

# BoostUp Advanced Forecasting

Drive predictable revenue and achieve 95% or greater forecast accuracy.



BoostUp, with its modern UI, customizable self-serve architecture, and support for advanced and enterprise-level forecasting processes, is now the #1 choice for Revenue Operations & Intelligence Platforms.

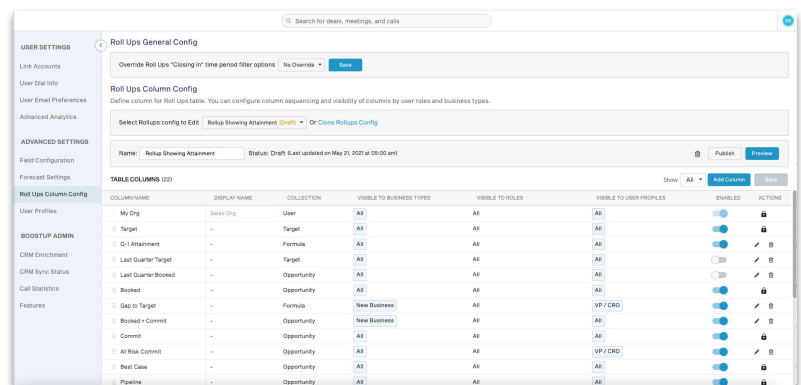
BoostUp doesn't force you to change your business to fit BoostUp. BoostUp fits your business, inherently enhancing your forecasting process. Continue to leverage your existing forecasting methodology or implement a best-in-class (ideal state) forecasting with very little overhead and change management.

## 1. Custom Formula Weighted Roll-Up

Does your organization have specific indicators that they use as a barometer in each rollup?

You can use BoostUp to calculate commit gaps, weighted scores based on intent, and more. These custom metrics are all point and click configurable and self-service by your administrators.

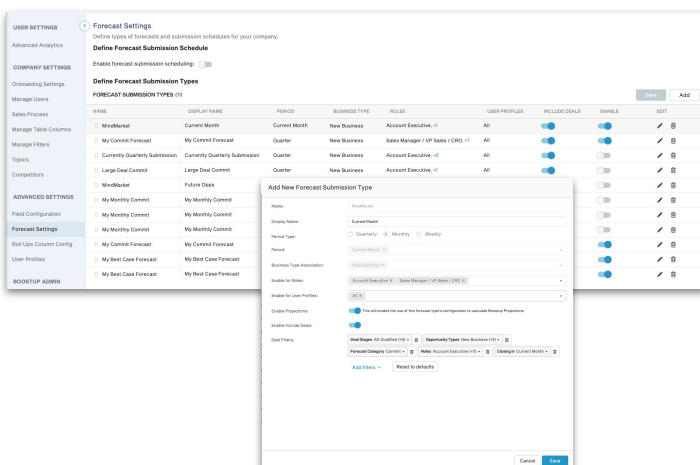
[>> Learn more about BoostUp's Self-Serve Admin Studio.](#)



## 2. Custom Forecasting Business Rules

Guide your team's forecasting submissions by setting automatic qualifiers or validation rules to determine what deals are eligible to be submitted into their forecasts, including auto-include and auto-exclude.

This is a reliable way to promote best practices, data hygiene and more thoughtful rep forecasting.



TAKE THE GUIDED FORECAST  
ROLL-UPS TOUR.

TOUR BOOSTUP

"After extensively reviewing our options, we chose BoostUp for its flexible forecasting and pipeline management. We believe BoostUp is well equipped to handle the complexity of our business, ingest data from our internal data warehouse, support our teams' process compliance such as MEDDPICC, and provide context and next best actions all in one intuitive platform."



**Evan Randall | SVP, WW GTM Strategy & Operations**  
**teradata.**

### 3. Global Business Types

Global Business Types allow you to delineate your business in ways that are meaningful for each role.

Whether you want to show views for specific deal types, product groups, new business or expansion, BoostUp can provide actionable views which accommodate the unique data points that matter most.

Global Business Types provide a way to create multiple instances of BoostUp inside one experience based on how you structure SFDC and segment your business or your sales team.

### 4. Blended Forecasting Models

As your teams progress through a quarter, you'll want flexibility in their month over month forecasting and how it can apply to the sum total of their overall quarterly call.

Blended forecasting, which is a mix of quarterly and monthly forecasts, is invaluable in situations where there is cross-functional team selling and you want to understand the forecast from each team member's point of view.

**TAKE THE BOOSTUP GUIDED  
FORECAST SUBMISSION TOUR.**

**TOUR BOOSTUP**

*"BoostUp was clearly built by people who know what is required to call a forecast. They've put at my fingertips, the intelligence and flexibility I need to support of advanced forecasting process and call the right number accurately. With BoostUp, we made a giant leap forward and now have a great handle on our pipeline and calling accurate numbers."*

[illegible]

## 5. Multi-Role Deal Override

In today's world of team selling businesses need to understand how each member of a team is trending within a deal and what their commit forecast is at a deal level.

Get input from each team member to get a comprehensive view into deal's health.

## 6. Opportunity Splits

Make it easy for your revenue team to collaborate and share opportunity revenue by enabling opportunity splits and customizing them for your business. This is extremely helpful for solution consultants, product specialists, renewal teams, and any scenario where partial deal attribution is present.

[illegible][illegible][illegible]

## 7. Account-Based Forecasting

There is often a need to break opportunities out within an account to accommodate different offerings, deal types, and cross-sell/upsell situations.

With BoostUp's flexible pivoting, you can view a rollup dashboard for each account that shows every opportunity within an account and all the associated deal indicators for each opportunity associated with that account.

# READY TO DRIVE PREDICTABLE REVENUE THROUGH HIGH ACCURATE FORECASTING?

## GET A DEMO