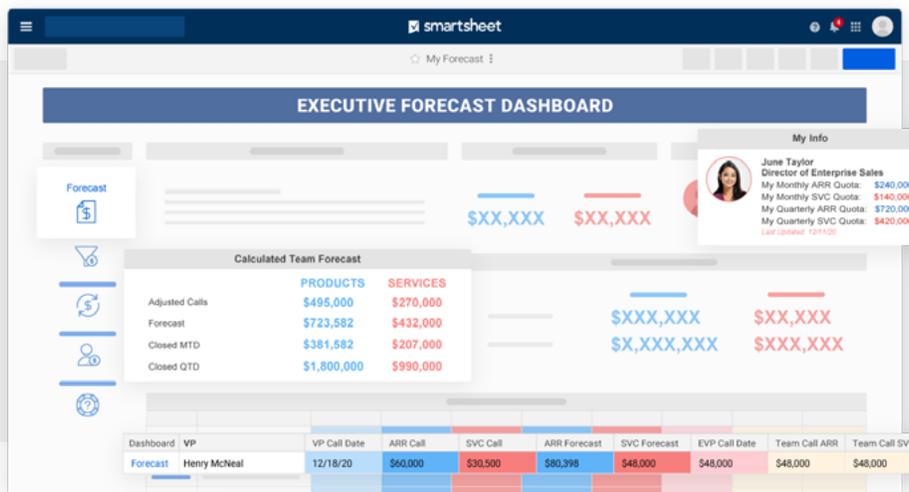


Accelerator for Sales Forecasting

Overview

The Smartsheet Accelerator for Sales Forecasting enables sales organizations to provide reps up through all layers of management with a unified and accurate approach to sales forecasts. This solution makes it easy for organizations to scale a sales forecasting process that provides: a scratch pad for reps to track their deals before committing, calculated forecasts with historical snapshots for more predictable revenue streams,

key deal pipeline management, and account team collaboration so that leaders can make more accurate sales forecasting calls. With the Accelerator for Sales Forecasting, sales leaders can easily scale a solution that uses Salesforce data for a unified and accurate approach to sales forecasts.



Increase Effectiveness:

With a single source of truth for calculated forecasts and interpretations, sales reps are able to create more effective forecasts.

Create Velocity:

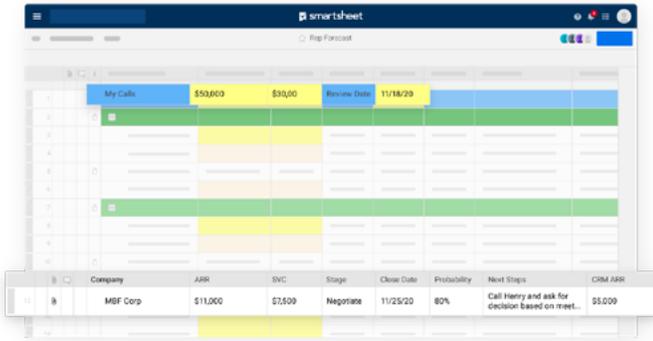
Remove bottlenecks and gain a competitive edge by implementing a unified process for more accurate forecasts.

Eliminate Silos:

Forecasts - and forecasting history - are rolled up through every level of the sales organization for improved accountability and reporting.

Scale with Confidence:

Sales teams are empowered to quickly utilize prebuilt work process automation, reports, and dashboards for forecasting success, at scale.



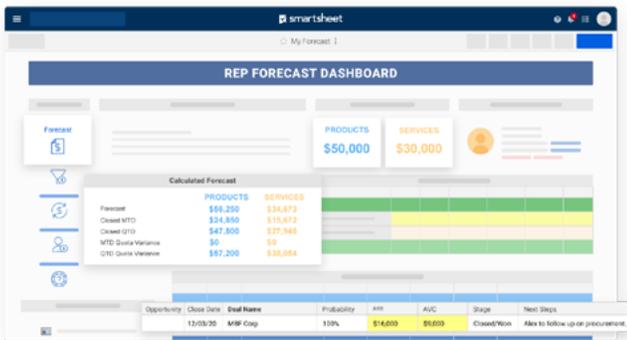
Methodically organize calculated forecasts.

Sales organizations are able to unify their sales process to build accurate, calculated forecasts based on opportunities and historical data from their system of record.



Utilize a scratch pad for interpretations.

Sales reps know their customers best. They can easily use a consistent single source of truth for their next steps, comments, and notes that could affect their calls.



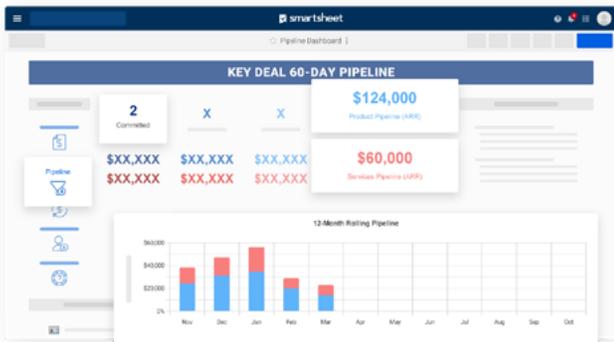
Confidently make calls.

Sales reps are easily able to make accurate forecasting calls based on insight into their pipeline, historical calls, and customers.



Enable account teams to align.

Teams can easily work together to understand the steps they need to take to effectively close deals.



Forecasts easily roll up through the organization.

Reps forecasts and calls seamlessly roll up through their organization. That way every level of leadership can apply their own calls and interpretations to the data.

The Smartsheet Accelerator for Sales Forecasting is a premium solution available for an additional fee to customers with Business, Enterprise, or Premier plans.