Xactly Forecasting®

Build vs Buy Forecasting Solutions

Factors to help settle the dilemma

Xactly®

check it out today

Why Now

In a challenging business climate—with economic turbulence, budget constraints, employee churn and global conflict—it's critical to have a clear picture of your financial situation and a future-looking plan.

Are you currently using a home grown, manual forecasting process that requires little to no investment? Oftentimes, these inefficient, error-prone solutions wind up costing you more in the long run.

On the flip side, forward-thinking organizations are making an initial investment in an automated forecasting solution with powerful out-of-the-box features and flexible customization options.

Build | Buy

Cost

Build
- ✓ Requires smaller upfront cash expense
- ✗ Expands cost for maintenance and resource dedication

Buy
- ✓ Limits capital expenditure after initial purchase
- ✗ Invests more upfront

Manual vs. Automated

Build
- ✗ Increases calculation errors and forecasting inaccuracy due to manual, disparate spreadsheets
- ✗ Escalates time spent on sales forecasting losing sales opportunities

Buy
- ✓ Automates data to leverage the insights needed to drive revenue
- ✓ Works from a standardized set of metrics to inform better business decisions

Administration

Build
- ✗ Causes disputes on how the forecast was produced due to multiple owners and undefined standard parameters
- ✗ Ramps up administrative efforts with hours of data manipulation and report building

Buy
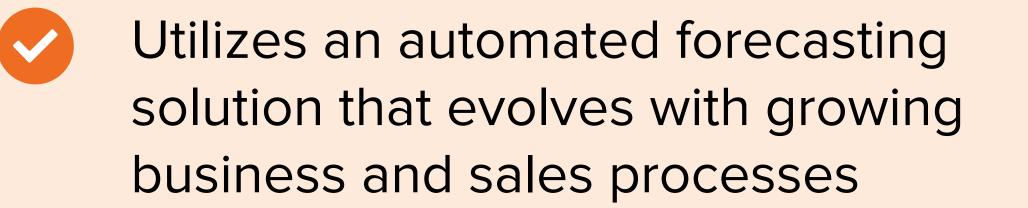- ✓ Forms an accurate forecast with templates that simplify data analysis
- ✓ Creates and manages reports with quick drag and drop functionality

Customization and Scalability

Build
- ✗ Compiles data and reports using a manual process that fits the business only at a current moment in time
- ✗ Exhausts internal resources as processes scale and business grows

Buy
- ✓ Utilizes an automated forecasting solution that evolves with growing business and sales processes
- ✓ Centralizes activities and data to enable increased agility and scalability

Gut Instinct vs. Data-Driven Insights

Build
- ✗ Misses potential revenue opportunities and identifying risks in critical deals
- ✗ Fails to optimize opportunity stage progressions to achieve quota

Buy
- ✓ Analyzes data formulated from artificial intelligence to reduce the need for subjectivity in sales forecasting
- ✓ Takes a proactive approach to plan for disruption

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About Xactly

Xactly® has helped thousands of companies and millions of sellers around the world beat their revenue targets. Using Xactly's solutions, leaders look past the current quarter to create revenue streams for long-term growth.

The Xactly Intelligent Revenue Platform® marries artificial intelligence and almost 20 years of proprietary data in easy-to-use applications. Sentiment, process and trend analysis come together to form accurate machine forecasts.

Quick identification and implementation of revenue plans, quotas and territory improvements are easy. And, rapid calculation of even the most complex compensation plans keeps sales reps motivated and on track. This makes the Xactly® Intelligent Revenue Platform the only solution that aligns seller behavior with boardroom strategy to create a resilient, predictable, and profitable business.