



# Why Lative?

Sales Planning and Decision Intelligence

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

## INSIGHTS

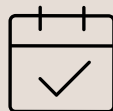
AI-Driven Visibility into Sales Productivity, Efficiency & Performance



Empower faster, smarter decisions to accelerate growth

## PLAN

Predictive Targeting, Quota, and Productive Capacity Modelling



Create scalable plans and optimize hiring strategies with precision

## EXECUTION

AI-Powered Prediction Monitoring and Benchmarking



Stay proactive, ensuring you hit and exceed your targets

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.
- ◆ Greater alignment across departments, resulting in smoother cross-functional operations and a unified go-to-market strategy.
- ◆ Better strategic planning and resource allocation, leading to increased operational efficiency and cost-effectiveness.
- ◆ Increased revenue growth and market competitiveness due to data-driven company strategies and agile leadership.