

INAIT × MICROSOFT | AI for the CFO & CRO

FutureComplete

AI-Powered Forecasting for
Financial Planning & Sales Forecasting

Replace weeks of manual forecasting with automated, data-driven projections — across revenue, cost, and pipeline.
Give Finance and Sales teams one trustworthy baseline, in hours not quarters, so leaders can focus on strategy, not spreadsheets.

 Azure Marketplace

★ IP Co-Sell Eligible

✓ MACC Eligible

Why CFOs & CROs Are Rethinking Forecasting

Finance and Sales leaders both own the same number — yet build it separately, manually, and on judgment-heavy assumptions. Cycles that should take days stretch into weeks, and forecast reviews consume hours of leadership time every week without sharpening the outcome.

4–6 wks

Avg. planning /
forecast cycle*

3–5×

Re-forecasts per year
— trending upward

92%

CFOs say forecasting
accurately is a challenge*

80%+

Companies missed
revenue forecast**

Slow & Manual Cycles

- Weeks per planning / forecast cycle, spreadsheet-driven
- Each re-forecast restarts from scratch
- Leadership loses hours each week to forecast reviews

Bias & Opacity

- Revenue & pipeline built on opinion, not calibrated data
- Pipeline commitments reflect optimism more than probability
- No confidence bands, no explainability to the board

Scalability Gaps

- Static coverage ratios hide real segment conversion
- Granular actuals-vs-plan at rep / product level impractical
- Scenario analysis limited to 2–3 cases

* PwC CFO Pulse Survey, 2024 · ** Gong, 2024 State of Revenue Report

The Mandate Has Changed. Has Your Toolkit?

Both the modern CFO and the modern CRO are expected to deliver operational excellence across every process — including the forecasting process itself. Fewer resources doing more. Decisions that once took weeks now need to land in days.

CFO — Ask Yourself

- ▶ Can your team deliver a full revenue forecast within hours rather than weeks?
- ▶ When a regime shift hits — tariffs, rate shocks, geopolitical events — can you re-forecast and present to the board within 24 hours?
- ▶ Are your confidence intervals statistically validated, or judgment calls dressed up as ranges?
- ▶ Could you redeploy 50% of planning analysts to strategic work — without losing forecast quality?

CRO / VP Sales — Ask Yourself

- ▶ Are your pipeline conversion rates measured per segment and continuously updated, or are assumptions never tested?
- ▶ Can you flag pipeline gaps and at-risk quarters 30+ days early — while there is still time to act?
- ▶ Do Finance and Sales present one shared number — or two parallel forecasts that never agree?
- ▶ Could your reps spend less time forecasting and more time selling?

Proven to Cut Team Effort and Maximize Precision

FutureComplete gives your FP&A team a data-only baseline to react to — freeing them from manual model-building so they can focus on what really matters: analysis, judgment, and advising the business.

🎯 Accuracy

- Up to 30% better than off-the-shelf pretrained models like Chronos-2
- Comparable to internal planning team performance when enriched with domain insights
- Proprietary AI built on top of digital brain models — tuned for noisy, hierarchical data
- Self-adapts to shifting conditions; captures complex feature interactions

⚡ Speed

- Anyone who can operate a spreadsheet can run a full forecast
- From backtest to production in hours, not weeks — no data scientists required
- Automated model selection, ensembling & hyperparameter tuning
- Drift detection & auto-refit — models stay current as patterns change

◆ Explainability

- Statistically validated confidence bands — not judgment calls
- Automated driver analysis surfaces what's behind every forecast — audit-ready
- Hierarchical coherence — rep, product, and region forecasts sum to global roll-up
- Better explainability means superior, defensible decisions

The richer the data, the better the signal

Bring any external driver — macroeconomic indicators, pricing signals, promotional calendars, or any relevant covariate. FutureComplete ingests them alongside your actuals. Adding features consistently drives significant additional accuracy gains on top of the baseline model.

From Problem to Outcome: What Changes

FutureComplete removes the bottlenecks that keep Finance and Sales teams buried in manual modeling — so they can spend time on analysis, pipeline action, and advising the business.

Challenge	What FutureComplete Delivers
<p>Planning & forecast cycles take weeks — restarting from scratch each round, with data scientists needed for customization</p>	<p>PLUG-AND-PLAY SPEED — FOR FINANCE & SALES</p> <p>Anyone who can operate a spreadsheet can run a full revenue, cost or pipeline forecast — results in hours, not weeks.</p>
<p>Forecasts rely on judgment-biased assumptions — reps over-commit, FP&A defends gut-based ranges, and the board gets a number no one can statistically defend</p>	<p>STATISTICALLY VALIDATED OUTPUT</p> <p>Unbiased, data-driven baselines with calibrated confidence bands. Automated driver analysis makes every forecast transparent and audit-ready.</p>
<p>Finance and Sales run two parallel forecasts that rarely agree — coverage ratios hide real segment conversion, long-tail products rarely get modeled</p>	<p>ONE COHERENT NUMBER, ANY GRANULARITY</p> <p>Hierarchical reconciliation across dozens of levels and thousands of targets — one shared source of truth for FP&A and Sales Ops.</p>
<p>By the time leadership sees pipeline gaps or at-risk quarters, it's too late to act — actuals-vs-plan at product/customer/rep level requires disproportionate effort</p>	<p>EARLY WARNING & DRILL-DOWN</p> <p>Continuous re-forecasting and instant variance analysis at any granularity — flag risks 30+ days early and redeploy effort while there is still time.</p>

From Spreadsheet to Forecast

1

Upload Your Data

date	input 1	input 2
1/1/18	3.72	10'000
2/1/18	4.32	10'150
...

CONFIGURATION

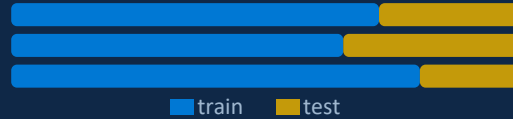
- ▶ Predict: **6 steps ahead**
- ▶ Backtest: **1 year**
- ▶ Target columns: **input 1, input 2**

Drag & drop any CSV or Excel with your historical actuals

2

FutureComplete Engine

MODEL EVALUATION PER TIME SLICE



MODEL CATALOG

Model selection options: **INAIT proprietary**, Statistical, Tree-based, Deep learning.

Data-driven ensemble & aggregation

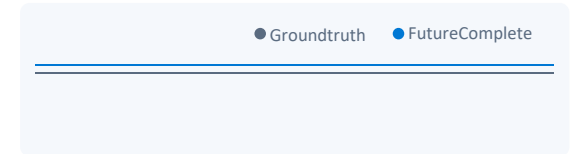
- Auto selection per time slice
- Data optimization for max predictive power
- Confidence calibration & explainability

Automatic model selection, training & validation on your data

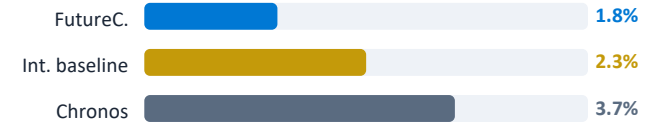
3

Forecasts & Insights

date	input 1	input 2	CI ±
1/1/18	3.72	10'000	—
2/1/18	4.32	10'150	—
3/1/18	4.51	10'280	±320



MAPE Benchmark



Forecasts + confidence bands + explainability + benchmarks

Two Phases. Azure-Native, Marketplace-Ready, Up in Days.

Minimum effort from your FP&A and Revenue Operations teams. Raw data in — financial, sales or pipeline — validated forecasts out. Azure-native: Entra ID authentication, tenant-isolated data, enterprise security from day one.

PHASE 1

Backtest: Validate on Historical Data

Prove accuracy before committing to production

Your input: Raw tabular data (financial or sales) + config

Process: Automated model selection & training

Output: Forecasts + confidence bands + explainability

Duration: Hours, not weeks

CFO / CRO value: Evidence-based ROI before committing

PHASE 2

Live Forecasting: Deploy in Production

Automated baseline every planning / sales cycle

Your input: New data + model ID from backtest

Process: Locked model runs forward-looking forecasts

Output: Live forecasts + confidence bands + drivers

Comparison: Actuals vs. plan at any granularity

CFO / CRO value: Continuous, shared baseline — FP&A and Sales aligned

FP&A & Sales Use Cases

- Revenue per customer / product / segment
- Cost & expense forecasting, cash flow projections
- Pipeline conversion & bookings forecasts
- Units sold, quota attainment, rep / territory outlook

Supported Configurations

- Horizons: typically from 1 hour to 1 year
- Dozens of hierarchical levels; thousands of targets / SKUs
- Multiple scenario variants
- Automated refitting on drift; bring any external driver

Integration

- API-first on Azure Marketplace
- CSV / Excel / CRM export tabular input
- Output to Power BI, Dynamics, Salesforce & BI stacks
- Azure-native security & compliance; no infra needed

Battle-Tested on Real Enterprise Data

Rigorously validated across real financial forecasting scenarios — revenue and cost, short and long horizon, fine and coarse granularity. The same engine applies directly to sales forecasting: pipeline, bookings, and units sold.

Two Typical Examples We Tested

Revenue Forecasting — Top-Tier Tech Company

Two configurations tested — both using historical data only, with no additional business context shared:

- Per product: 6-month horizon, monthly data — incorporating product nature and clustering for 25+ SKUs
- Per customer: weekly-to-quarterly horizons, daily data — across 200+ accounts

Cost Forecasting — Global Consulting Firm

Monthly predictions over a 1-year horizon, using historical data only — no strategic or operational context provided:

- 4 distinct cost layers modeled independently
- Geographic breakdown by country code
- Up to 1,500 individual predictions per run

What We Demonstrated

Up to 30% Better Predictions

Consistent outperformance vs. state-of-the-art pretrained models across all forecast types and data configurations.

Explainability & a Reliable Baseline

Every run surfaces the key drivers — a validated starting point your team can react to and present with confidence.

Any Granularity

From top-line totals down to individual customer-product combinations, at any temporal resolution.

Every Deal: Azure Consumption + Quota Retirement + Customer ROI

Make your CFO client look like a genius to their board — while you retire quota and drive Azure growth.

ACR

Azure Consumption

- 100% of FutureComplete revenue runs natively on Azure — every customer spend grows their Azure footprint
- Counts directly toward your ACR targets from day one
- SaaS delivery means zero on-premise infrastructure — pure Azure consumption
- Bigger usage = stronger cloud commitment at renewal

100%

Full Quota Retirement

- IP Co-Sell Eligible: 100% quota credit on every FutureComplete sale — no splits
- Transactable on Azure Marketplace: pre-approved paperwork, fast processing
- Pre-built co-sell motion with INAIT — joint field engagement from day one
- Azure Marketplace deal registration: protect your opportunity immediately

MACC

MACC Burndown

- Perfect for accounts underspending their Azure Consumption Commitments
- "30-Day Azure Marketplace Pilot" = the easiest budget conversation of the year
- Customers use MACC dollars already committed — zero new budget required
- Turn an under-spending MACC account into an AI success story before the fiscal year-end

Microsoft Sellers: bring FutureComplete into every deal with a CFO or VP Sales. It retires your quota, grows Azure consumption, and makes your customer the hero — all at the same time.

30-Day Azure Marketplace Pilot: Burn MACC. Prove ROI.

MACC-ELIGIBLE · IP CO-SELL READY · AZURE MARKETPLACE

30-Day Pilot · Full Support · Your Data, Your Results

Put FutureComplete to work on your own financial or sales data for 30 days at 50% off, with full support from our team. Run a full backtest, validate accuracy against your actuals, and see what an automated forecasting baseline looks like before your next budget or quarter close.

Pro

Self-serve

CHF 500 / user / month
or **CHF 5,000 / user / year** upfront · Up to 15 users

Enterprise

Custom

Let's talk
Tailored deal — contact us · 15+ users · custom scope

WHAT USERS DO

Backtest · Predict + inference

VOLUME CAP

If our generous cap is reached, users can purchase an additional license at the same price
No surprise overage fees

USAGE ALERTS

60% **80%**

✓ No onboarding fee

✓ Transparent pricing

✓ Cost-capped by design

✓ Tutorials included

TEAM INBOX

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Swiss Deep Tech × Microsoft Azure

About INAIT

Inait was founded in 2018 as a spin-off from the Blue Brain Project at EPFL. Our mission is to commercialize two decades of brain-simulation research as a new category of AI: digital brain technology that enables fast, continuous learning from minimal data. FutureComplete continuously integrates this cutting-edge AI innovation into production-grade forecasting models.

Headquartered in Lausanne, Switzerland

Strategic Partnership with Microsoft

Strategic go-to-market collaboration signed in March 2025 to accelerate deployment of **FutureComplete** through Azure's global platform; with joint field co-selling, Azure-native delivery, and managed SaaS on Inait's secure Azure tenant.

Marketplace & Procurement Benefits

Status	What It Means for Your Team
✓ Live	Azure Marketplace Listing — Transactable SaaS offer. Purchase through your existing Microsoft Enterprise Agreement; no separate vendor onboarding.
Eligible	IP Co-Sell Eligible — Joint selling with Microsoft field sellers globally, with Microsoft-backed reference architecture.
Eligible	MACC Eligible — Spend counts against your existing Azure Consumption Commitment. No new budget line needed.
✓ SaaS	Managed on Inait's Azure tenant — Per-customer data isolation, encryption at rest and in transit, Azure-grade compliance. No infrastructure needed.

OKR Impact Map — CFO & CRO

A shared view for buying committees: the objectives FutureComplete supports, which persona owns them, the key results you can target, and the FutureComplete lever that makes them possible.

OBJECTIVE	PERSONA	KEY RESULTS	FUTURECOMPLETE LEVER
Eliminate revenue surprise	CFO	Reduce quarterly revenue forecast variance to <5%; present statistically validated ranges at every board meeting	Confidence bands & automated explainability at every level
Accelerate planning velocity	Both	Compress planning / forecast cycle from weeks → hours; enable monthly rolling re-forecasts	Automated model training & inference — hours, not weeks
Improve pipeline accuracy	CRO	Reduce delta between forecasted and actual close rates per segment; flag at-risk deals 30+ days early	Probabilistic scoring + historical pattern matching per segment
Align Finance & Sales on one number	Both	Single source-of-truth forecast consumed by FP&A and Sales Ops; eliminate parallel shadow forecasts	Hierarchically coherent forecasts from rep level to global roll-up
Build scenario agility for volatile markets	Both	Run multiple scenario variants per cycle; deliver stress-tested ranges within 24 hours of any market shock	Instant re-forecast with modified assumptions; locked model reuse
Strengthen board confidence	CFO	Present forecasts with explainability reports and statistical confidence to the board quarterly	Audit-ready confidence intervals + automated driver attribution