

AKOONU FORECASTING

FORECAST WITH EASE AND CONFIDENCE IN SALESFORCE

THE CHALLENGE

Creating and tracking the sales forecast is full of **frustration** and **manual work**: poor visibility, inefficient or lacking processes, inability to apply judgement, and lack of tracking and accountability.

THE SOLUTION

Akoonu solves these pains with a forecasting solution that is 100% native in Salesforce, and built for enterprise sales teams to easily submit, track and inspect their sales forecasts

THE VALUE

- ✓ Forecast with confidence, visibility and accountability
- ✓ Everything together in one place to manage the forecast
- ✓ Easy, fast and efficient for reps, managers, and execs

KEY USE CASES

FORECASTING

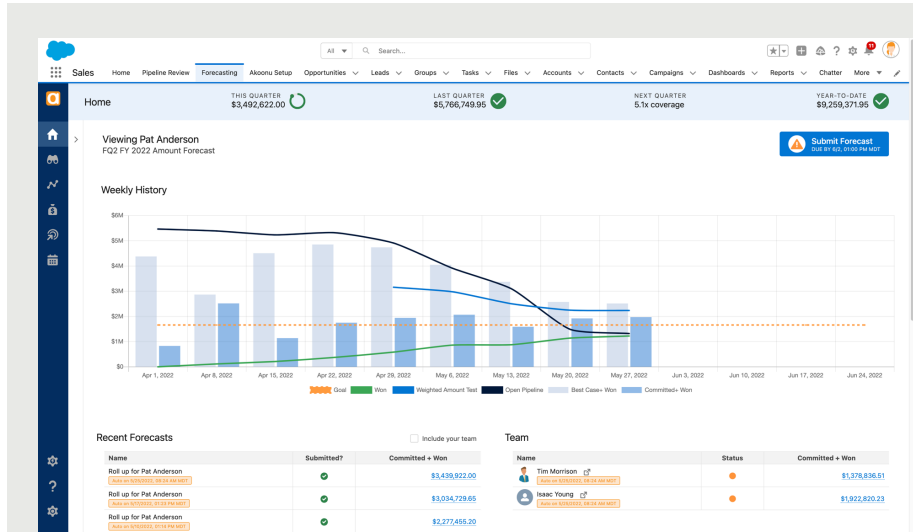
- ✓ Forecast any amount field and any segment of deals
- ✓ Track history and trends
- ✓ Deal, Rep and Team-based adjustments

WEEKLY CADENCE

- ✓ Forecast on a Schedule
- ✓ Workflow and Automation
- ✓ Team-based Rollups

QUOTAS/GOALS

- ✓ Manage Rep Quotas
- ✓ Automate Roll-up Sales Goals
- ✓ Track and View Progress



100% Native in Salesforce



BUILT FOR B2B SALES TEAMS

SALESFORCE EDITIONS

- ✓ Professional
- ✓ Enterprise
- ✓ Unlimited

BUYER PERSONAS

- ✓ Sales Operations
- ✓ Sales Excellence
- ✓ Sales Management
- ✓ Finance / Operations

COMPANY SIZES

- ✓ SMB
- ✓ Commercial
- ✓ Enterprise

INDUSTRIES INCLUDE

- ✓ High Tech
- ✓ Manufacturing
- ✓ Financial Services
- ✓ Healthcare



Salesforce ISV Partner since 2017

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