# Why Lative?

We help companies to build and achieve their sales plan to meet company objectives in the most profitable and efficient way.
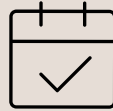
## ANALYSE

Sales performance, productivity & efficiency
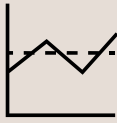


Granular analysis to understand profitability and efficiency across the revenue organization

## PLAN

Short & long-range target, quota and capacity models



Bottoms up capacity planning with what-if scenarios to hit your short- and long-term growth targets

## TRACK

Execution against the plan



Connect top-down plans with bottoms up operational data to identify risks and opportunities

## RevOps can save time, become a more strategic partner and achieve company revenue objectives by:

◆ Enhanced decision-making and improved revenue performance through reliable data and accurate projections.

◆ Better strategic planning and resource allocation, leading to increased operational efficiency and cost-effectiveness.

◆ Greater alignment across departments, resulting in smoother cross-functional operations and a unified go-to-market strategy.

◆ Increased revenue growth and market competitiveness due to data-driven company strategies and agile leadership.