



BOOSTUP FOR REVENUE OPERATIONS

# Operationalize With Confidence

Drive full-funnel accountability across sales, marketing, and customer success — to streamline operational processes, reporting, and forecasting that lets the sales team execute with confidence. Empower your revenue team with forecasting designed for repeatable, predictive growth. Powered by AI, BoostUp's forecasting intelligence solution delivers actionable insights your front-line teams need to hit the coveted 95% forecast accuracy and close more deals, faster.

## Forecast Assembly

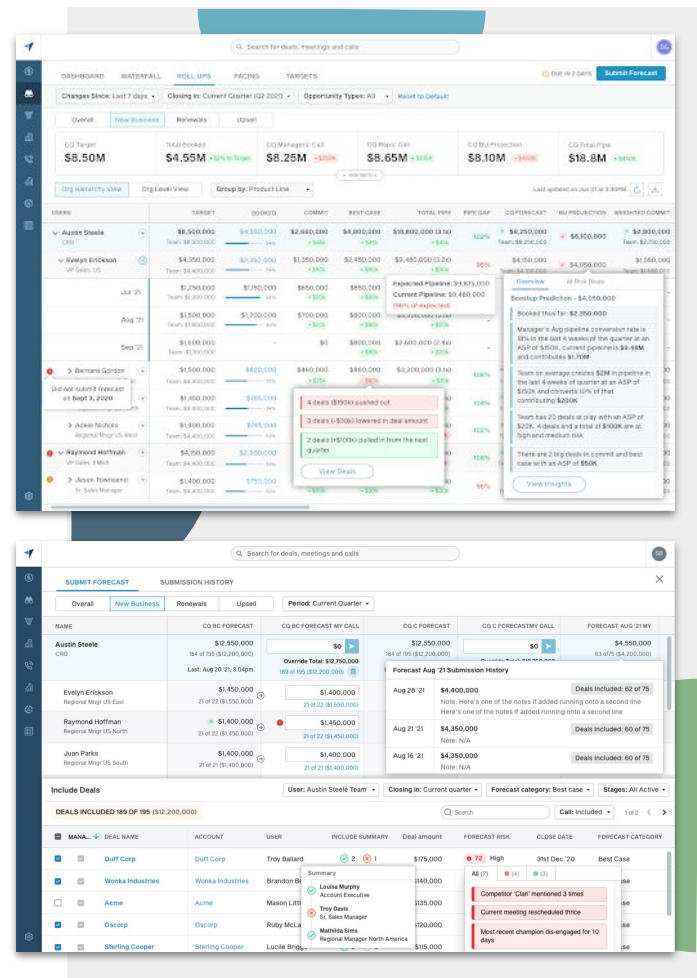
### Boost accuracy with dynamic roll-ups.

Based on verified data, our AI-based projections and deep insights drastically increase forecasting accuracy. Designed for flexible and customizable visualization, our platform features hierarchical and flexible roll-ups by region, product line, business type, and sales leader for instant insight into end-of-quarter deals. You control your forecast cadence, process, metrics and pivots to meet your organizational needs.

## Forecast Submission

### Standardize your forecast submission process.

Build alignment across your revenue team leveraging BoostUp's guided forecast call process. View submission histories and discover patterns, inconsistencies and submit a more informed number. Override submissions, quickly include and exclude deals and see deal-by-deal risk factors and associated forecast risk.



BoostUp was clearly built by people who know what is required to call a forecast. They've put at my fingertips the intelligence I need to call the right number accurately. With BoostUp, we made a giant leap forward!

Kenny Hsu  
VP Revenue Operations | Auditboard



BoostUp.ai | demo@boostup.ai

@2021 BoostUp.ai, All Rights Reserved. The BoostUp name and logo are trademarked.  
WW\_BoostUp-Revenue-Operations-Solution-Brief\_EN\_v1\_102021.

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

## Benefits

### Predictive time-series reporting and analytics.

Get time-series analytics on any sales metric, including forecasts, pipeline, activity, and quota attainment. Your metrics and reports wish list ends here.

### Predictive pipeline coverage and change tracking.

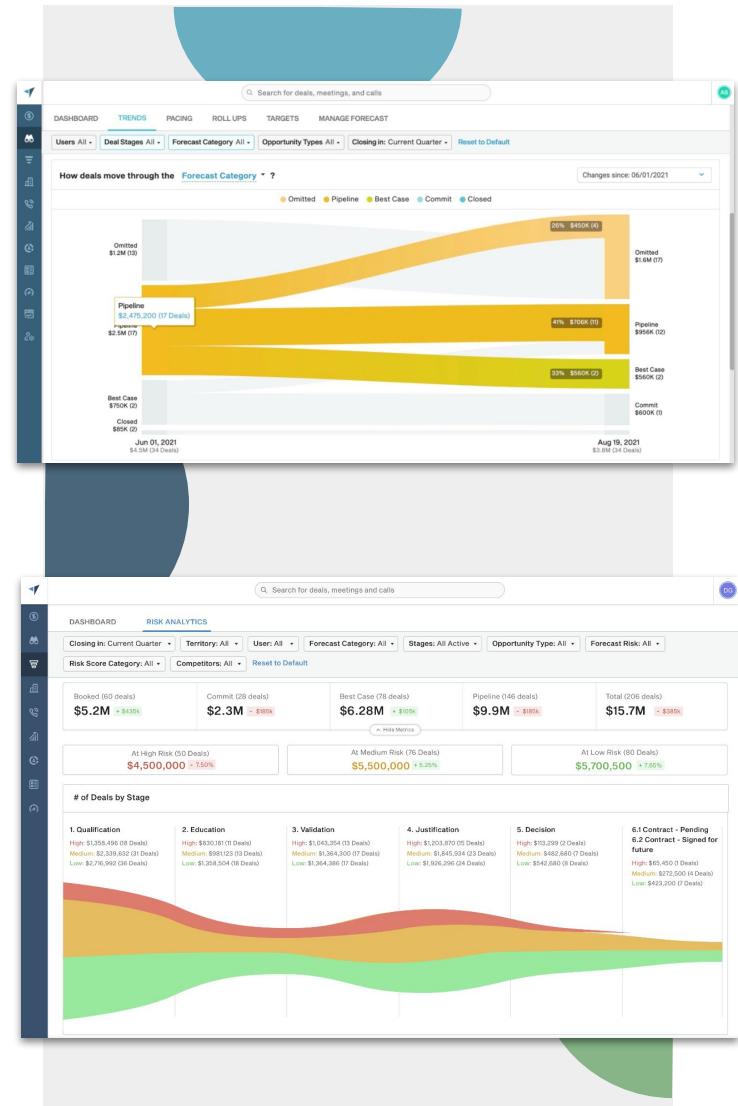
Know the risk and quality of your current pipeline. Understand if you have enough pipeline coverage for this quarter and next. Get a complete picture of your pipeline health, what's changing, and pipeline progression reports.

### Predictive forecast health analytics to build confidence.

Leverage "true" engagement data and comprehensive risk scoring to get an accurate, reliable view of your seller's pipeline. Identify how much of your pipeline is at risk, where the risk resides, and the events behind the changes.

### Instant presentation-ready QBRs and W/L patterns.

Get a complete rundown of your previous quarter, identify common patterns for your won and lost deals, and forecast accuracy. Understand quota attainment, average sales cycle and ACV, and lead source analysis.



## Results

**95%**  
Forecast  
Accuracy  
Attainment

**25 hrs**  
Saved Per Week in  
Forecast  
Preparations

**30%**  
Increase in Sales  
Rep Capacity

**10x**  
Increase in Deal  
Reviews per Week