



Sales Forecasting Software Category

FALL 2026
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.

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.

2026 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



2026
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...

80

TOTAL CUSTOMER REFERENCES

[VIEW ALL REFERENCES](#)

FEATURED TESTIMONIALS

"We are pleased to have selected the Blue Ridge Supply Chain Planning solution. Highline has an aggressive objective of providing our customers with a 98 percent service level while balancing the total inventory investment across our distribution network. Blue Ridge is a complex, yet very simple program to implement and use."

MIKE WIEGAND
VP PURCHASING, HIGHLINE AFTERMARKET

"We implemented Blue Ridge supply chain planning solutions to manage long lead times and make smarter safety stock allocations. By putting inventory toward winning skus, we're getting the best possible customer fulfillment at the lowest investment."

MICHAEL NAU
DIRECTOR, CITY FURNITURE INC.

"Blue Ridge Doesn't just Sell Software they Care About the Impact it Makes to the Business and It Shows."

BUILDING MATERIALS DISTRIBUTOR

"Our ERP had forecasting, I'll call it forecasting because that's what they call it."

ROBERT HENSLEY
PRODUCT MANAGER, WEST VIRGINIA ELECTRIC SUPPLY

TRUSTED BY





ABOUT CLARI FORECAST



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

"Clari's chart replication has made our pipeline analysis better. We can now finish tasks that used to need many people and a lot of time with just two of us in half an hour."

CRM BUSINESS MANAGER
FORTUNE 100 GLOBAL MANUFACTURER

"Clari's AI capabilities enable us to understand where we're winning and why. The insights and analytics available at the click of a button are truly impressive."

DAVID LEE
HEAD OF REVENUE OPERATIONS, CHECKOUT.COM

"Clari's Revenue platform gave us real-time visibility, allowing us to build the connected and forward-looking revenue engine we have today."

ALLY BEAN
SVP OF REVENUE OPERATIONS AND DEMAND, ALIGHT

TRUSTED BY

alteryx



sumo logic

KANTATA
the new name for Mavenlink | Kimble





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.

416

TOTAL CUSTOMER REFERENCES

[VIEW ALL REFERENCES](#)

FEATURED TESTIMONIALS

"Gong has saved us 6,700 hours across call prep, follow-up, and CRM updates. Gong's AI Tracker agent helped us lift buyer response rates by 32% by identifying which value props resonate most with different personas."

DAMIR ZECEVIC
GLOBAL HEAD OF REVENUE OPERATIONS, UBER FOR BUSINESS

"Gong's AI Tracker helped us surface coachable moments, stay aligned on what good looks like, and foster a culture of learning, knowledge sharing, and collaboration."

ANDRES DE FRUTOS
REVENUE PROGRAMS MANAGER, PIGMENT

"Gong lets us see the white space in all of our accounts. It also makes it easier for CSMs to collaborate with sales and find new opportunities."

KRIEGER
EXTERRO

"I view Gong as the operating system for the sales team in EMEA."

ANDREW ERMOGENOUS
GENERAL MANAGER, ATLAN

TRUSTED BY



ThoughtSpot



LearnUpon





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...

435

TOTAL CUSTOMER REFERENCES

**VIEW ALL
REFERENCES**

FEATURED TESTIMONIALS

"Jedox and AlignIQ gave us exactly what we needed: a single platform where Finance, business partners and other department leads can work together, plan confidently, and adapt quickly. The increased efficiency and enhanced visibility across our organization is transforming how we operate."

BRIAN O'KEEFE
VICE PRESIDENT FP&A, IDENTITY DIGITAL

"Thanks thanks to Jedox and its integration with Qlik Sense, we have at our disposal for all the group companies the same commercial planning methods and the same BI tools always updated!"

ANTONIO CORELLI
CORPORATE ICT MANAGER, TRAMEC

"Jedox freed us up to spend more time on analysis and less time on report building. Now we can close faster, support decision-making sooner, and actually influence the business."

KEVIN GRIFFIN
DIRECTOR OF FP&A, CONSTRUCTION FORMS INC.

"Jedox has improved planning accuracy and saves us a day and a half each month on generating forecasts for the holding company."

PHILIPP VON ARNIM
DIVISION MANAGER GROUP CONTROLLING & ACCOUNTING, ZERTUS

TRUSTED BY





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

**VIEW ALL
REFERENCES**

FEATURED TESTIMONIALS

“We looked at different vendors and chose John Galt Solutions to digitize our mid-markets for their demonstrated capabilities in demand and supply planning. The upgrade process is easy, which was a key element for us, as it was critical to partner with a vendor that could deploy globally. Once you have a clear vision and strategy, you need to have the right technology. It's not always easy to make the right choice, but choosing the right partner is essential for success.”

LIONEL KOSTER
GLOBAL DEPLOYMENT LEAD, MARS

“John Galt Solutions provided exactly what we needed to support our rapid and continued growth. Atlas has made managing forecasts and inventory so much easier, and it's become the backbone that supports our whole function to get sales out the door and having the right goods at the right time. We're now considered one of the top forecasters in our industry.”

DEBORAH BOLTON
DIRECTOR OF FORECASTING, TYNDALE

“John Galt is a great and easy team to work with. They are very open in their work and have been directly collaborating with us to understand our business processes and find new solutions.”

TIM WALTER
CIO, RANDA ACCESSORIES

“John Galt really helped make the implementation process as painless as possible.”

BRUCE COTTLE
CIO, GERTRUDE HAWK CHOCOLATES

TRUSTED BY





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.

305

TOTAL CUSTOMER REFERENCES

**VIEW ALL
REFERENCES**

FEATURED TESTIMONIALS

“There are so many things I like about OneStream. Speed, speed, speed, everything is faster. The users are happy and it's easier to present. Support is fantastic, escalations are reduced to the minimum, and the technical reliability is amazing — which is something I never experienced with Hyperion. I like having the flexibility to build solutions out in the platform — the technology is very powerful. And the OneStream team listens and is always...”

JAN DE LEEUW
DIRECTOR OF FINANCIAL SYSTEMS, INGRAM MICRO

“My favorite thing about OneStream is really being able to do almost anything the flexibility of the tool to collect information, and not just financial information. Really any information enables us to really add — whether it's a different addition or a completely new functionality or to just enhance the functionality we have. It makes it so easy, and I love not being out there...”

MICHELLE GREENBERG
DIRECTOR OF CORPORATE SYSTEMS & PROCESSES,
CIMPRESS

“The implementation of OneStream has made the month-end close process much more efficient. With HFM, responsibility for critical tasks lay with the consolidation team, which often led to bottlenecks and a heavy workload. Thanks to OneStream's flexibility and user-friendliness, various processes have been automated and simplified, significantly reducing the need for support.”

LUCIANA CIRCELLI
CONSOLIDATION APPLICATION EXPERT, BÜHLER AG

“The one phrase I would use to describe OneStream is 'great business value' — being able to extend the number of reporting processes in the platform provides a much more structured way of working. We can look at the data with more transparency to see where there may be data quality issues.”

WILNA LINDEMAN
MANAGER OF FINANCIAL INFORMATION SYSTEMS,
NUTRECO

TRUSTED BY



BARRICK



ABOUT OUTREACH



Outreach is the industry's most effective sales communication platform that empowers sales development reps, account executives, and success managers with the workflows to be more effective and efficient. The platform manages all customer interactions across email, voice and social, and leverages machine learning to guide reps to take the right actions.

168

TOTAL CUSTOMER REFERENCES

**VIEW ALL
REFERENCES**

FEATURED TESTIMONIALS

“Implementing Outreach at NewtonX was a no-brainer. We knew we had to have it for sales engagement, especially with such a young and scrappy sales team. But even more critical was how Outreach could impact our ability to forecast because, especially as a startup, that's how we make our decisions.”

KUMBI MURINDA
DIRECTOR OF REVENUE OPERATIONS, NEWTONX

“If you work at Omniplex Learning in sales, Outreach is the tool you start with. It's where our reps live, and it's central to how we manage deals, train new hires, and keep scaling successfully.”

ANDREI GRAYSON
SALES DIRECTOR, OMNIPLEX LEARNING

“Data from Outreach is bringing more context around our prospecting efforts so we have a complete view of what works and how we can continually improve our efforts and efficiency.”

PAM KONG
MANAGER OF GTM ACCELERATION, ZOOM

“With Outreach we get increased transparency. Now we are getting much easier, deeper insights into the structure in a way we've never had before.”

THORSTEN REICHENBERGER
HEAD OF REVENUE OPERATIONS, SIEMENS

TRUSTED BY



CLOUDERA





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.

294

TOTAL CUSTOMER REFERENCES

[VIEW ALL REFERENCES](#)

FEATURED TESTIMONIALS

“Planful let us create something where anyone can walk in and learn the process. If someone needs an answer, they can get it themselves without me getting involved. We weren't doing most of this before, so Planful has become a key piece of our growth because we're getting more visibility into areas we couldn't previously. It's just been huge.”

BEN THOMAS
FINANCIAL CONTROLLER, THE LEAD GROUP

“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

“Planful has been like a single source of truth. It automated the whole budget process for us and reduced the time to build the budget. We have more buy-in from users, and the users feel more engaged with the platform.”

ANITHA RAMARAJ
MANAGER OF FP&A, IGLOO

“Planful has increased efficiency in forecasting a large complex budget every month. Now budget managers can easily forecast based on real-time data.”

CHRISTINE KELLY
TEAM LEAD, MARKETING OPERATIONS, CVENT

TRUSTED BY

L'ORÉAL

Phocas.

NORTRAX

 Abbott
Nutrition

druva 



ABOUT 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...

1254 TOTAL CUSTOMER REFERENCES

VIEW ALL REFERENCES

FEATURED TESTIMONIALS

“Within our ‘Workday First strategy’ we believe Workday offers a great opportunity to further digitalize our employee processes and help us with valuable workforce insights for many different use cases and for the wider business.”

ROBERT ROMBEEK
HR AREA LEAD, RABOBANK

“Workday Orchestrate means we no longer access multiple systems and download spreadsheets. The time we save is fantastic.”

JON WHILEY
CHIEF TECHNOLOGY OFFICER, THE PLANET GROUP

“Whenever Workday Financial Management takes an upgrade, Workday Extend rises with it. That was a key selling point.”

DIRECTOR OF ADVERTISING
SHELTER INSURANCE COMPANY

“Since partnering with Workday Adaptive Planning, we have a single source of truth.”

JUSTINA SIM
COUNTRY HEAD, NINJA VAN

TRUSTED BY





2026
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

**VIEW ALL
REFERENCES**

FEATURED TESTIMONIALS

“Having spent 10 plus years at Google where I built a lot of reporting on proprietary platforms, InsightSquared was a game changer. The amount of time I used to spend configuring tables and massaging data to get reporting is now solely dedicated to asking questions and developing deeper business insights.”

LINDA FITZEK
DIRECTOR OF BUSINESS OPERATIONS, EVERSTRING

“InsightSquared is a valuable application that allows our clients to expand their knowledge of business processes and their sales effectiveness through data intelligence from within Salesforce.”

DAVID FRANKLIN
VICE PRESIDENT, VENTAS CONSULTING

“The InsightSquared visualizations and out-of-the-box reports provide our sales management team with actionable insights to help them run our business.”

MARK SKELTON
VP OF SALES, NEUSTAR

“InsightSquared reveals the details that help you make better decisions.”

TODD OLSON
CHIEF EXECUTIVE OFFICER, PENDO

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.

72

TOTAL CUSTOMER REFERENCES

[VIEW ALL REFERENCES](#)

FEATURED TESTIMONIALS

“Jirav excites me because data visualization is the key to working with clients, advising them, and getting them engaged. Just seeing where you’ve been won’t cut it anymore. Jirav is a core element of the next generation of client solutions for Aprio and Aprio Cloud.”

BRUCE A PHILLIPS
MANAGING DIRECTOR & PARTNER, APRIO CLOUD

“I love that we can build out reports for different audiences; if it’s our finance team or investors, we can build out a 100% customizable reporting package at the click of a button, and that has been extremely valuable for us.”

KATE YORK
CHIEF EXECUTIVE OFFICER, SENDCUTSEND

“Jirav can help you truly understand where your business currently is and what it will take for you to meet your financial objectives in the future.”

BRAD THOMAS
COO & CO-FOUNDER, EVERCAST

“The Jirav team will take your business, and treat it like theirs and I can’t stress enough how important that is to us.”

JOHN BEDNARSKI
MANAGING PARTNER, APEX UNLIMITED SERVICES

TRUSTED BY










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...

29

TOTAL CUSTOMER REFERENCES

**VIEW ALL
REFERENCES**

FEATURED TESTIMONIALS

“Limelight is adding great value for us. Users find it easier to adopt the system and we now have a centralized place for budgets, expenses and reports.”

BENNY CHAN
SENIOR PROJECT MANAGER, INTERNATIONAL MEDICAL CORPS

“Limelight offers great value for the cost. If you want to present TM1 to your business users in a prettier way, Limelight is the right solution for you.”

SCOTT BLACK
IT SOFTWARE SUPPORT ADMINISTRATOR, SALT LAKE CITY

“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

“Limelight gives us the most accurate budget. We can now work with numbers we trust and access analytics at any time.”

JULIE POIRIER
ASSISTANT DIRECTOR OF FINANCE, UNIFOR

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.

314

TOTAL CUSTOMER REFERENCES

**VIEW ALL
REFERENCES**

FEATURED TESTIMONIALS

“Prophix is a flexible and powerful consolidation software application, at the leading edge of technology. The tool is ideally suited to the needs of major groups like Eiffage, as it can be deployed quickly and provides impressive performance. Its business line logic is very clear and makes it easy to learn at every level of the company. We are fully autonomous with the tool (configuration, report creation, and interfaces). Prophix gives us the flexibility and rigor we need in a constantly changing environment.”

JOËL MARME
GROUP ACCOUNTING DIRECTOR, EIFFAGE

“Prophix One Account Reconciliation was a vital decision in our ever-evolving quest for expansion and having more efficient processes when doing so. We're gearing up for a historical year in 2025 and want to make sure we have the correct key players to further support our core mission of both innovation and seamless experiences.”

YU GNEZIL
CONTROLLER, JAMUL INDIAN VILLAGE

“Prophix One Account Reconciliation was a vital decision in our ever-evolving quest for expansion and having more efficient processes when doing so. We're gearing up for a historical year in 2025 and want to make sure we have the correct key players to further support our core mission of both innovation and seamless experiences.”

YU GNEZIL
CONTROLLER, JAMUL CASINO

“What I love about Prophix is that it gives us back time, and with that, the opportunity to find more rewarding ways to spend our days. Rather than just focusing on checking numbers, we have more time to evaluate, analyze, and see the interesting side of the business.”

JENNIE ROBISON
VICE PRESIDENT, CONTROLLER, KAJIMA BUILDING & DESIGN GROUP, INC.

TRUSTED BY



MATTRESSFIRM





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...

64

TOTAL CUSTOMER REFERENCES

**VIEW ALL
REFERENCES**

FEATURED TESTIMONIALS

“Using the Qcloud has allowed us to share information more efficiently. Now we’re simply publishing that information to the Qcloud – they can go on when they are ready and download information and manipulate it how they need to. It certainly has been a time saver.”

NATHAN BRIGGS
SENIOR TREASURY ANALYST, THE JACKSON
LABORATORY

“Quantrix is a disruptive technology that reshapes the way we approach modeling and analysis, and makes it possible to contribute a significant and measurable value-add.”

ATK

“Our goal is to get the results of our device within 10 percent of the clinical values of the gold standard of the lab-based device.”

FRED FARBER
CHIEF TECHNOLOGY OFFICER, DAKTARI DIAGNOSTICS

“Quantrix has it all. The value is incredible.”

ALEX NISENBOIM
TECHNICAL ARCHITECT, ASTOUND COMMERCE



TRUSTED BY





ABOUT XACTLY CORPORATION



Xactly is the AI-first Sales Performance Orchestration platform built for the world's most ambitious revenue engines. Building on two decades of industry leadership, Xactly is redefining revenue performance by moving beyond manual management to autonomous orchestration. The platform leverages Xactly Intelligence and a fleet of AI Agents to synchronize the full revenue lifecycle, from planning and design to incentives and forecasting. By unifying these critical work streams into one intelligent system, Xactly enables global enterprises to align strategy with execution and scale with absolute conviction. Transform your revenue engine at...

268

TOTAL CUSTOMER REFERENCES

[VIEW ALL REFERENCES](#)

FEATURED TESTIMONIALS

“Xactly's impact on our organization has been a significant improvement in the transparency of incentives for our sales teams. As for a metric to this improvement, there is no comparison; we went from a one-page quarterly summary report for our sales reps to 24/7 online access to a report that enables them to drill into the details behind their incentive compensation.”

ANDY ABBOTT
ASST. CONTROLLER, RUSSELL SIGLER

“With Xactly Incent, doing a monthly file takes us a couple of hours whereas it used to take us five times as long to calculate. We would end up working until 2 AM trying to get all the spreadsheets updated with all the dispute pieces and adjustments.”

MATT MILLS
RETAIL INCENTIVE PROGRAM DIRECTOR, DESERT FINANCIAL CREDIT UNION

“Compensation is one of those areas where it's never in a silo. It really does take a village and it's not something that one group or one small team can do on their own.”

DAL SIDHU
HEAD OF GLOBAL SALES COMPENSATION, ZOOM

“Xactly has transformed the way we manage our compensation program - what used to take days now takes hours and keeps our teams focused on the right metrics.”

ROBERT CHECCHIA
CHIEF FINANCIAL OFFICER, BENZINGA

TRUSTED BY









2026
SALES
FORECASTING
SOFTWARE

RISING STAR



ABOUT FUNNELSOURCE



FunnelSource is the highest-rated forecasting and pipeline management app on the Salesforce AppExchange. They've helped organizations from venture-backed startups to Fortune 500 companies realize the full potential of their sales pipelines and teams. And as a Software as a Service company, we understand that delivering a great application is about more than having great software, it's about delivering great service overall.

19

TOTAL CUSTOMER REFERENCES

**VIEW ALL
REFERENCES**

FEATURED TESTIMONIALS

"I cannot speak highly enough of FunnelSource. Its design is incredibly simple, intuitive, and most importantly, FAST. Even our reps use it and any tool that a sales rep uses on their own volition without outside encouragement from management speaks for itself."

REVENUE OPERATIONS MANAGER
LEADGENIUS

"FunnelSource has simplified our forecasting and pipeline reviews. The app picks up where Salesforce leaves off offering more intuitive analysis. We rely on it for all forecasting discussions and it does not let us down."

SR. MANAGER WORLDWIDE SALES OPERATIONS
MALWAREBYTES

"FunnelSource has given us a simple but highly effective tool to quickly and easily manage opportunities. It's the one application that has transformed funnel management and given us an overview into our business."

DIR. OF FINANCE
NAVICURE

"FunnelSource is an important piece to maintaining our phenomenal growth. We use the tool each and every day to monitor the health of our pipeline and analyze trends in size and frequency of monthly orders."

DIRECTOR PLANNING
RESTORATION HARDWARE

TRUSTED BY





ABOUT INTUENDI

intuendi

Intuendi is a demand Planning & Sales forecasting software for Manufacturing and Commerce that uses state-of-the-art Machine Learning techniques, Predictive Analytics algorithms and Big Data & Cloud technologies. Every decision you make starts with a forecast of your future sales: get real insights from your data with intuendi.com.

24

TOTAL CUSTOMER REFERENCES

**VIEW ALL
REFERENCES**

FEATURED TESTIMONIALS

“This year has been extraordinary for us, and we feel that we owe much of our success to you. Thanks to your software, we have met and exceeded our planning goals, significantly improving the efficiency of our production processes.”

VITALIANO BATTAGLIA
COO, GUZZI GIOIELLI

“We have been working with Intuendi for several months now and we are starting to see the results. So I'm currently very happy about the progress. Compliments to the team for picking up on issues so quickly and great support.”

BO BERGMANS
VAN DOLEWEERD

“Thanks to Intuendi's intuitive AI and simple UI, we cut dozens of hours a week manually analyzing our data and save thousands of dollars a month in software costs.”

THOMAS MATZNER
BECCA COSMETICS

“Our buyers use Intuendi every day to estimate inventory needs, so we know what and how much to buy to keep our standards high and make customers happy.”

CRISTIANO PELLEGRINO
IT MANAGER AND CO-FOUNDER, TANNICO

TRUSTED BY

TANNICO



Doleweerd



BECCA



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

“Having CONTROL'S centralized database is a lot more effective for us-it's all right there, and you push a button and you see where you are, any time you want to.”

JOHN WHITE
DIRECTOR OF FINANCIAL PLANNING, BAE SYSTEMS

“CONTROL also produces resource management reports and provides multi-dimensional analytics that supports corporate budgeting.”

WALLACE D'SOUZA
ASSISTANT DIRECTOR OF BUDGETING AND PROJECT
FINANCIAL SERVICES, MDRC

“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

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

“Kepion gives us the visibility and agility we need to plan strategically, grow revenue, and deliver on our mission to create products that make everyday experiences better for our customers and consumers across the globe.”

VP OF REVENUE GROWTH
GLOBAL CPG COMPANY

“With Kepion, we were able to quickly tailor the applications specific for their needs and allow our management team to run budget reviews more frequently for each of our lines of business.”

XU
DIRECTOR OF FINANCE, ITELL CHINA

“There are aspects of Kepion that are very simple. Loading in the budget, to expenditures, to classification of the number of devices is all very easy within Kepion.”

PIER FASNACHT
DIRECTOR OF INFORMATION TECHNOLOGY SERVICES,
UNITING CHURCH IN AUSTRALIA

“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



BLUE LAGOON
ICELAND





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.

18

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

“The software package updates daily providing timely visibility to information. It compiles information in a central location allowing the planning team to react quickly to the data. We chose SAFIO Solutions for the reporting capabilities and ease built into the tool. Lots of built-in reports to assist in the analysis.”

JACQUELINE HAMM
DIRECTOR OF SUPPLY CHAIN, WORLDWIDE

“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

“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.”

SHARON
SENIOR PLANNER, BSI

TRUSTED BY





ABOUT SALESCHOICE

SalesChoice

SalesChoice a Cognitive Sciences AI-based sales analytics platform and Data Sciences Company that helps accelerate B2B organizations to reduce cost of sales by 20-30%, increase top-line revenue by 15-20%, and improve sales forecasting accuracy by 20-50%. SalesChoice is an ISV AppExchange partner of Salesforce, with an open API, and is also a certified Einstein Analytics solution provider.

41

TOTAL CUSTOMER REFERENCES

[VIEW ALL REFERENCES](#)

FEATURED TESTIMONIALS

“Working with SalesChoice has been an integrated partnering relationship where they have delivered proven AI data modelling and data sciences expertise to help us advance to solve a complex finance problem, being able to predict Variable Operating Margin, at least 2 months ahead of our ability to see our financial outcomes, to help us shore up improvements to...”

PAUL MORAN
SENIOR DIRECTOR, FINANCE TECHNOLOGY EXECUTION
& DEPLOYMENT, PUROLATOR

“SalesChoice is a client centric software company that you can count on to achieve hard to get at sales performance insights that increases your win rates by 10% immediately upon install. We waste too much time in sales focused on the wrong customers or easily can lose track of our call activities. Their software is easy to use, guides the right behaviors to increase not only sales...”

MEAGAN HUMPHREY
VICE PRESIDENT, SALES & RECRUITING ENABLEMENT,
MONDO

“Dr. Cindy Gordon and her SalesChoice team are experts in AI business model design and analytics. The team has an incredible depth and breadth of knowledge not only in the application of AI and Machine Learning models, but also in the formulation of strategies that have real business impact. We learned so much from working with them on a relatively small project...”

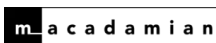
CHRISTOPHER TERTOOLE
DIRECTOR, BUSINESS INTELLIGENCE, QUARTZ
ENTERPRISES

“Every sales system we looked at required expensive modifications to keep track of everything. We had no problem with that until we dug deeper. We found our sales staff would be forced to record piles of information we didn't need. With SalesChoice we stripped out everything we didn't need and only added what our business required.”

JIM CHATERS
NATIONAL SALES MANAGER, AERMEC

TRUSTED BY









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...

35

TOTAL CUSTOMER REFERENCES

[VIEW ALL 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

“Smart IP&O is, among other things, the vehicle for our monthly SIOP process. We review our own business segments then convene as a group, consider results to date, the impact of promotions, events and seasonality, and agree on our consensus plan going forward. This is an invaluable process, enabling manufacturing to stay ahead of demand and deliver what our customers need, when they need it.”

CUSTOMER SERVICE DIRECTOR AND S&OP TEAM LEAD
BIG ASS FANS

“By saving on interbranch moves, the personnel can use that time to maintain the warehouse. It’s a soft savings. But we would have had to hire an additional person to maintain the warehouse. So, now our warehouse has never looked better.”

CHRISTOPHER HAEFNER
MANAGER OF MATERIAL MANAGEMENT, METRO TRANSIT

“The software allows us to identify parts that are outliers and then set the service level we want to offer our customers. With that information, we can decide how much of that part we want to have on the shelf.”

VICE PRESIDENT
AERO FASTENER

TRUSTED BY



PREVOST

