



# Re-Defining your ARR

## A 5-Step Success Story





## **Step 1: Defining**

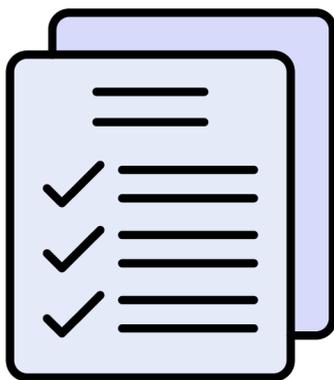
**Brainstorming sessions were held with multiple department leads (and myself) to determine how ARR revenue will be re-defined for further simplicity**





## **Step 2: Create a Doc (CRITICAL)**

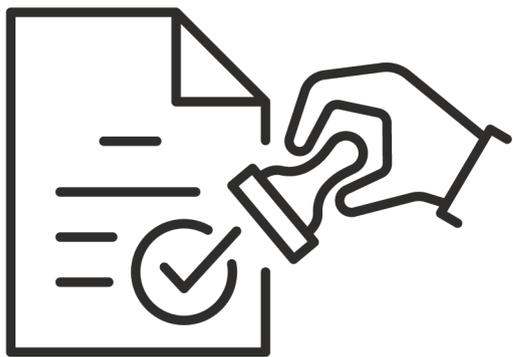
**A formal document was created to outline the new definition, the full scope of all the changes and, with the help of ARRow, the financial impact was also easily identified.**





## **Step 3: Get Approval**

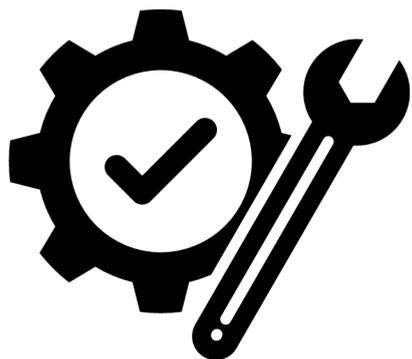
**This document was taken to their Board for their approval of the changes. As most questions were clearly outlined within the document that included scope and impact, decisions were made quickly to proceed.**





## **Step 4: Implement (where we are now!)**

**Document shared with internal teams and with ARRow in place, changes to the actual platform can be made, audited , and finalized within 2-3 days in the Salesforce Sandbox first before being moved to Production.**





## **Step 5: Review and Final Approval**

**Reports will be shared with Board containing newly defined ARR numbers at next board meeting for final review of impact and approval.**





**By the way...**

**It's never too late to introduce a solution for simplifying your SaaS or subscription metrics and provide your key stakeholders consistent, reliable, and accurate revenue metrics for business relationships built on trust and confidence.**

**Visit us at [www.forecaas.com](http://www.forecaas.com) to learn more.**

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