The reason we chose Cloud9 is because of the incredible ability it has to tell us what happens in the pipeline. I think this is the only product on the planet that actually does this.

Brian Frank
Head of Global Sales Operations
LinkedIn

Cloud BI for Sales

Your CRM system is an invaluable resource to help you automate day-to-day sales activities, but it is not designed to provide critical insight needed to maximize sales performance – what’s changing in your pipeline, where risk lies, and where you need to focus to make your forecast.

Cloud9 provides a complete suite of BI solutions designed specifically for sales. Cloud9 gives you the power to optimize sales performance by combining comprehensive reports and dashboards, advanced self-service analytics and a flexible forecasting engine to drive better top-line results.

The Cloud9 Sales Performance Suite allows you to:

- Automate any report or dashboard, across all data from your CRM and other systems
- Easily see pipeline change, deal risk, and forecast holes
- Transform forecasting into a faster, simpler process, with added insight and accuracy

Cloud9’s powerful business intelligence platform automatically captures historical data across multiple sources and creates your organization’s private data warehouse. Built entirely as a SaaS system, there is no need for IT involvement. Even with custom fields and objects, or when your data structure changes, sales operations and sales managers can configure and control the system without the need for IT help.
We have been utilizing Salesforce for nine years, which has a lot of great data in it, but Cloud9 gives us more visibility into the pipeline.

Irene Von Toussaint  
Vice President of Operations  
CA Technologies

Cloud9’s ability to show us what’s changed in our pipeline effectively bridged the ‘data gap’ to make our sales managers’ one-on-one sales rep coaching painless and productive.

Joe Roach  
CRM Project Manager  
ThermoFisher Scientific

Sales Reports and Dashboards  
Any report, any dashboard – automated

Simplify the process of delivering the right information to your sales team. Either scheduled and delivered automatically, or accessed on-line, Cloud9’s Sales Reports and Dashboards delivers a broad range of sales reports – even those reports you can’t get from your CRM system. Start with Cloud9’s comprehensive library of pre-defined reports, or create any type of customized sales report or dashboard, and run them over a complete history of every bit of sales data you care to track.

- Pull all of your sales data from your CRM, financial, incentive compensation, or any other data source and leverage previously defined configurations
- Format and share your sales reports and dashboards any way you need them – in Excel, PDF, via email or online
- Get simple but powerful design capabilities, including a rich component library and rule-based formatting
- Leverage vivid data visualization of all historical and operational data to bring information to life and make it actionable for business
- Automatically apply the security rules from your CRM system, or allow administrators to expand data sharing to fit your needs

Sales Analytics  
Bringing big data analytics to the sales domain

Cloud9 brings powerful analytics to the sales domain to easily assess risk and optimize sales performance by leveraging patterns and trends in sales data. The advanced sales analytics engine brings self-service capabilities to sales reps, managers and executives, providing a virtual “analyst in a box” for all of your stakeholders.
Get a simple, single-page view of sales performance, eliminating the need to manage hundreds of individual sales reports and dashboards

Leverage revolutionary intelligent Change Analysis that helps you understand what’s changing in your pipeline and provides a key deal watch list and notification service

Easily vary your view of data by changing hierarchy, point in time, or traditional data filters on any fields

Arm yourself with detailed analysis of historical sales rep performance to coach more effectively and uncover what makes the best reps successful

Sales Forecasting
Forecast more accurately to grow your top line

Replace the guesswork, errors and labor of manual or Excel-based sales forecasts with a data-driven forecasting solution from Cloud9. You’ll transform your forecasting process from a once-a-quarter chore into a weekly or monthly discipline that drives better organizational performance.

Build you forecast automatically with any number of organizational hierarchies, forecasting categories, and business rules and structures

See historical patterns of forecast behavior for each rep and manager in your organization to better understand the numbers they are providing you

Instantly see the detail of what’s moving in or out of your pipeline

Monitor deal progression to ensure forecasted deals are on a successful trajectory

Build a knowledge base perfectly fitted to your organization to avoid patterns of failure and reinforce past patterns of success
Cloud9 Technology
Get Automated Data Warehousing of All Sales Data
Cloud9 pulls all of your sales data from your CRM, financial, incentive compensation, or any other data source and manages it in a single data warehouse. You’ll get full visibility into historical and operational data with daily or even more frequent refreshes and snapshots. Cloud9 leverages all of your existing configurations in your CRM system to help speed deployment and user adoption.

A Complete Suite of Sales BI Solutions
Cloud9 is the only BI solution designed for the sales organization, going beyond traditional BI vendors to provide a complete suite of sales BI solutions – from reports and dashboards to powerful analytics and automatic, accurate forecasting. It gives your sales managers the tools they need to see, understand, and manage their pipeline to maximize sales performance and improve top line results.

About Cloud9
Cloud9 is the world’s leader in on-demand sales BI and pipeline management solutions. We give users the power to actively manage sales performance with intelligence – going beyond CRM applications and standard cloud BI tools.

Cloud9 customers include hundreds of companies, large and small, from around the world and across a wide range of verticals, including leading organizations such as: Avaya, BMC Software, CA Technologies, EMC2, LinkedIn, Pandora, Progress Software, Splunk, Stanley Black & Decker, Thermo Fisher Scientific, and Thomson Reuters.

For more information or to see a demo on your own data, please visit www.cloud9analytics.com or contact us at +1 650.561.7855.