



Lative for RevOps

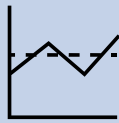
Sales Planning and Decision Intelligence

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Top-performing revenue operations teams use Lative to save time, enhance collaboration, and plan strategically to optimize sales capacity and drive profitable, efficient growth.

ANALYSE

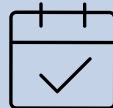
Sales performance, productivity & efficiency



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 connect strategy to execution to drive profitable efficient growth

- ◆ Automate manual processes and use real-time data to identify risks and opportunities faster and make better decisions.
- ◆ Increase visibility with granular data, track key metrics to make better investment decisions and do scenario planning to see the impact of future decisions.
- ◆ Share data, analysis, and plans cross-functionally to help influence decisions and have a larger impact on the business and its strategy.
- ◆ Make data-driven growth and investment decisions in real-time to capitalize on market opportunities and quickly adapt to market conditions with optimized hiring.