

Forecasting for every kind of revenue team

BoostUp equips revenue leaders with an AI-enabled revenue command center that delivers precision forecasts and increases rep productivity via smart deal inspection and sales coaching.

Impact You Can Measure



Increase in sales rep capacity



Forecast accuracy by week four



Increase in close-won conversion rates



Increase in net dollar retention

Consumption Forecast		Renewals Forecast					
Net Dollar Retention		Renewal forecast (renewal %)		Expansion forecast (Expansion %)		Churn forecast (Churn %)	
110% +4%		\$9.50M -\$150K (95%)		\$2.00M +\$125K (20%)		\$500K -\$55K (5%)	
Sales Org	License Utilization	Monthly Active Users	Booked	Net Dollar Retention	Renewal Forecast	Churn / Downsell Forecast	
Billy George CS Renewals Director	90% +1%	91% -2%	\$4,000,000	110% +4%	\$9,500,000 +\$150K	\$500,000 -\$55K	
Patrick Smith CS Regional Director	93%	95%	\$2,500,000	113%	\$5,750,000 -\$3K	\$250,000 +\$35K	
Acme Corp	85% +1%	90% +2%	\$1,500,000	106% -2%	\$3,750,000	\$250,000	
Sales Hub	90%	90% +2%	\$1,500,000	106% -2%	\$3,750,000	\$0	
Marketing Hub	96%	99%	\$1,000,000	100%	\$2,000,000	\$0	

Our Platform

FORECASTING

Call the right number early in the quarter.

Forecast Any Kind of Revenue

Supports full spectrum of revenue models (usage-based, subscription, demand-based) and blends multiple forecast approaches for greater precision

Machine Forecasting

Calls accurate number with AI-generated projections and predicts winning deals that will drive the forecast

Automated Forecasting

Automates submissions across the sales org and integrates human judgment with AI-generated predictions

REVENUE INSIGHTS

Find growth opportunities quickly.

Forecasting Analytics

Aggregates forecast accuracy and trends while tracking adherence and compliance at deal and rep level

Pipeline Analytics

Identifies deals at-risk and tracks coverage & funnel conversion by stage for any region, team and product

DEAL INSPECTION & REP COACHING

Increase revenue per rep.

AI-Guided Deal Inspection

Assigns risk scores based on prospect engagement, predicts deal outcomes and prescribes the next best actions

Sales Methodologies Support

Automates usage of sales methodologies such as MEDDPIC, BANT, Challenger within deals

Rep Coaching

Assesses rep activity and pinpoints areas for improvement while benchmarking rep behavior vs peers

How BoostUp Works

Meetings, emails & video conferences



Account & opportunity data in CRM



Marketing leads & pipeline activity



BoostUp

- Rep performance dashboards
- Optimal activity cadences
- Pipeline health diagnostics
- Deal risk scores
- Forecast accuracy tracking



Deal-level recommendations



Automated deal follow-up & auto-populated CRM



AI generated forecasts

Aggregate

All revenue data from every system

Analyze

Revenue and sales productivity

Act

Using AI to increase velocity and win rates

BoostUp Delivers The Answers Companies Need

Name	Forecast Category	Engagement Risk	Forecast Risk	Prediction	MEDDPIC
Metlife Svcs a...	Best Case	21	12	WIN	6/27
Acme Inc.	Best Case	11	10	WIN	4/27
Heartland Comme...	Best Case				3/27
Globo Corp.	Best Case				4/27
Bakkt, LLC Produc...	Best Case				5/27
Rooms TO Go, Inc...	Best Case	78	56	SLIP	10/27

Strategic Opportunity

- What are our most important sources of revenue
- Which high growth business segments should we invest in

Pipeline Health

- How much pipeline are we generating and where is it coming from
- Where are deals getting stuck in the funnel
- Where will we land for the quarter

Sales Productivity

- What activities drive deals forward
- Who are our best/worst performers and why
- What deal-specific actions can reps take to close more business

Customer Testimonials

"BoostUp is the only solution with the flexibility to help us run forecasting effectively and accurately."



Meghan Gill
SVP Sales Operations,
MongoDB

"BoostUp was up and running in just four weeks. For a system this powerful, that's impressively quick."



Paul Staelin
Chief Customer Officer,
Vercel

"BoostUp is very customizable and easy to use. You can forecast the way you want."



Marlene Levy
Director RevOps,
Udemy