

# Stop working on your forecast. Start working from it.

Sales teams spend 40+ hours per week gathering forecast data, validating spreadsheets, and chasing updates from reps. Despite this effort, 43% of sales forecasts missed goal by 10% or more\*.

Finally, a forecasting solution that cuts through the noise—consolidating pipeline data and using AI to pinpoint deal health, engagement patterns, and risk factors—so you can stop guessing and start knowing.

While other tools stop at conversation intelligence or pipeline visibility, you get AI that solves the real forecasting problem—turning insights into accurate predictions and actionable next steps you can trust.

Territory	ACV Only Target	Gap to Target	MJ + ACV Plus	MJ Deal Tagging	MJ + Upside
East	\$30,000,000	\$6,900,000	\$3,532,154	\$2,563,240	\$2,752,485
East_Comm	\$1,014,200	\$900,000	\$2,100,000	\$2,500,000	\$750,000
East_HO_Subregion	\$4,000,000	\$2,000,000	\$2,000,000	\$4,000,000	\$700,000
Northeast	\$4,000,000	\$2,500,000	\$1,500,000	\$3,500,000	\$550,000
Southeast	\$3,500,000	\$1,500,000	\$2,000,000	\$3,000,000	\$700,000
EAST_Balancer	\$4,000,000	\$2,500,000	\$1,500,000	\$3,500,000	\$550,000

## Forecast based on actual buyer activity

By automatically capturing every email, call, and meeting automatically, your forecast reflects what buyers are actually doing - stale, outdated CRM says.

## Transparent AI logic you can control

See the exact data and calculations behind every prediction. Adjust scoring models, forecast algorithms, and recommendation logic yourself when your process evolves.

## Configure everything yourself in minutes

Set up forecast categories, add metrics, restructure hierarchies and more without vendor tickets, professional services, or IT dependencies. Your forecast adapts as fast as your business changes.

# Spot Risks Before They Derail Your Quarter

AI pinpoints the biggest risks and trends in your forecast without you having to dig for them. Spot stalled engagement or contract delays, see the total deal value at risk, and drill into each issue to view the exact opportunities affected. Take focused action to protect your number.

# Complete Context on Every Opportunity

Qualification scorecards are auto-completed using real-time engagement data—so leaders can validate deal health, uncover risk, and get complete context, deal by deal. One app to manage what matters most: revenue.

# Access Your Always-On AI Forecast Agent

Ask natural questions like “Which deals are at risk?” or “Why is Q4 off track?” and get instant, data-backed answers from your real deal history. Trained on your GTM motion, competitors, and stages, it flags risks, recommends next steps, and keeps you ahead of surprises.

# Control and Customize Your Forecasts Without IT

Admins can build hierarchies, set forecast types, and update permissions in minutes—no support tickets required. Instantly adjust to org changes, keep data accurate, and give leaders real-time insights to make faster, better decisions.