Financial Clarity

NextQuarter

Goodbye Excel, hello real-time forecasting

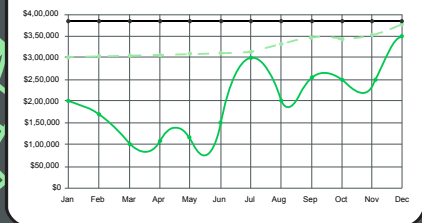**Forecast accuracy of over 95% begins with Next Quarter.**

What If ?
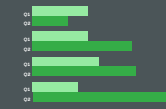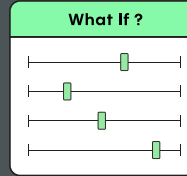
Account by Forecast VS Plan VS Prior Year

Plan · Prior Year · Prior Year

Improve profitability with continuous revenue intelligence so you can forecast growth based on data, not hope.

Main Features

Real-Time Forecasting
- A single source of truth that gives you revenue information that isn't siloed in different systems.
- As a Salesforce native platform, you get actionable larity, allowing you to dynamically forecast growth plans based on real data.

Scenario Planning
- Spend your time making decisions, not hunting for information.
- Plan for unforeseen situations with "what-if" model scenarios.

Revenue Dashboards
- Get a single view of revenue across the organization in real time.
- Lose the outdated excel spreadsheet and manage our organization using

Workbench
- Convert every opportunity into a revenue schedule based on revenue recognition rules.
- Users can edit the revenue schedule and make updates to the phasing of revenue forecasts.

Sub-Features

Risk Mitigation
- Plan for potential gaps in the forecast and feel confident in meeting revenue targets.

ERP Integration
- Get actual revenue information from your financial systems to seamlessly view historical trends.

Management Roll-Ups
- Ability to configure various dimension-based roll-ups to allow management line of sight to make any forecast adjustments.

Separate add-on feature for Account Growth

Analytics and Insights
- Get real-time visibility into the revenue and financial performance with the underlying driver-based analysis. Finance teams spend less time preparing reports and more time providing insights to become true business partners and trusted advisors.

Realized Results

95% Improved forecast accuracy to 95%+
30% Saw an average 30% efficiency improvement

Real-Time Revenue Forecast

86%

86% of CFOs need to provide real-time, accurate and granular data to key stakeholders

Limited Long-Term Forecast Visibility

80%

80% of finance teams can't forecast revenue and earnings beyond 12 months

What-If Scenario Planning

84%

84% of CFOs identified difficulties in rapid modeling as their top planning challenge

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