



Sales Forecasting Software Category

FALL 2025
Customer Success Report





Sales Forecasting Software Category

The method of estimating future sales is referred to as sales forecasting. Companies estimate their short- and long-term performance using sales datasets as a baseline. Forecasting provides businesses with the insights they need to grow and expand, from allocating budgets and employing new staff to creating company-wide goals and managing cash flow.

Sales forecasting can be highly beneficial to a company's growth and development. It provides businesses with the insights they need to plan, make informed decisions, and evaluate sales performance.

Customer Success Report Ranking Methodology

The FeaturedCustomers Customer Success ranking is based on data from our customer reference platform, market presence, web presence, & social presence as well as additional data aggregated from online sources and media properties. Our ranking engine applies an algorithm to all data collected to calculate the final Customer Success Report rankings.

The overall Customer Success ranking is a weighted average based on 3 parts:



CONTENT SCORE

- ✓ Total # of vendor generated customer references (case studies, success stories, testimonials, and customer videos)
- ✓ Customer reference rating score
- ✓ Year-over-year change in amount of customer references on FeaturedCustomers platform
- ✓ Total # of profile views on FeaturedCustomers platform
- ✓ Total # of customer reference views on FeaturedCustomers platform



MARKET PRESENCE SCORE

- ✓ Social media followers including LinkedIn, Twitter, & Facebook
- ✓ Vendor momentum based on web traffic and search trends
- ✓ Organic SEO key term rankings
- ✓ Company presence including # of press mentions



COMPANY SCORE

- ✓ Total # of employees (based on social media and public resources)
- ✓ Year-over-year change in # of employees over past 12 months
- ✓ Glassdoor ranking
- ✓ Venture capital raised

Award Levels



MARKET LEADER

Vendor on FeaturedCustomers.com with substantial customer base & market share. Leaders have the highest ratio of customer success content, content quality score, and social media presence relative to company size.



TOP PERFORMER

Vendor on FeaturedCustomers.com with significant market presence and resources and enough customer reference content to validate their vision. Top Performer's products are highly rated by its customers but have not achieved the customer base and scale of a Market Leader.

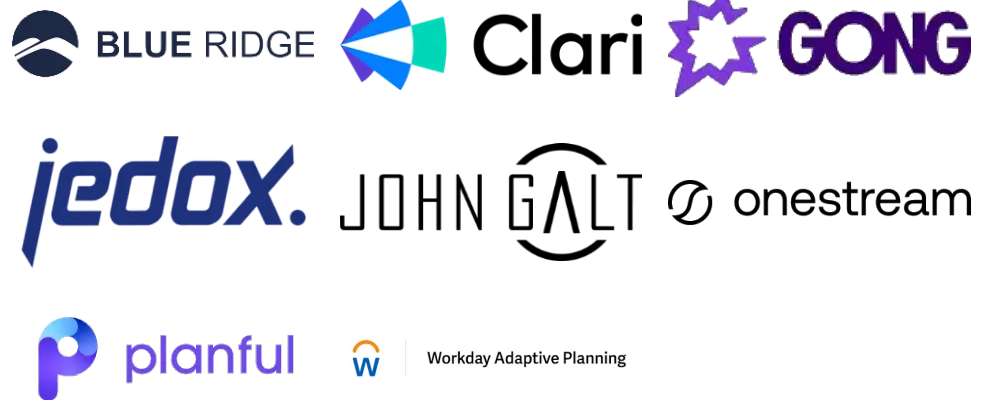


RISING STAR

Vendor on FeaturedCustomers.com that does not have the market presence of Market Leaders or Top Performers, but understands where the market is going and has disruptive technology. Rising Stars have been around long enough to establish momentum and a minimum amount of customer reference content along with a growing social presence.

2025 Customer Success Awards

Check out this list of the highest rated Sales Forecasting Software based on the FeaturedCustomers Customer Success Report.



* Companies listed in alphabetical order



2025
SALES
FORECASTING
SOFTWARE

MARKET LEADER



ABOUT BLUE RIDGE



Blue Ridge delivers powerful supply chain planning solutions that help businesses optimize inventory, improve demand forecasting, and maximize profits. With advanced AI/ML technology, we empower distributors and manufacturers to make smarter, data-backed decisions - ensuring the right products are in the right place at the right time. Our solutions enhance customer fill rates and improve cash flow by optimizing spending and reducing overstock and lost sales. Partner with people who are committed to your success - our unmatched LifeLine team provides regular coaching to help you get the most value from your Blue Ridge software and simplify...

71

TOTAL CUSTOMER REFERENCES

**VIEW ALL
REFERENCES**

FEATURED TESTIMONIALS

“We looked at several demand forecasting systems before selecting Blue Ridge. Blue Ridge had the most complete solution to support our business needs, and to help us achieve our service level goals. Our team is excited and looking forward to utilizing the new software.”

MARK OISHI
DIRECTOR OF PURCHASING, SUISAN COMPANY

“As we continue to grow and expand, our forecasting needs have become more complex, and Blue Ridge offers a complete solution that allows us flexibility in planning for our inventory investment while taking eight distinct markets’ needs into consideration.”

DINA OPICI
PRESIDENT, OPICI FAMILY DISTRIBUTING

“Down 37% in overstocks, down 15% in our overall on-hand inventory. Our turns have gone up by 15%, while our service levels have maintained a 99% accuracy rating, so it surpassed my expectations in the first 6 months.”

CURT YARBROUGH
PROCUREMENT MANAGER, GEORGIA CROWN
DISTRIBUTING CO.

“With Blue Ridge we could work with a good forecast, see trends, and see where there would be problems in the future with a product and then coordinate throughout the organization to avoid stock outs.”

ANDERS ARMANDT
DIRECTOR OF PURCHASING, PROCURATOR

TRUSTED BY

BADGERliquor
wine and spirits

ACE
The helpful place.

BREAKTHRU
BEVERAGE GROUP

Community
COFFEE

HARMONIE



ABOUT CLARI



Clari's Revenue Operations Platform improves efficiency, predictability, and growth across the entire revenue process. Clari gives revenue teams total visibility into their business, to drive process rigor, spot risk and opportunity in the pipeline, increase forecast accuracy, and drive overall efficiency. Thousands of sales, marketing, and customer success teams at leading companies, including Okta, Adobe, Workday, Zoom, and Finastra, use Clari's execution insights to make their revenue process more connected, efficient, and predictable.

282

TOTAL CUSTOMER REFERENCES

**VIEW ALL
REFERENCES**

FEATURED TESTIMONIALS

"We use Clari dashboards for week-to-week forecast calls. We use it for internal QBRs. Everyone knows how it all stacks up, not only for the current quarter, but into the future as well."

JENNIFER KENYON
DIRECTOR OF GLOBAL STRATEGY & OPERATIONS,
CAMUNDA

"With Clari's predictive analytics, regional VPs improve forecast accuracy and enhance rep and deal management. They can manage bigger teams and simplify the process of scaling revenue."

ARI KLIONSKY
VP OF SALES OPERATIONS, FIVE9

"Our sales leaders use insights like pipeline coverage and deal-level forecasting to provide in-the-moment coaching in a more scalable and actionable way."

MIKE DOMAZET
CHIEF PIPELINE OFFICER, PTC

"This partnership is best-of-breed and a major differentiator. I was even able to run a forecast call the week after I signed our contract, which is a game-changer."

MARK SANTINO
SENIOR DIRECTOR, SALES STRATEGY AND OPERATIONS,
AXIS SECURITY

TRUSTED BY

sumo logic

sense

databricks

pendo

tipalti



ABOUT GONG



Gong is the #1 conversation intelligence platform for sales. It gives you unfiltered visibility into your customer conversations. Gong captures and analyzes every customer conversation across every channel. You can win more deals, skyrocket rep success, and change the way you go-to-market.

358

TOTAL CUSTOMER REFERENCES

[VIEW ALL REFERENCES](#)

FEATURED TESTIMONIALS

“Gong Forecast is so easy to use with everything in one view because as you click into a particular category, you can access all the deals that will roll up to make your number. You can take a couple of minutes to figure out where everything's at rather than digging through multiple sources.”

SCOTT TOWER
MANAGER OF CUSTOMER GROWTH, PROPOSIFY

“Our team is scaling quickly and we needed a tool that took us beyond spreadsheets or reviewing deal by deal in our CRM. Gong Forecast allowed us to cut our forecasting down by 40%.”

KATE GALLUCCI
DIRECTOR OF REVENUE OPERATIONS, TACKLE.IO

“Gong was really instrumental in informing where we should go with our newest product.”

KELLY WITT
SENIOR MANAGER OF PROVIDER ENGAGEMENT, FORCURA

“Gong hasn't just moved the needle — it's become the operational backbone of our revenue team.”

TOMMASO TAMBURNOTTI
CO FOUNDER, EASYSHIP

TRUSTED BY





ABOUT JEDOX



Jedox's unified planning, analysis and reporting empowers decision-makers from finance, sales, purchasing and marketing. Jedox helps business users work smarter, streamline business collaboration, and make insight-based decisions with confidence. Over 1,900 organizations in 127 countries are using Jedox for real-time planning on the web, the cloud, and on any device. Jedox is a leading Business Intelligence and Corporate Performance Management solutions provider, available globally through over 180 certified business partners. Jedox provides software, support and ongoing training, with implementation and maintenance expertise for customers...

426

TOTAL CUSTOMER REFERENCES

**VIEW ALL
REFERENCES**

FEATURED TESTIMONIALS

“Jedox is easy to understand and makes it easy for management to ‘self serve’ and drill down on forecast movements to provide quick insights. This has allowed me to identify areas for further analysis quickly and gives me confidence in our forecasts. I like being able to perform my own analysis on the data and, when I had need of a regular report in Jedox this was turned around for me in a day.”

FINANCE MANAGER
SYNLAIT

“Jedox provides a single integrated solution for planning, budgeting & forecasting and financial consolidation that can help reduce effort and improve collaboration through standardized data models, harmonized workflows and a unified interface enabling fast adaptation to change.”

MARTIN SCHOLZ
SENIOR MANAGER, KPMG

“Jedox underpins our sales forecasts, reporting and controlling with consistent data on one universal platform. Thanks to the HRCIE expertise, we were able to implement the solution securely and see results immediately?”

ANDREAS KRUG
PROJECT MANAGER IT, ANDROS

“We went with Jedox because of the flexibility. It enables us to combine our forecasting and reporting functions. The live interface with Excel is a huge strength.”

KATE BOTT
PLANNING MANAGER, KIKKI.K

TRUSTED BY

AIRBUS

LLOYD FONDS
AKTIENGESELLSCHAFT

DyStar

Coupland's
BAKERY'S

starlight
children's foundation starlight.org



ABOUT JOHN GALT SOLUTIONS



John Galt Solutions is a leading provider of supply chain management software solutions. Their flagship product, the AI-powered Atlas Planning Platform, enables enterprises to accelerate their digital transformation and connect data, decisions, and operations on a single unified planning platform. With a focus on quickly delivering tangible business outcomes, a rich history of innovation in supply chain planning, advances in machine learning and AI, and an unmatched team of supply chain experts; John Galt Solutions helps unlock the right supply chain strategy to drive change...

156

TOTAL CUSTOMER REFERENCES

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REFERENCES**

FEATURED TESTIMONIALS

“The inventory savings alone resulting from improved forecasting accuracy have been tremendous. John Galt’s forecasting technology has become an integral part of our effort to build an effective S&OP process and set company goals and objectives for the current year and for coming years.”

ROBERT O’NEILL
POCLAIN HYDRAULICS

“The ability to make changes in real-time, online without having to send large data files to everyone greatly enhanced our forecasting process. We have tighter control and have improved customer service significantly.”

JIMMY CRUMP
FINANCIAL SYSTEMS & REPORTING MANAGER, ARYSTA
LIFESCIENCE

“Forecasting with Atlas has been a huge improvement. It generates a very reliable forecast and helps the planners allocate inventory.”

SUSAN EDWARDS
INVENTORY DEPLOYMENT AND FORECASTING
MANAGER, SMITHFIELD FOODS

“The ForecastX Wizard was crucial to making it possible to plan effectively. John Galt has been an outstanding partner.”

WILLIAM RIPPIN
VP OF SUPPLY CHAIN, SAFETY WORKS

TRUSTED BY



The Container Store





ABOUT ONESTREAM SOFTWARE



OneStream provides an intelligent finance platform built to enable confident decision-making and maximize business impact. OneStream unleashes organizational value by unifying data management, financial close and consolidation, planning, reporting, analytics and machine learning. We empower Finance and Operations teams with AI-enabled insights to make faster and more intelligent decisions every single day. All in a single, modern CPM platform designed to continually evolve and scale with your organization. To learn more visit www.onestream.com.

294

TOTAL CUSTOMER REFERENCES

**VIEW ALL
REFERENCES**

FEATURED TESTIMONIALS

“Evoqua implemented OneStream for financial consolidation, reporting, budgeting and forecasting. We were able to leverage the consolidation functionality to automate intercompany eliminations in all hierarchies, currency translation and cash flow reporting. We also leveraged the core budget and forecast capabilities to perform forecasts at detailed profit center and...”

RAHUL NANAVATI
DIRECTOR OF FINANCIAL SYSTEMS, EVOQUA WATER TECHNOLOGIES

“Dril-Quip's new driver-based forecasting process within OneStream not only simplifies the workflow for each of our users by providing a guided step-by-step process, but it also enhances our users' experience through the automation of processes that were previously manual in nature. As a result, Company management is able to make important operational and...”

TREVOR ASHURST
MANAGER FOR FINANCIAL PLANNING & ANALYSIS AND INVESTOR RELATIONS, DRIL-QUIP

“We like to forecast from a bottoms-up level, and with OneStream we are now able to forecast all of our expenses by vendor, by location, by product group and by currency. We've also automated our allocation and intercompany processes, which was a huge win because we were then able to get rid of that large Excel® model. OneStream has created a much more efficient...”

KATHLEEN LE
DIRECTOR OF BUSINESS SYSTEMS OPERATIONS, ZAYO GROUP

“Incorporating AI into our planning and forecasting through the OneStream Sensible ML solution accelerates the forecasting process and further elevates it with powerful ML data-driven forecasts. Sensible ML forecasts have shown to be more accurate and the value add dashboard enables the business users insights into the key features driving the forecast to easily manage, improve and enhance the model.”

MELANIE HERMANN
DIRECTOR, FINANCE PROCESS & SYSTEMS, POLARIS

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ABOUT PLANFUL



Planful is the FP&A platform for Continuous Planning. They provide an end-to-end cloud FP&A platform with everything you need — financial planning, consolidation, and reporting & analytics — in one place and accessible to everyone from anywhere. They help you automate and accelerate these everyday processes to increase the frequency of decisions, accelerate insights, and shorten the time it takes to turn those insights into action. The result is an organization that is agile and has an elevated financial IQ.

255

TOTAL CUSTOMER REFERENCES

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REFERENCES**

FEATURED TESTIMONIALS

“Flexibility is a key advantage of [Planful]. You can adjust assumptions and the forecast updates automatically. You can change scenarios without corrupting data. Adding more advanced reporting will allow us to track the business in ways we hadn't thought of before.”

BRIAN CURRIE
FINANCE MANAGER, DYNOL NOBEL

“The biggest impact has been less stress. Planful just makes things easier because now we have insight, understanding, and time. With the extra time, FP&A and Accounting can work together to find more efficiencies instead of tracking down information.”

JOSEPH VILLARINO
DIRECTOR OF ACCOUNTING, SYCUAN CASINO RESORT

“Once I did a product demo from [Planful], it was love at first sight. It was like Hyperion models were easy to create, and the reporting was highly dynamic and customizable. Host had everything I needed that was missing from Adaptive Planning.”

MATT BUDD
SENIOR SOLUTIONS ARCHITECT, AMERITECH COLLEGE OF HEALTHCARE

“Our forecast system was error prone and time intensive. Now, we can create multiple scenarios, and we have immediate visibility. What used to take us days now takes us minutes with the click of a button.”

TIM ZUE
EVP & CFO, BOSTON RED SOX

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ABOUT WORKDAY ADAPTIVE PLANNING



Workday Adaptive Planning

Workday Adaptive Planning is powering a new generation of business planning. Driving business agility in a fast-moving world, Workday Adaptive Planning leads the way for people in companies to collaborate, gain insights, and make smarter decisions faster. Powerful modeling for any size organization, yet so easy for everybody who plans. Our comprehensive set of cloud-based planning software solutions supported by a powerful, in-memory technology platform that enables functional and company-wide business planning and built-in analytics at very large...

1251

TOTAL CUSTOMER REFERENCES

**VIEW ALL
REFERENCES**

FEATURED TESTIMONIALS

“Managers now have greater control and are much more engaged in budgeting and forecasting. There’s also greater confidence in the information and forecasts we produce—extending from the finance team to the board.”

ALISTAIR BROWN
CFO, HILL LABORATORIES

“Adaptive helps us more clearly see our costs per market, and more easily forecast the impact of any major changes or key decisions, like the consequences of exiting a particular market.”

SARAH RENAUD
TEAM LEADER OF BUDGETS, BLUE CROSS & BLUE SHIELD OF RHODE ISLAND

“Now with Adaptive Planning, I use the application on a more proactive basis, updating the forecast as the year goes on. Once you have built the initial model, it is easy to update and build reports.”

GRAHAM EYLES
FINANCIAL CONTROLLER, CRITTALL WINDOWS

“Now our people can access data, insights, and reports using natural language queries.”

AJAY PIMPALSHENDE
SENIOR DIRECTOR PRODUCT MANAGEMENT, JLL

TRUSTED BY



HARRY'S

HubSpot





2025
SALES
FORECASTING
SOFTWARE

TOP PERFORMER



ABOUT INSIGHTSQUARED



InsightSquared helps revenue operations professionals make better decisions by equipping them with actionable, real-time intelligence on sales and marketing KPIs. Businesses rely on the company's solutions to forecast more accurately, better manage pipeline, tailor rep coaching based on individual performance, understand their marketing attribution, and conduct data-backed planning and analysis.

111

TOTAL CUSTOMER REFERENCES

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REFERENCES**

FEATURED TESTIMONIALS

“InsightSquared is the only reporting tool we've found with out-of-the-box early funnel reporting. The user interface itself is clean, intuitive, and the reports themselves are awesome. The drill-down capabilities are better than any other reporting tool I've ever seen.”

KATIE B
MARKETING AUTOMATION AND DATABASE SPECIALIST,
MARKETSTAR

“InsightSquared is easy to use and provides great reporting and analytics. The visual look and feel lends itself nicely to quickly analyzing the data that's important to us – ensuring we stay on track with our business goals. Great team, great product.”

PAMELA HABING
TALENT SOURCER, PEOPLE FIRST HR SERVICES

“Sales managers and end-users are able to have forecasting meetings, pipeline discussions, and coaching evaluations with the use of InsightSquared. The data is represented in a way that makes it easy for everyone to use and understand.”

MICHAEL BOTLER
MANAGER OF SALES OPERATION, CREDLY

“As soon as we implemented the forecasting, we've been able to reduce our sales cycle by nearly 15%. In addition, over the past year we've been able to increase our win rates by 4 or 5% points.”

CONOR TUTTLE
DIRECTOR OF REVENUE OPS, LEANPLUM

TRUSTED BY





ABOUT JIRAV



Jirav is financial planning and analysis in the cloud that helps accounting and finance teams budget and forecast without the need for stale, error prone spreadsheets. Designed to be completely customizable, Jirav lets you track, forecast, and share the data that matters most to your business.

65

TOTAL CUSTOMER REFERENCES

**VIEW ALL
REFERENCES**

FEATURED TESTIMONIALS

"I can't overstate how transformative Jirav has been for Cytovale. It unlocked the ability to budget and forecast in a way that could enable the pursuit of millions of dollars in funding and potentially save millions of lives as a result. You can't get much more compelling than that."

JIM GELLAS
FINANCE LEADER, CYTOVALE

"Jirav is helping us deliver practical forecasting insights to clients at the moment they need it, in an environment that is easy to understand and easy to manage, for our own people as well as for clients."

TOM WADELTON
VIRTUAL CHIEF FINANCIAL OFFICER, SUMMIT CPA GROUP

"The main thing that you want to do with any financial forecasting is forecasting out the balance sheet. So being able to move around and make changes on that side of it is the reason why I would recommend Jirav."

ADAM HALE
PARTNER, ANDERS CPA

"I had Jirav configured and loaded with my Q1 forecast within hours of starting my trial. That made it a pretty easy decision."

JOHN WALLACE
GLOBAL HEAD OF PROFESSIONAL SERVICES, ARTERIA AI

TRUSTED BY

E Evercast



celtx

BIOFIRE

Aprio cloud



ABOUT LIMELIGHT SOFTWARE



Limelight is a cloud-based FP&A platform designed to increase collaboration, productivity and time spent making intelligent, data-driven business decisions. Our software integrates with leading ERP systems to centralize and leverage data to provide real-time insights for budgeting, forecasting and reporting. Budget Mangers use Limelight to plan and forecast by designing and managing their own budget sheets with our user-friendly interface. They collaborate across departments in real time and create automated financial and comparative...

27

TOTAL CUSTOMER REFERENCES

**VIEW ALL
REFERENCES**

FEATURED TESTIMONIALS

“With Limelight, we now have the ability to forecast 18 months in the future. The platform has saved us over \$400,000 by correcting broken formulas we were previously unaware of and eliminating hundreds of hours on manually collecting, consolidating, and reviewing spreadsheets.”

CHRIS PARRIOTT
BUSINESS INTELLIGENCE SPECIALIST, GSW
MANUFACTURING

“Limelight was the right choice for our team! We were able to create forecasts and new metric reports that better guide our business decisions.”

MEGAN KOREN
VICE PRESIDENT OF FINANCE, CRESA

“Allows considerable flexibility to drill-down. Very user friendly and similar to Excel, our team felt comfortable using Limelight right away.”

DREW KNIGHT
CHIEF FINANCIAL OFFICER, EXCO

“Flexible product. All cloud, so easy to deploy. Our team can access their data anywhere and all departments collaborate on one platform.”

MARC-ANTOINE WICKER
DIRECTOR FINANCIAL OPERATIONS, BROADSIGN

TRUSTED BY





ABOUT PROPHIX SOFTWARE



Your business is evolving. Your systems should evolve too. Achieve your goals more successfully with Prophix's innovative Corporate Performance Management (CPM) software. Improve profitability and minimize risk when you automate repetitive tasks and focus on what matters. Budget, plan, consolidate and report automatically. Whether in the cloud or on-premise, Prophix supports your future with a platform that flexes to suit your strategic realities, today and tomorrow.

312

TOTAL CUSTOMER REFERENCES

**VIEW ALL
REFERENCES**

FEATURED TESTIMONIALS

“Our Finance Department was stuck in 'spreadsheet hell.' Today, with the help of Prophix's software, we have an impressive rolling forecast, we report at the local, regional, and group levels easily, our reports distribute automatically, and we conduct advanced revenue planning for all of our market segments.”

JANICE BUTLER
DIRECTOR, GLOBAL MANAGEMENT REPORTING &
FORECASTING, SI GROUP

“We've got a vastly superior forecasting process. We're able to drill down and support forecast numbers in much more detail, and therefore, hold people accountable – ask the right questions at the right time. It's a huge quantum leap for our business in terms of how we can get better insights into where the business is going.”

TONY CRAWTE
GROUP FINANCIAL CONTROLLER, SOLARCENTURY

“Doing a daily cash flow forecast is important for us as a new business. We want an understanding of what our cash flow is from day to day, as lots of commitments happen actually at certain days of the month. So, we need to know what they are. That's really beneficial to us.”

DARREN COSSHALL
FINANCE & COMMERCIAL DIRECTOR, TOTO ENERGY

“We use our solution from Prophix to avoid conventional budget processes, to generate an accurate rolling forecast, and to track the operational benchmarks that correlate with our funding requirements. The software has become invaluable to us.”

PAIGE BURKES
CHIEF FINANCIAL OFFICER, HEALTH SOLUTIONS

TRUSTED BY

SKANSKA



LUSH FRESH
HANDMADE
COSMETICS





ABOUT QUANTRIX



Quantrix customers come from many different areas but share a common need – a modeling and analysis solution that delivers flexibility, confidence and greater insight at an affordable cost. Quantrix has designed solutions that appeal to the largest multinationals as well as individual consultants and business professionals. Finance gurus, sales forecasters, risk managers, entrepreneurs, and business consultants as well as engineers, scientists, policy researchers and others, all use Quantrix to reach the highest levels of performance within their field. Quantrix is an independent business unit of IDBS, a leading provider of data management and analytics...

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TOTAL CUSTOMER REFERENCES

**VIEW ALL
REFERENCES**

FEATURED TESTIMONIALS

“Our students love the capability to manage complexity in an easy way I am convinced that it's important for the education of future decision makers to know that tools like this exist.”

BODO RIEGER
BUSINESS ADMINISTRATION AND ECONOMICS SCHOOL,
UNIVERSITY OF OSNABRUECK

“Molymet needed to develop forecasts based on changes in income and expenditures, but its forecasts were not connected to its income statement or cash flow data.”

MAX JUNGJOHANN
PROJECT DIRECTOR, MOLYMET

“The benefits of using Quantrix are numerous. We are more efficient – doing more, much faster and with less resources and significantly less cost.”

ROBERT HALBWEIS
ENERGY ECONOMIST AND PLANNER, EVN

“Our spreadsheets were too complex and unmanageable. I was looking for a better solution.”

DOUG PITTS
CHIEF FINANCIAL OFFICER, DYNASPLINT SYSTEMS

TRUSTED BY

Keir Corp.

Driscoll's
ONLY THE FINEST BERRIES™

ALPIQ

AVAANZ

CIMPOR



ABOUT XACTLY FORECASTING



Xactly Forecasting provides companies with the AI needed to make decisions that are predictable and precise, while optimizing the quality of those choices over time with numerous machine learning methods. Intuition is enhanced with additional insights to assure greater accuracy and precision. Explore how you can amplify your forecasting activity today: <https://sales.xactlycorp.com/udAK2>

21

TOTAL CUSTOMER REFERENCES

**VIEW ALL
REFERENCES**

FEATURED TESTIMONIALS

“By simplifying work processes, we can reduce the time the rep spends on mundane tasks and coach them to have a higher degree of confidence in closing deals. We replace excuses with data and close gaps, so reps have greater accuracy in hitting their numbers.”

INDU THOMAS
HEAD OF ENTERPRISE DATA STRATEGY AND ANALYTICS,
APPTIO

“With Xactly Forecast, we turn CRM data into actionable information leading to improved quality of the pipeline, on-time activities of the sellers about the customer buying journey and enhanced visibility of the pipeline performance to the leadership.”

LUC VANHEULE
DIRECTOR OF GLOBAL SALES EXCELLENCE,
MATERIALISE

“[Xactly Forecasting] is the absolute best visualization of the sales process. It allows me to not just see the sales funnel, it shows me what is happening on the inside.”

JEFF DOLAN
VP OF SALES, LEVELEVEN

“With [Xactly Forecasting], I get better visibility on my pipeline and more accurate forecasting because it's easier to track opportunity progress and rep activity.”

RALPH MANNO
VP OF SALES, INTERACTIVE INTELLIGENCE

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2025
SALES
FORECASTING
SOFTWARE

RISING STAR



ABOUT KCI COMPUTING



KCI Computing, Inc. (KCI) has a long history in the competitive software industry, as well as the nascent business of monitoring and managing enterprise performance. Their mission since 1977 has been to develop and deliver a single holistic software solution that brings together financial and operational data from numerous, disparate sources and applications into one comprehensive enterprise view of the business for value-added planning, analysis, and reporting purposes.

21

TOTAL CUSTOMER REFERENCES

[VIEW ALL REFERENCES](#)

FEATURED TESTIMONIALS

“CONTROL has enabled us to increase the sophistication of the budget. We're now able to link it to key performance indicators beyond the standard financial parameters.”

DAVID LIFSCHITZ
VICE PRESIDENT AND CHIEF FINANCIAL OFFICER, GEHR ENTERPRISES

“CONTROL® enabled us to move from a team that analysed past performance to a team that analysed and improved future performance.”

JEREMY BLACKMORE
FLETCHER BUILDING

“CONTROL had all of the right components to allow Washington Trust Bank to perform more than 90 percent of the implementation.”

JASON TELLINGHUSEN
FINANCIAL ANALYST, WASHINGTON TRUST BANK

“The process of rolling up information had gone from probably a good day's worth of work to the click of a button.”

SCOTT WALLACE
MANAGING DIRECTOR OF FINANCE AND TREASURER, ITLA CAPITAL CORPORATION

TRUSTED BY





ABOUT KEPION



Kepion is a cloud planning & analytics software company that connects all organizations' teams under a single view of their business performance. They enable more intelligent decisions to be made by companies about their financial and operational future. Kepion global offices and partners deliver rapid solutions for mid-size and enterprise customers. They make it possible for businesses to be empowered with real-time analytics, what-if scenario modeling, and the ability to model complex scenarios and forecast continuously with smart intelligence built-in.

115

TOTAL CUSTOMER REFERENCES

[VIEW ALL REFERENCES](#)

FEATURED TESTIMONIALS

“One of the things I really like as a partner perspective, is we need to quickly put together that demo to show a client what solution could look like. You can serve that up in short order. It's really powerful when we were looking to implement a solution.”

ERIK JOHNSON
PRACTICE DIRECTOR, SLALOM CONSULTING

“By having the Kepion tool, multiple users can develop budgets in a similar fashion. It's just an easier way than we have ever done before through a centralized tool.”

KELLY CAMPBELL
DIRECTOR OF ADMIN AND OPERATIONS, IHME

“Great product team with loads of knowledge. Nice web interface and super fast deployment and development capacity.”

KEVIN ZHENG
CPM DELIVERY DIRECTOR, DXC TECHNOLOGY

“With Kepion, we have true cross-functional planning, from budgets to team allocations to enterprise reporting.”

MICHAEL MACINTYRE
CHIEF STRATEGY AND OPERATIONS OFFICER, IHME

TRUSTED BY





ABOUT SAFIO SOLUTIONS

SAFIO Solutions

SAFIO Solutions is a software solutions provider focused on forecasting and demand planning to improve the accuracy of forecast, align inventory with demand and enhance profitability. They help companies improve overall operational performance, by improving forecasts, aligning inventory to demand and enhancing profitability. Their forecasting expertise is a result of extensive experience in retail, whole & e-commerce.

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TOTAL CUSTOMER REFERENCES

**VIEW ALL
REFERENCES**

FEATURED TESTIMONIALS

“A dream come true in comprehensive data analysis and ease of use. Visibility, accuracy and efficiency of pulling together data into one place, offering the flexibility and confidence to analyze intelligence and make timely decisions. The ability to streamline data into customized reports, to meet the needs of multiple users or end use. Developed with an experienced retail/wholesale...”

SHARON HARRISON
SR MERCHANT & PLANNER, CONSUMER GOODS
INDUSTRY

“This tool has enabled me to increase profitability, sales, and maintain optimal inventory levels. SAFIO Solutions' Sales Analysis and Forecasting Tool brings together vital information needed to make intelligent decisions in an effective and efficient manner. Prior to use of the software, I would have to pull information from multiple sources now the information is in one place in an...”

JACKIE BIALLAS
SENIOR MERCHANDISE PLANNER, MULTI-CHANNEL
COMPANY

“Great analysis tool that can be accessed anywhere. I can go to one source for info needed, instead of having to look up using multiple programs. Great Customer support. The program is being updated regularly with new features.”

KATARINA F
PRODUCT MANAGEMENT ANALYST & KEY ACCOUNT
COORDINATOR, WORLDWIDE

“We love SAFIO and rely on it's functionality on a daily basis. Robust demand planning capabilities, accurate forecasting and projections, simple integration and usability and incredible customer service.”

JON CARPENTER
DIRECTOR OF SUPPLY CHAIN, LOVE WELLNESS

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ABOUT SMART SOFTWARE



Smart Software has been a leading provider of demand planning, forecasting, and inventory optimization solutions. They help their customers utilize their corporate data including sales history, demand signals, supplier transactions, and more to better forecast demand, optimize inventory stocking requirements, and identify opportunities to improve operational efficiency. Today hundreds of leading organizations around the globe including FedEx, The Home Depot, Hitachi, Otis Elevator, Metro-North Railroad, Disneyland Resorts, and MARS, as well as many mid- and small market enterprises use their solutions to improve forecast accuracy and...

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TOTAL CUSTOMER REFERENCES

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REFERENCES**

FEATURED TESTIMONIALS

“SmartForecasts does the job. It’s the only solution out there I’m aware of that has really licked the intermittent demand modeling challenge. It gives us accurate information and more importantly at the lowest dollar. That’s the bottom line we’re really interested in. Without SmartForecasts, I think we would have seen a continued growth in our inventory and not necessarily gotten any greater benefit for service.”

RICH PRICE
CHIEF MATERIAL OFFICER, METRO NORTH RAILROAD

“SmartForecasts gives us good information to work with. People are feeling comfortable with numbers, and through our S&OP process we’ve been able to create buy-in across the company.”

ROD CARDENAS
PURCHASING MANAGER, FORUM ENERGY
TECHNOLOGIES

“We did not see any instance of incorrect forecasts. And we were able to set policies effectively for parts with exceptionally sparse demand.”

ERIC NELSON
DIRECTOR OF SUPPLY SERVICES, BC TRANSIT

“The intermittent demand forecasting capability has been very useful.”

LEONA EGGLESTON
LEADS THE FORECASTING PROCESS, BEDOUKIAN
RESEARCH INC

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