

SCANOMI LENS

Monthly Newsletter from Scanomi



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WEBINAR ON SPM

Sales Planning, Forecasting, & Management

With a rapidly evolving business environment, it is imperative for Sales functions to embrace agility and be proactive to mitigate the negative impact of market dynamics. Most SPM/CRM systems and processes are not equipped to provide the right collaborative platform and insights resulting in inaccurate sales forecasts, failed go-to-market strategy, and inability to manage changes and react quickly. In this webinar, you will

- Learn to make large-scale strategic decisions using higher-order data, information about products, performance, forecasts, territories, KPIs, pricing, and pay-outs, among others.
- View and analyze data in all sorts of ways; high-level, drilled down, sorted by different hierarchies, referenced across function and region.
- Witness a live demonstration of connecting territory and quota modelling solution linked to sales forecasting and compensation management.

REGISTER NOW

Key Takeaways

- **Sales Planning (Where to Sell):**
Learn how to segment your market to best align your sales team using territory planning, quota setting, account segmentation, & sales coverage.
- **Sales Incentives (How to Sell):**
Learn how to motivate your salespeople through incentives & strategize for measuring their effectiveness.
- **Sales Insights (What to Sell):**
Learn how to gather data and apply analytics for real-time decision making.

ON-DEMAND SOLUTIONS

Forecasting & Planning: Simple & Affordable

Scanomi continues its innovative stint and with budget constraints plaguing many industries, we have designed on-demand solutions that are simple and cost effective for Anaplan solution seekers.

What is On-demand Solutions:

1. No additional Anaplan subscription required.
2. Scanomi will gather requirements and provide forecasting, planning, and analytics solutions for your Finance, Supply Chain, Sales & Operations, & Workforce needs.

How does it Work:

1. Request for a demo.
2. Sign a basic contract with Scanomi.
3. Communicate requirements and share data.
4. Scanomi will build Anaplan business models based on your requirements and share the findings/outcome with you and your team.

ENTREPRENEURSHIP

Generating Business Value, Creating Jobs

Entrepreneurship always comes with its share of challenges, sacrifices, toil, joy, and successes. Not everyone is made for it and it requires perseverance, patience, knowledge, skills and the ability to be at it, face adversities, and emerge successful.

One of our founders, Umesh Biyani completes 4 years at Scanomi and he's been an epitome of great leadership and modesty for the rest of the team to emulate.

His vision has been to create business value in the Asia Pacific region and help generate jobs to foster economic growth and give back to society.

We wish him the very best in his continued endeavor to contribute to businesses and society.

For more information about Scanomi and how we can help, email us at alex@scanomi.com

KEY CREDENTIALS

EMAIL

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WEBINAR RECORDINGS

1. [Sales & Operations Planning](#)
2. [Scenario Planning & Analysis](#)
3. [Transforming Supply Chain](#)
4. [Strategizing for Insurance Industry](#)

