Image credit OnPlan is a financial modeling tool and sales forecasting solution that's best for businesses from all industries with 25-500 employees. It allows users to create "What if" scenarios, so they can model their way through different circumstances for a better understanding of their leverage points. Additionally, OnPlan features a powerful BVA tool — or Budget vs. Actual. Users also enjoy the tracking ability, which gives them insights into the actions other team members took on certain accounts in the past. Relevant features: Audit trail Benchmarking Dashboard Milestone tracking Pre-made dashboards Financial reporting Clari Image credit Clari is a forecasting tool for B2B sales leaders who want to shorten their sales cycles and get better forecasting accuracy. See real-time visualizations for your business's revenue health indicators, track changes to your forecast, and use predictive forecasting to get a better view of where you'll land every quarter. Clari promises to help teams attain greater productivity. It also has products for pipeline inspection, account engagement, CRM automation, and revenue intelligence. Relevant features: Dynamic modeling Sales trend analysis Statistical analysis Interaction tracking Graphic data presentation ForecastX Image credit ForecastX is a sales forecasting solution that uses Excel to let users create instant forecast reports. It has tools for managing inventory levels, optimizing safety stock, and measuring the impact of certain events. ForecastX uses what it calls PROCAST — a best-fit algorithm that lets users create accurate statistical forecasts so they can plan with great accuracy. It also offers collaboration features for working as a team, so you can keep external stakeholders updated consistently. Relevant features: Modeling & simulation Performance metrics Correlation analysis Exception reporting Statistical analysis Workday Adaptive Planning Image credit Workday Adaptive Planning offers enterprise financial and sales planning for large businesses. This platform allows users to forecast and plan around any chosen milestone, including academic calendars and revenue recognition schedules. Adaptive Planning includes features of financial accountability, including budgeting, committee management, cash management, and access controls and permissions. Like some of the other vendors in this list, Workday Adaptive Planning comes with a pretty big price tag, meaning it's best for corporate to large-enterprise businesses. Relevant features: Consolidation/roll-up Correlation analysis "What if" scenarios Accounts payable Customizable dashboard Zoho CRM Image credit Zoho CRM is a sales CRM software platform for SMBs and enterprise businesses. It offers integration with 500+ business apps, and also has digital tools for sales funnel management, workflow automations, and customer support and services. Zoho's software lets users break down their forecasts for a closer look at specific performances, including for sales teams, individual representatives, and territories. Summaries help identify the highest performing salespeople and pinpoint the strengths of each team based on how well they met their targets. Additionally, Zoho users also appreciate having their forecasting tools directly integrated into their CRM. This allows them to make even better use of the insights gained from their revenue predictions. Relevant features: Dashboards Automations Sales analytics Sales performance management Anaplan Image credit Anaplan is a connected planning and sales forecasting solution for managing more control over business performance. With solutions for budgeting, operational planning, supply planning, and sales incentives, Anaplan is an all-in-one finance and supply management tool for large and quickly scaling businesses. Anaplan users are especially pleased with its adaptability, which allows them to build reports based on existing excel models. The platform has a strong focus on the collaborative big picture of how sales, finance, HR, and operations work together to plan together for growth. Relevant features: Dashboard Ad hoc analysis & reporting Modeling & simulation KPI monitoring Qualitative & quantitative analysis Proprix Image credit Proprix is a financial management software platform that offers solutions for budgeting & planning, financial consolidation, and reporting & analytics. It promises agile forecasting that lets companies act fast to keep up with the ever-shifting tides of running business. Proprix allows users to create a multitude of reports with a simple click, including multi-year forecasts, driver-based forecasts, and rolling forecasts. It also offers automation features for handling data retrieval and entry. Proprix users can either operate their software on its web interface, or using Microsoft 365 and Excel. Relevant features: Audit trail Competitive analysis "What if" scenarios Asset lifecycle management Correlation analysis Dashboard

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