

Jirav for SaaS



Jirav comes pre-configured with reports, dashboards, and plans specific to SaaS businesses. With more than 3,000 organizations relying on Jirav for their financial planning and insights, our solution was built and refined to give you instant access to key insights without complex, slow, or frustrating deployments.

SaaS insights right out of the box

Pre-built dashboards offer you the key insights common to SaaS businesses, giving you a headstart and immediate access to core data as you customize Jirav to perfectly fit your organization.

Financial insights

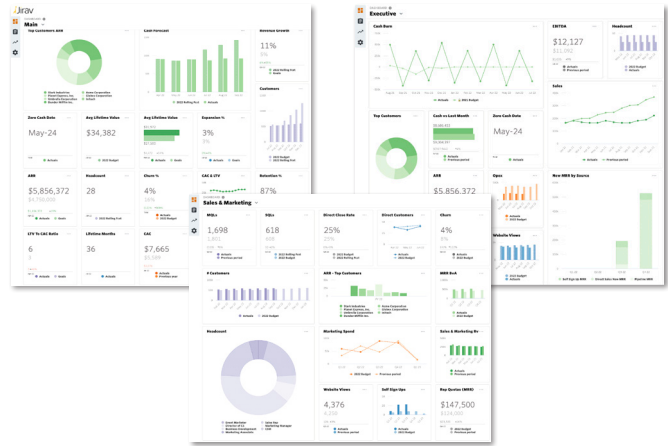
Integrate data from your accounting system and get immediate access to historical reporting, including your balance sheet, income statement, cash flow, and performance dashboards.

Funnel insights

Integrate or import CRM data and gain access to funnel, pipeline, customer, and marketing data.

Company insights

Tie your data sources together, and compare actuals to forecasts and plans to gain the complete picture of how your business has performed and how it's performing against plan.



Pre-built models

Your models fuel your strategic decision making, reports, and insights. Jirav's pre-built models were created with the needs and KPIs of SaaS businesses in mind, so you have a working starting point right away.

SaaS specific models

- Sales
- Marketing
- SaaS revenue
- Customer retention

Standard models

- Staffing
- COGs
- OpEx

Item	May 12	Jun 12	Jul 12	Aug 12	Sep 12	Oct 12	Nov 12	Dec 12	Jan 13	Feb 13	Mar 13	Apr 13
Revenue	100,000	110,000	120,000	130,000	140,000	150,000	160,000	170,000	180,000	190,000	200,000	210,000
Cost of Goods Sold	30,000	33,000	36,000	39,000	42,000	45,000	48,000	51,000	54,000	57,000	60,000	63,000
Gross Profit	70,000	77,000	84,000	91,000	98,000	105,000	112,000	119,000	126,000	133,000	140,000	147,000
Operating Expenses	20,000	21,000	22,000	23,000	24,000	25,000	26,000	27,000	28,000	29,000	30,000	31,000
Operating Income	50,000	56,000	62,000	68,000	73,000	79,000	84,000	90,000	96,000	102,000	108,000	114,000

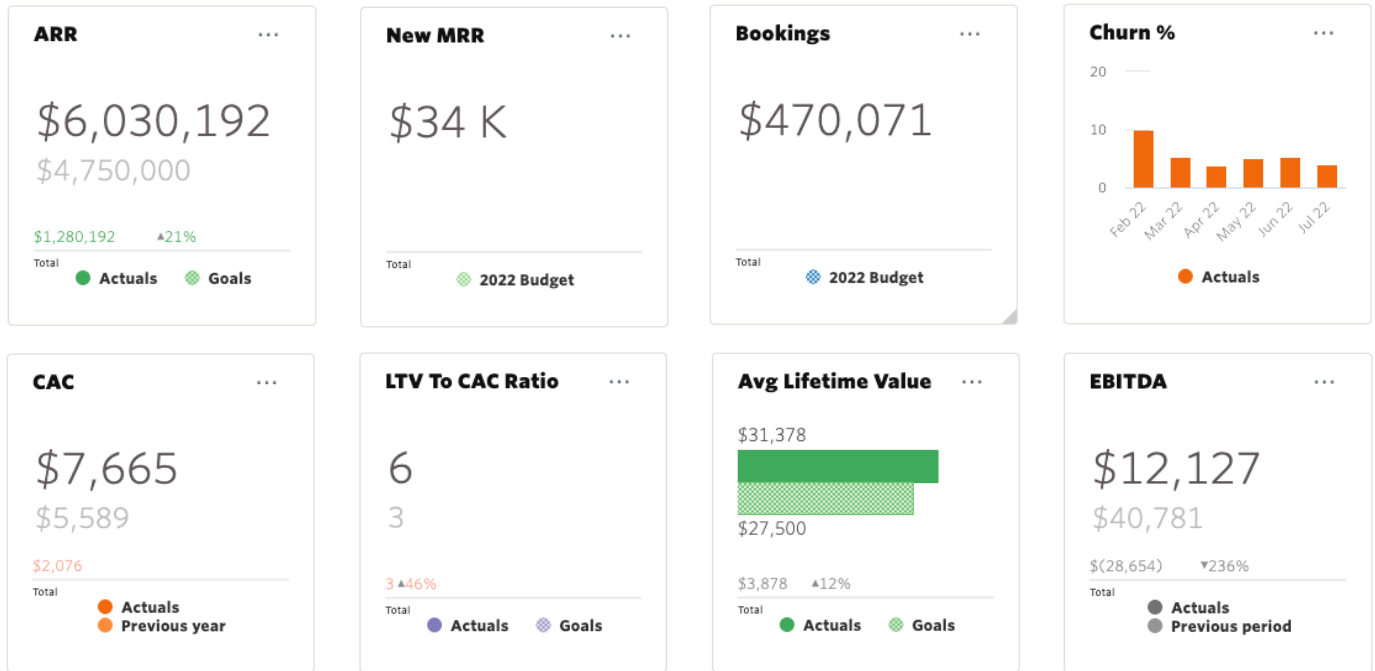
The tools to succeed in a complex business environment

- Scenario planning**
Clone plans and test various assumptions
- Variance reporting and budget vs. actual**
Easily compare actuals to all scenario plans to measure progress
- Fast and easy trended planning or custom assumption-based planning**
Support the forecast based on historical performance or build complex models to test new business strategies, investment strategies, or test model assumptions

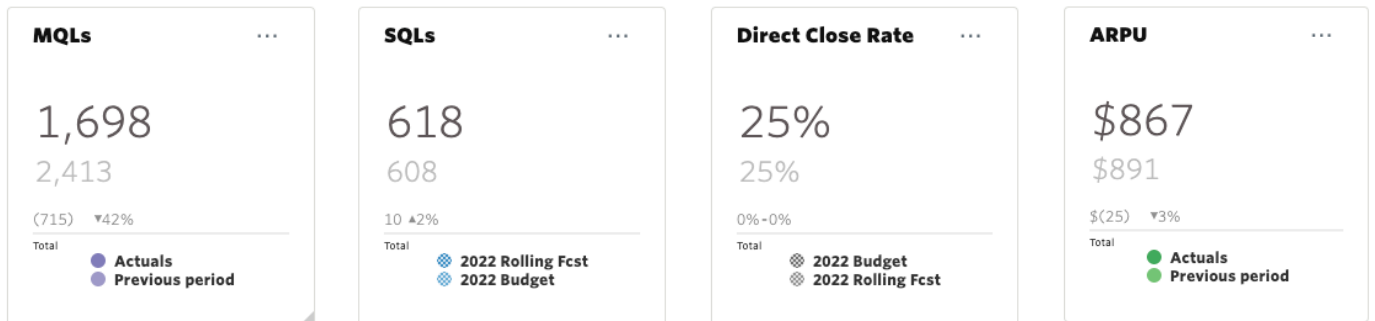


Sample out-of-box metrics, KPIs, and charts

Key SaaS metrics



Funnel metrics



Cash metrics

