Introduction

Accurate revenue forecasting is essential for effective financial planning and business growth. In fact, organizations with accurate forecasts are 10% more likely to grow their revenue year-over-year, and are twice as likely to be industry leaders (Argano).

With visibility over your organization's future income, you can enjoy better liquidity management, and ensure you have enough resources to meet your operational needs. Access to an accurate revenue forecast can also provide your organization with greater confidence in making new investments, and help fuel your organization's growth.

However, collating the right data points across multiple systems to build an accurate revenue forecast can be time consuming, and can often be inaccurate.

Moreover, factoring in crucial elements like customer payment speeds, bad debt write offs, and credit notes and refunds can be painstaking to calculate, and can make accurately predicting your revenue near-impossible.

That's why Chaser has created the Revenue forecast, which provides you with an automated, accurate revenue forecast that predicts your organization's future revenue. Improve your financial planning and collect and forecast your revenue in one system with the Revenue forecast in Chaser.

Key benefits

Improve financial accuracy
Benefit from accurate revenue predictions based on advanced machine learning models. Ensure your financial forecasts are reliable and precise.

Save time
Automate your revenue forecasting to reduce the manual work involved in financial planning. Spend less time on lengthy calculations and more time on strategic decision-making.

Make better-informed decisions
Gain accurate insights into your future revenue trends, enabling you to make informed decisions regarding credit management, inventory purchases, and investment opportunities.
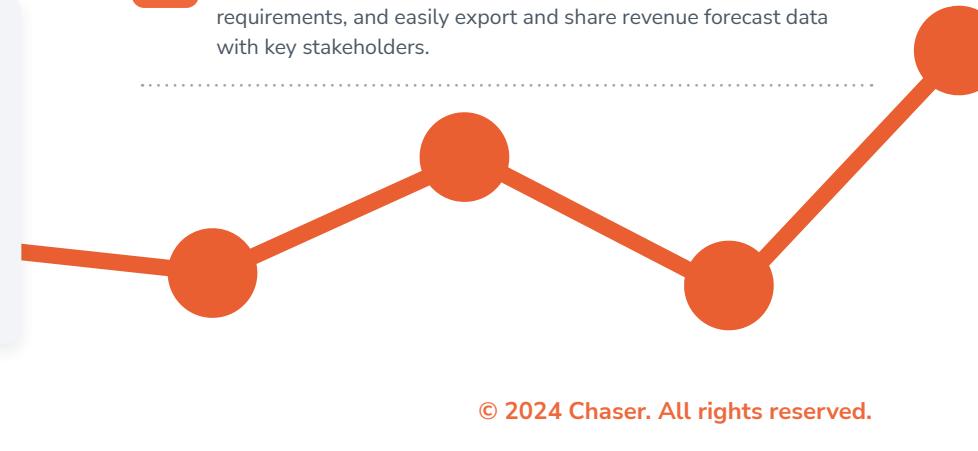
Reduce financial risks
Proactively address potential financial risks by forecasting revenue trends and issues before they become problems. Reduce the likelihood of financial distress.

Flexible to your needs
Edit your year end and start to match your organization's requirements, and easily export and share revenue forecast data with key stakeholders.

"It's a no-brainer! It is easy to use and is helping us to get ahead of potential problems and collect cash faster. I can't rate it highly enough. And on top of that we have received excellent support and customer service from Chaser's support team."

journey

Camilla Walley
Executive Assistant
Journey

Key capabilities

Advanced machine learning predictions

The Revenue forecast uses cutting-edge machine learning to provide you with the most accurate forecast possible. The calculation considers over 65 data points including your customers' geo-specific economic conditions (regulations, market trends), seasonality, past financial trends, payment history, and much more.

Access automated revenue KPIs every month

Key data points such as your organization's Year-to-date actuals, total Cash at risk, Monthly income forecast, and Annual revenue forecast are available in your Chaser account, automatically. You no longer need to spend time manually calculating these KPIs for your business, as Chaser will calculate and update them every month for you.

Understand and reduce your financial risk

Get a monthly estimate of how much revenue will likely go uncollected due to unpaid debts for the remainder of your fiscal year. Adapt your credit management strategy and take preventative action in Chaser to reduce your organization's financial risk and protect your revenue based on these insights.

How it works

Start using the Revenue forecast in three simple steps

1

1. Create a Chaser account

Start using Chaser for free (no card details required) for 14 days at chaserhq.com/signup.

2

2. Choose an Enterprise plan

Click on the person icon in the top right hand corner of your Chaser account, select Organization settings, then Subscriptions, and select the Enterprise plan

3

3. View your Revenue forecast

Click on Reports, then view your Revenue forecast report in Chaser

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Chaser helps businesses get paid sooner with its all-in-one accounts receivables automation platform, debt collections and outsourced credit control services. Users can credit check, monitor debtors, chase late invoices via SMS and email, collect payments, recover debt and reconcile accounts, all in the same platform. By sending automatic and deeply personalised payment reminders, the software and service provider effectively gets invoices paid on time without losing the human touch. To date, Chaser has helped users chase over USD 30 billion in overdue invoices. Chaser was named Best Technology Provider at the Credit Strategy Awards (2024), won the Best Use of Innovation In Business award (Management Today, 2023), Xero App Partner of the Year (2023) and won Best Use of Technology at the Credit Awards (2022).

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