Fullcast v Anaplan

FULLCAST OFFERS A COMPLETE
OUT-OF-THE-BOX TERRITORY MANAGEMENT SOLUTION

Fullcast enables users to quickly build living, breathing territory, quota, and capacity plans without spreadsheets in days (not months!) It's simple to keep plans up to date and synced with your CRM, even as resources or strategy change. Fullcast is purpose-built for RevOps - no custom development or consultants required.

	fullcast.io	Anaplan
TERRITORY MANAGEMENT		
Ability to set-up complex territories using any data inputs from the CRM (out of the box)	✔	✘
AI-driven territory planning enabling users to build territory plans in minutes (out of the box)	✔	✘
Map-based territory planning	✔	✘
What-if scenario modeling	✔	✔
Ability for field managers to make self-service plan changes directly in the CRM	✔	✘
QUOTA/TARGET AND CAPACITY PLANNING		
Tops-down and bottoms-up quota or target planning in relation to territory or team organization (out of the box)	✔	✘
Ability to build additional targets beyond quotas (out of the box)	✔	✘

fullcast.io

	fullcast.io	Anaplan
Capacity tracking, including hiring planning, tracking of ramping resources, and effective dating of all role changes	✓	✗
RUNTIME PLAN MANAGEMENT		
Make runtime plan changes and deploy instantly to your CRM (e.g, due to resource or strategy changes)	✓	✗
Set and automate routing to stay in alignment with your territory plan	✓	✗
Implement and automate account hierarchy rules	✓	✗
Implement and automate rules to maintain data hygiene (e.g., deduping, compliance, industry taxonomy)	✓	✗
Implement and automate holdout rules	✓	✗
ENTERPRISE CAPABILITIES		
Bi-directional CRM integration for single-click plan deployment	✓	✓
Out-of-the-box deployment. No custom code or additional consulting resources required.	✓	✗
PERFORMANCE TO PLAN		
Real-time tracking of performance against plan	✓	✓

fullcast.io