



# Improve Forecast Accuracy and Build Revenue Confidence

Accurate sales forecasts are essential to make strategic investment decisions, drive operations, and implement effective financial plans, but most organizations aren't able to create accurate revenue forecasts. Clari gives you a comprehensive and detailed picture of your business—so you can inspect all segments in real time, forecast confidently and partner with your sales team to grow revenue.

## Visibility into the metrics that matter

Clari gives you real-time visibility to monitor the health of the quarter, track KPIs and understand what's driving change, so you can make investment decisions for the business with confidence.

## Validate the forecast

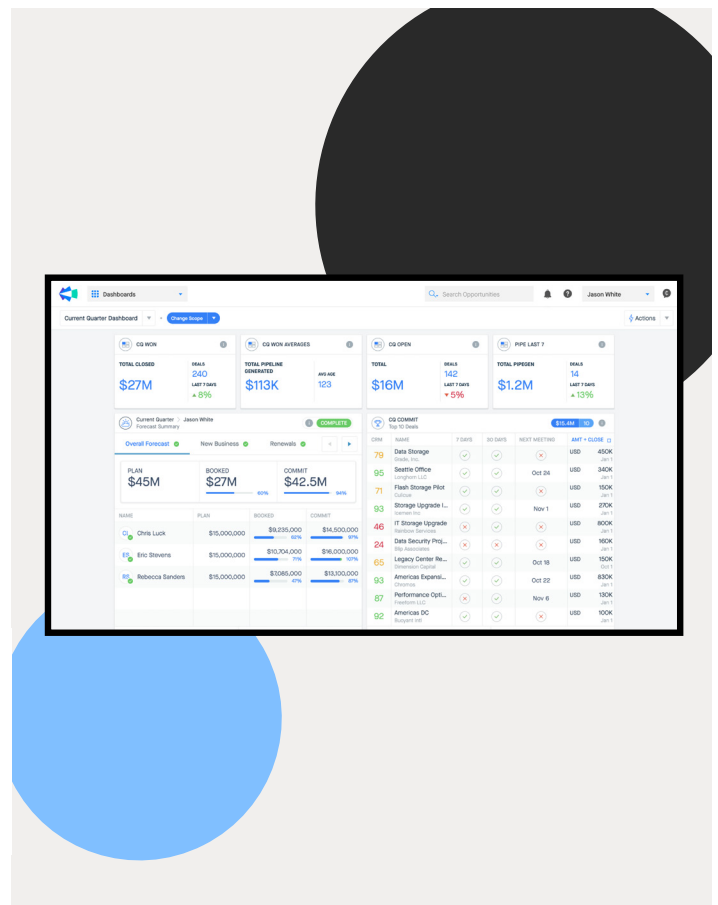
Triangulate rolled-up forecasts from your sales team with AI-based projections and your capacity planning so you have confidence in how your business will perform against the revenue plan.

## Partner with your revenue team

Have proactive conversations with your CRO, CMO and head of customer success about the health of the business and growth strategies

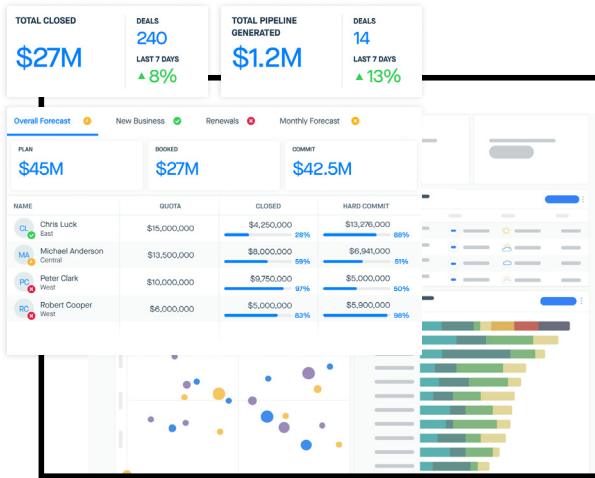
## Gain total revenue confidence

Clari's AI predictions give your team a robust statistical sanity check to inform your strategy and actions with numbers you trust.



# Add Visibility and Predictability to Your Business

CFOs and their finance teams use Clari every day, working alongside their revenue teams, to monitor performance and ensure the company meets the revenue targets set in the operating plan. With Clari, you can confidently answer key questions about the business, leveraging advanced analytics and AI.

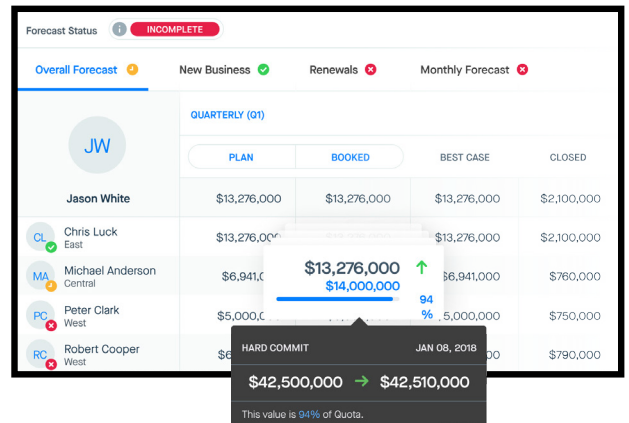


## What is the state of my business?

- View all segments of your business in a single dashboard, so you can monitor the health of current and future quarters and have confidence in the ability to execute on the operating plan.
- Track your company's KPIs, including ARR/MRR, ACV/TCV, new logo velocity, pipeline conversion, net new and renewal forecast, and better understand what's driving change

## What is team forecasting?

- Inspect your net-new and renewals forecasts so you can do your own data-driven validation and have proactive conversations with your team on how to deliver on the revenue plan.
- Quickly review the top deals that back up the forecast to inform your strategy and actions with numbers you trust.



## How are current and future quarters shaping up?

- Get real-time visibility to monitor the health of the quarter and use Clari's AI forecast predictions as a robust statistical sanity check to inform your strategy and actions.
- See how next quarter is shaping up and evaluate where investments are needed so you're always operating with the most up to the minute information.

