Accelerate Sales Cycles and Increase Forecast Accuracy with SAP® Intelligent Sales Execution
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SAP® Intelligent Sales Execution is a collaborative forecasting and pipeline management solution, built with tight CRM integration.

**SAP Intelligent Sales Execution is a leader in predictive forecasting and sales analytics.**

SAP Intelligent Sales Execution provides powerful insights into sales forecasts that predict the likelihood of success in a sales cycle, and offers rich visualizations to show what has changed in the forecast in real time. The solution also enables managers to coach their teams on the best next steps in their deals to increase close rates and speed up cycles.

### Pipeline Management

See the health of every deal in your pipeline

Build a solid pipeline of opportunities, understand where risk exists, and know early on that you’re going to make your number.

### Pipeline Flow

Understand what just changed and why

Know if you have enough pipeline at the start of the month, see day-to-day changes in your pipeline, and understand where closed deals come from.

### Forecast Rollup

Forecast in CRM, guided by better data

Manage your forecast rollup from salesperson to CEO in CRM. Complement top-down forecasting with highly accurate deal-level predictions.

### Forecast History

See how your predictions trend throughout the quarter

Keep track of all your forecast submissions, understand accuracy by salesperson, and fine-tune your process with historical data.

### Activity Tracking

Understand your team’s activity and capacity

Keep track of your team’s level of activity, understand how well you’re engaging prospects, and set targets to keep everyone productive.

### Coaching Metrics

Show each sales rep the path to making quota

Show salespeople how they can close deals faster, understand gaps in their pipeline, and set goals for improving their overall performance.
SAP® Sales Cloud

ABOUT SAP SALES CLOUD

SAP® Sales Cloud solutions are part of the SAP Customer Experience portfolio.
SAP Sales Cloud allows customers to sell more and create a lasting connection with their customers with AI–powered solutions that transform their lead-to-cash processes.

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