



Smartsheet Accelerator for Sales Forecasting

Sales teams sometimes lack the up-to-date information they need to create accurate forecasts. According to the Sales Management Association, 74% of sales leaders believe their sales forecasts are not accurate, 41% say CRM systems alone do not provide enough quality data to improve forecast accuracy, which increases by 26% with improved accountability.

To solve sales forecasting challenges and help with accuracy, Smartsheet Accelerator for Sales Forecasting is built using best practices to increase the use of a consistent forecasting process, improve sales representative accountability, and provide sales leaders with pipeline data they need to make better-informed, actionable decisions.

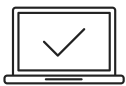
Smartsheet Accelerator for Sales Forecasting

Overview



Smartsheet Accelerator for Sales Forecasting gives sales leaders the tools they need to create accurate forecasts utilizing roll-up summaries, executive dashboards, CRM sales data, and more, making the process more effective, efficient, and transparent.

This solution leads to more visibility for more accurate and better-informed forecasts, at scale. Consistently applying this process across the entire team promotes accountability, predictability, and effective decision making.



Make Sales Team Collaboration Work

Smartsheet Accelerator for Sales Forecasting provides reps and teams with a scalable, collaborative process for adding consistent insights to sales forecasts.



Make Better Sales Forecasting Decisions, Faster

Smartsheet Accelerator for Sales Forecasting helps sales leaders make more informed decisions by enabling sales teams to create more actionable forecasts, based on insights.



Automate Sales Forecasting Processes

Smartsheet Accelerator for Sales Forecasting reduces the amount of time spent reporting on pipeline confidence levels and rolling up forecast interpretations.

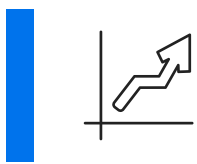
Deploy Your Sales Forecasting With Confidence

Smartsheet Accelerator for Sales Forecasting rapidly delivers a consistent process that helps sale teams be more deliberate and intentional in creating accurate forecasts.

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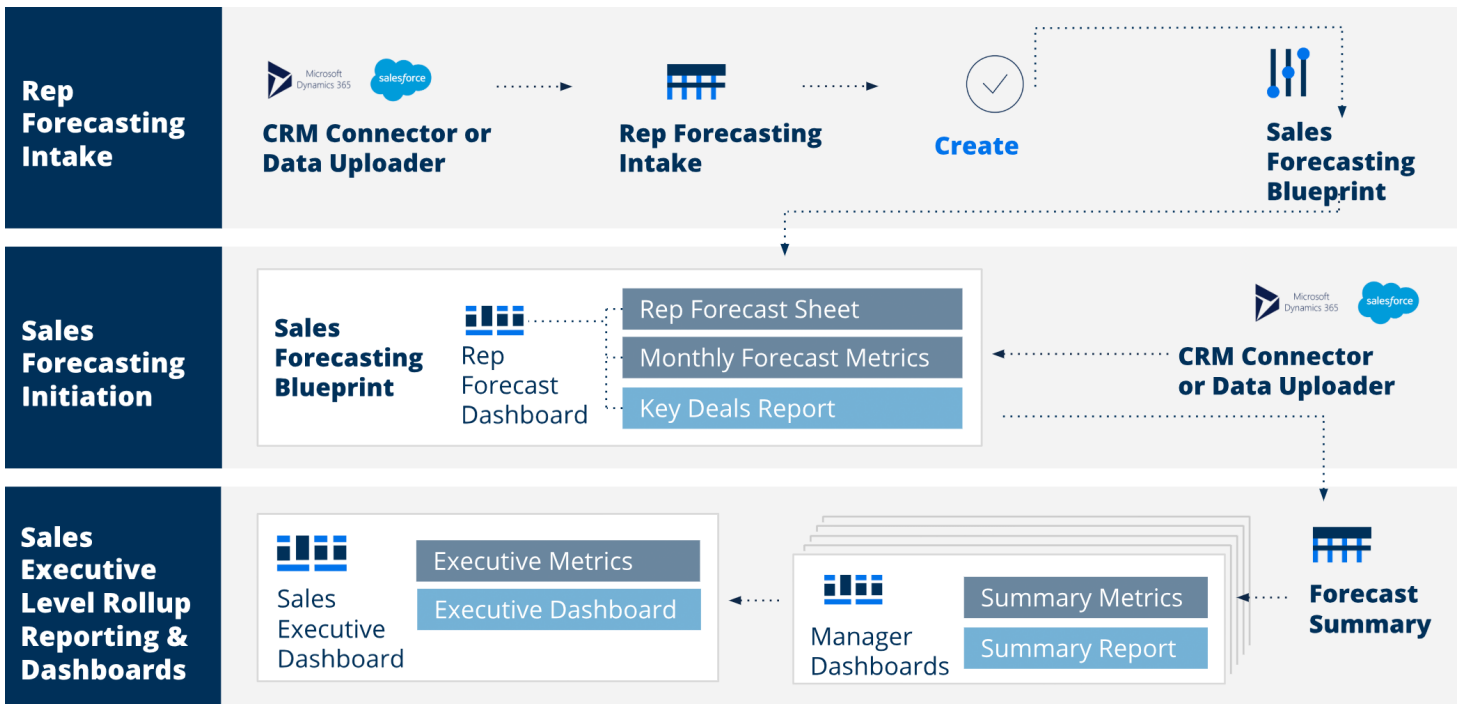
Key Components, Capabilities, & Benefits (cont.)

Optimize Sales Forecasting Experiences



Accelerator for Sales Forecasting Framework

- The Smartsheet Accelerator for Sales Forecasting has 7 dashboards, 12 sheets, 6+ reports, 1 blueprint.
- A key system requirement for this accelerator is the Salesforce Connector, the Microsoft Dynamics 365 Connector, or Data Uploader.



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Key Components, Capabilities, & Benefits (cont.)



Other Key Capabilities

- Recommended solution deployment configurations are pre-set to address your specific, common business challenges.
- On-boarding and change management guidance is supported by new Smartsheet capabilities like Onboarding Center.
- Solution Assurance Package to help maintain the solution through its lifecycle. (Consulting deployment only.)
- *Optional Additional Consulting - Optional Integration Support for Salesforce Connector, Microsoft Dynamics CRM Connector, Jira Connector, API connections to external systems.



Key Benefits

Smartsheet Accelerator for Sales Forecasting speeds up time to value for sales leadership by delivering optimized templates with cost effective best practices, resulting in a rapid ROI.

- Better collaboration increases the accuracy of sales forecasting.
- Enhanced visibility into real-time pipeline data and greater accountability of forecasting interpretations ensures that decisions are made faster.
- Automation reduces time wasted on manual data entry, notifications, and updates.
- Confidently deploy large-scale sales program management initiatives with enterprise-grade security and administration.