Qlik® for forecast and pipeline management

Forecast accuracy helps sales management cope with uncertainty of the future by relying on past and present trending data analysis. To best predict future forecasts, organizations must have the ability to see the whole story of the entire sales cycle — from lead to close.

With Qlik, organizations are enabled with workflow-based applications that go beyond traditional reporting and analytics. Qlik leverages data from multiple disparate sales, marketing, and finance systems, and also provides modern data visualizations that help maintain a healthy pipeline and more accurate forecasting.

Sales management and their teams gain visibility into key metrics such as quota attainment, forecast planning, funnel management, win/loss analysis, and more. The result is a holistic view of the entire sales process to describe results, diagnose risk, prescribe actions, and predict outcomes.

For more information, visit www.qlik.com/salessolutions.