

P L A N N I N G

Sigma Conso Planning

90% of organizations in Europe continue to use Excel for budgeting and planning, which frequently results in a budget out-of-date by the time it is finalized.

Using Sigma Conso Planning, you get consistent, unified and centralized financial and operational data. To help you better support your operational departments, Sigma Conso Planning includes ready-to-use business contents.

Sales & Revenue Planning: improve your commercial performance

The module Sales & Revenue Planning of Sigma Conso helps you to improve your organisation's commercial performance and typically brings answers to the following questions:



How to balance customer requirements and our production capacities?



What is the average cost of a sale? How to improve it?



What is the status today compared with the budget and the sales forecasts?



Which products and activities are the most profitable for the company?



Which regions generate the most profit and growth?



How can controlling help sales to set ambitious yet realistic targets to keep them engaged/motivated?



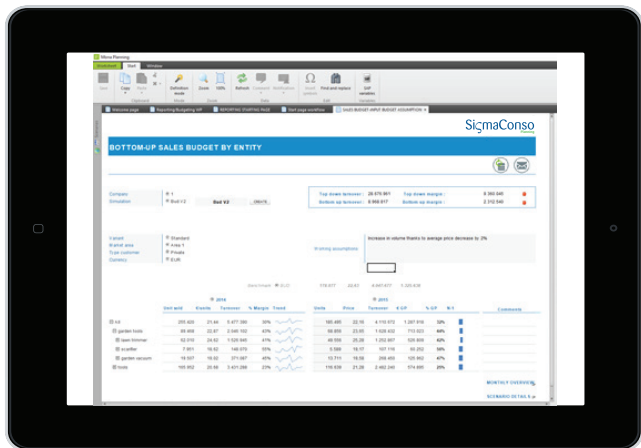
What is the best combination of sales channels? How can we make optimal use of sales force?



How to determine the bonuses? What is the most effective compensation package for the sales force?

Features of Sigma Conso Sales & Revenue Planning

- **Measures of the impact** of sales forecasts on plans, budgets and overall forecasts
- **Follow-up and analysis of variances** between actuals and forecasts
- **Data visual analysis**
- **Several approaches are possible:** top-down, bottom-up, mixed, activity based approach
- **KPI dashboards**
- **Easy simulations and scenario calculations**
- **Automated and centralized data collection**



Discover the rich functionality of Sigma Conso Planning

With Sigma Conso Planning, you get a single version of the truth: all operational and financial data are centralized in one unique database.

Available pre-set business contents:

- Financial Planning
- Profitability Planning
- Multi-Project Planning
- Sales & Revenue Planning
- Human Resources Planning

Contact us for a demo!

www.sigmaconso.com
info@sigmaconso.com