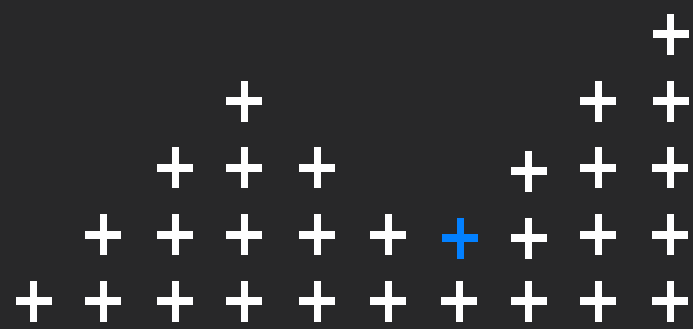




Forecasting



Forecasting that adapts to your go-to-market strategies.

Clari automates time-consuming forecasting tasks by continuously rolling up forecasts across every rep, region, overlay, channel, and product line in your business. Clari's forecast is backed by actual deal data, so you and your company can use it to make critical strategy decisions. Whether you have five sales reps or 5,000, Clari's forecasting is the fastest, easiest, most flexible, and most accurate in the world.

Forecast with confidence.

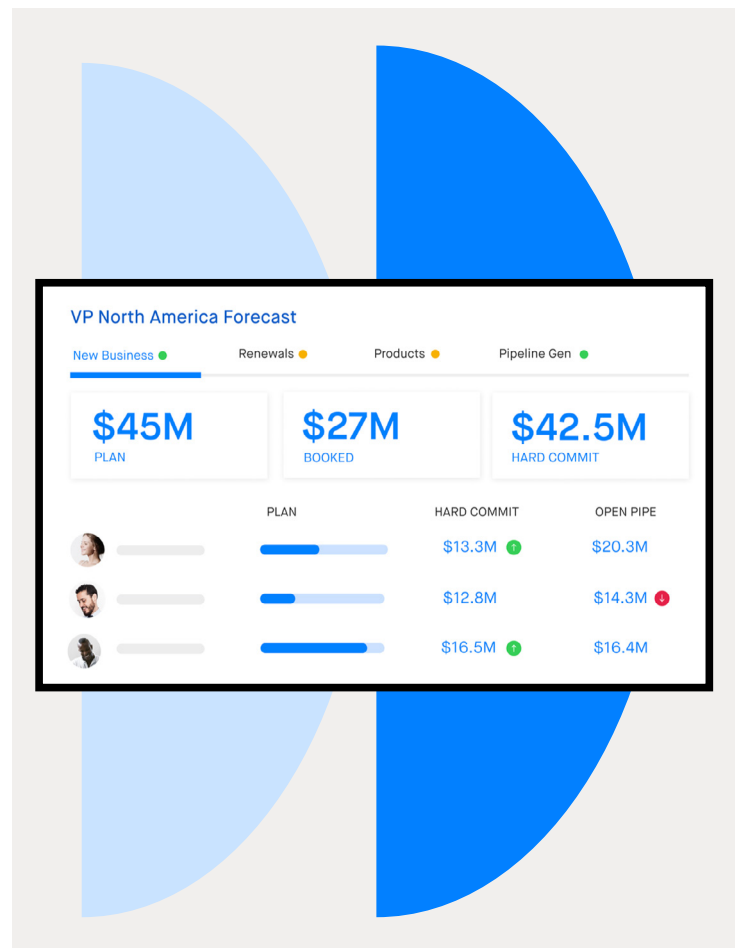
No more spreadsheets. No more guessing games. Call your number based on real-time data and predictive insights—whether you're forecasting your net new business, your product line, or expansions and renewals.

Unlock your data to deliver results.

Get total visibility and valuable insights across your revenue process. Know what's going on at every level—in your deals, your accounts, your territories, and across your business, to eliminate surprises and guarantee predictability

Spot risk and opportunity in real time.

Clari gives you a comprehensive understanding of your pipeline sufficiency in current and future quarters. Clari instantly shows you what's changing and why, so you can quickly spot risk and take action.



Clari Forecasting Capabilities

Predictive forecasting: Clari backs up human intuition with AI insights so you can pressure-test your call and see exactly where you'll end the quarter.

Full-funnel forecasting: Forecast not just opportunities, but also accounts, to track your performance against plan for pipeline generation, net new business, renewal, churn, cross-sell and expansions.

Scenario forecasting: Run the numbers for every possible scenario to see the impact on your forecast and validate your forecast based on real data.

Segment forecasting: Slice and dice your forecast by any segment, including geo, vertical, and product, to understand your business and take the right actions.

Pipeline Inspection: Understand the true state of your pipeline so you can see which transactions make up your inventory, what coverage each segment and territory has, and how much more you need to make the number in current and future quarters.

Adaptive Revenue Metrics: Get a real-time view into revenue KPIs like retention rates, pipeline coverage ratio, and other configurable metrics to gauge the health of your business.

History tracking: Easily track important changes to the forecast—like who changed their commit since the last call.

Whitespace analysis: Track which accounts have additional opportunities with a view into whitespace across accounts by any attribute.

Mobile forecasting: Update forecasts from anywhere in the world, and see results in real time.

Learn about these capabilities and more—schedule a demo today.

—We've reduced forecast error and consistently land within 5% of Clari's week 2 projection. Predictable results help us take calculated risks with confidence.

Daniel Carpenter
Former VP Revenue Excellence @ Carbon Black