



# MICROSOFT DYNAMICS FORECAST MANAGEMENT



For more information, pricing, or to request a demo, contact.

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Armanino's Forecast Management Solution for Microsoft Dynamics 365 (and prior versions of Dynamics CRM) is a robust tool that enables sales executives and operations teams to develop detailed sales forecasts to support the Sales and Operations Planning (S&OP) process.

Using this solution, companies can combine the sales pipeline of new business with sales forecasts of current customers and sales wins for robust forecasting. This solution also provides a view into the actual revenue and netted for billings, bookings, and backlog.

Not only does Armanino's Forecast Management solution for Dynamics 365 provide a clear view into sales revenue, it streamlines and automates the entire forecasting process. Companies can save time, increase accuracy and reduce the excess inventory that results from poor planning.

With Armanino's Forecast Management Solution for Microsoft Dynamics 365, sales leaders can leverage rich, interactive and drillable graphical representations of sales forecasts displayed in pie charts, line graphs and bar charts to support a wide variety of complex forecasting needs, including:

- Forecast by customer, product, opportunity, territory, direct vs channel and much more
- Top down or bottom up forecasting
- Forecast by revenue, parts quantity, or both
- Budget to forecast analysis and comparisons
- Forecast to Forecast period comparisons
- Forecast to actual revenue accuracy measurement
- Visibility of distribution channel inventory and sell through forecasts
- Direct and distributor views of sales for a total global forecast
- Includes manager override capabilities

## About Armanino

Armanino works with growth-oriented companies to simplify customer data management and streamline business development processes. We have special expertise in complex technology and manufacturing companies. As one of the world's leading integrators of Microsoft Dynamics 365, we have the background and experience to integrate our product with virtually any business-critical system. In fact, our CPA roots give us exceptional credentials to synchronize your customer data with ERP and financial systems. At Armanino, we deliver the tools you need to focus on your customers and grow.

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