



# Lative for Revenue Leaders

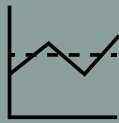
Sales Planning and Decision Intelligence

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Revenue leaders use Lative to plan proactively, optimize performance, and align strategy with execution to drive profitable and efficient growth with precision and confidence.

## 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

## Revenue leaders can connect strategy to execution to drive profitable, efficient growth

- ◆ Empower your team with real-time, data-driven insights to improve decision-making and consistently deliver stronger revenue performance.
- ◆ Achieve greater operational efficiency to drive stronger team performance and cost-effectiveness across your organization.
- ◆ Harness accurate long-term revenue forecasting to enable better strategic planning and resource allocation, avoid under/over hiring, and drive profitable efficient growth.
- ◆ Improve collaboration and alignment across departments to streamline operations and achieve unified business outcomes.