Compare BoostUp.ai vs Clari

BoostUp vs **Clari**

Ratings	BoostUp	Clari
Meets Requirements	9.2	9.1
Ease of Use	9.3	9.2
Ease of Setup	9.6	8.2
Ease of Admin	9.0	8.6
Quality of Support	9.5	9.2
Ease of Doing Business	9.9	9.2

Learn Why Revenue Leaders Choose BoostUp Over Clari.

BoostUp's Differentiating Values

	Clari	**BoostUp**
Data & Accuracy	**Inaccurately matches** activity to the correct opportunities and contacts. Inaccurate and not verifiable.	**Accurately matches** activity to the correct opportunities and contacts. Accurate and easily verifiable.
Usability & Adoption / Roles Served	**Low and reluctant usage and adoption.** Used by sales leadership. Becomes a supporting tool. Still have to rely on the CRM heavily to get any details.	**Rapid usage and adoption.** Entire GTM team loves BoostUp, including managers, reps, customer success, and operations.
Ease of Customization	**Rigid, inflexible platform.** Pro-serve configuration; requires professional services (time and additional costs)	**Flexible, configurable, platform.** Self-service configuration; no professional services needed.
Platform Completeness	**No call recording/analysis**. Surface-level highlights. No insights.	**All functionality**. Deep contextual and actionable insights for reps, managers, leadership.
Partnership	**Just a number.** No input to roadmap.	**A strategic partner.** Input on roadmap.
Pace of Innovation	**Slow**. Significant enhancements coming from acquiring/bolting on.	**Fast**. Significance enhancements released twice a month.

Usability - Focus on Ease of Use & Adoption

⟶ Built for the entire revenue team - Not just sales leadership.

Every user within an organization, from the executive level to sales managers and reps, customer success, and solutions consulting, finds BoostUp to be highly usable and valuable to their daily work. **With an average of 25 minutes of use per user per day across all roles**.

- 99% Ease of Doing Business | G2 Rating
- 97% Ease of Setup | G2 Rating
- 96% Product Direction | G2 Rating
- 95% Quality of Support | G2 Rating

Highest Amongst RevOps & Forecasting Vendors

"

BoostUp gives me and the whole team insights into sales activities and trends that I genuinely hadn't dream of getting access to. **We love that everyone gets value in using BoostUp and now we look at our business through an entirely different lens** now that we can make proper data-driven decisions.

Peter Kokkinos
VP & Managing Director

degreed

Customizability

⟶ Self-serve administration & configuration - No need for professional services.

BoostUp gives you speed and control with self-serve administration and configuration. While our solution architects are always there to help you build things, a user-friendly self-serve portal enables you to make significant changes of your own.

With a few clicks:

- Enable any forecasting metric
- Add formula metrics
- Map fields from CRM
- Add new business types
- Customize your roll-ups page
- Add new filters and change column names
- Create custom dashboards, reports and views

BoostUp supports non-stand Salesforce schema, including custom objects.

Take the Tour
Smart Roll-Ups | Guided Forecast Submission

"

The RevOps solution provider we leveraged before (Clari) never delivered the value we had hoped for. We found their platform to be rigid. BoostUp moved us away from spreadsheets completely, help us achieve over 95% forecast accuracy and was something the whole team adopted and found to be easy to use.

TJ Williams
Chief Revenue Officer

degreed

Platform Completeness

⟶ All functionality into a single platform vs rigid applications

BoostUp, the most customizable and complete Revenue Operations and Intelligence Platform, is your co-pilot for predictable revenue, 95% or greater forecast accuracy, unified data, and actionable risk insights for your pipeline, opportunities, accounts, and renewals.

- Forecast Intelligence
- Pipeline Intelligence
- Account Intelligence
- Opportunity Intelligence
- Activity Intelligence
- Call Intelligence
- Sales Analytics and BI
- CRM Hygiene Insights

"

After doing our vendor landscape due diligence, BoostUp was the only complete revenue intelligence platform in a market full of point solutions. We needed one connected revenue intelligence solution that solved all our needs - one built for our entire revenue team to drive forecasting, accuracy in our forecast, and scale deal reviews.

David Groves
VP, Worldwide Field Operations

CONTENTSQUARE

Partnership that Works for You

⟶ A strategic partner - Not just a number.

Revenue teams and processes are constantly changing. There is no one size fit all or set and forget. At BoostUp we become the extension of your revenue operations team, solutioning with you every step of the way.

Our roadmaps are informed by customer needs and obsessive shipping delivers a constant drip of valuable features twice a month.

We provide highly responsive support through a Slack channel to get your questions answered within minutes and problems resolved within days. No more lengthy waiting periods or weeks until changes are implemented.

"

We selected BoostUp over Clari because we found their platform to be extremely customizable. This allowed us to build our custom forecast within BoostUp to meet our unique needs. **Additionally, we knew we weren't just a number but would be a strategy partner with BoostUp.**

Vadim Zakiyan
VP, Sales Operations

TripActions

Speed of Innovation

$\longrightarrow$ Innovation & co-innovation - Not a stagnant solution.

In the rapidly moving world of SaaS, customers buy a product's roadmap as much as the "as-is" version. For example, customers often say that Clari's product hasn't changed in years while BoostUp releases 1-2 significant enhancements per month.

Our founders deeply believe in closed feedback loop innovations with customers, and our roadmaps truly reflect customer pains vs. designed to simply check the box.

"

BoostUp's platform allowed us to customize everything to our unique needs. The speed of innovation/roadmap delivery and a team that understands our space is unparalleled at BoostUp. Other vendors we evaluated (Clari, Aviso, etc.) don't even come close, IMHO.

Noelle S. Uglesic
VP, GTM Strategy & Operations

LATCH®