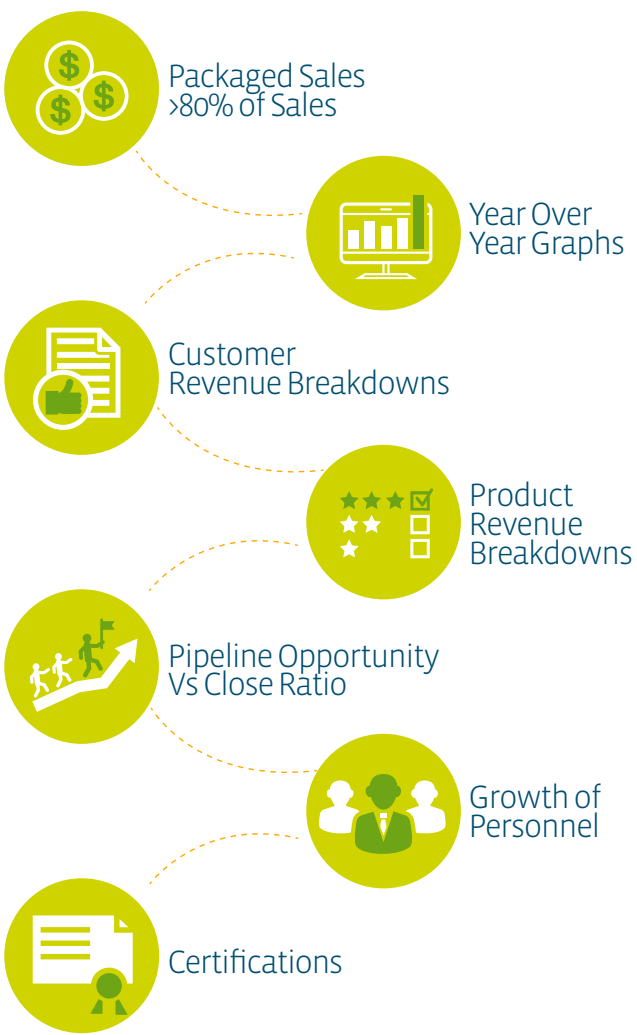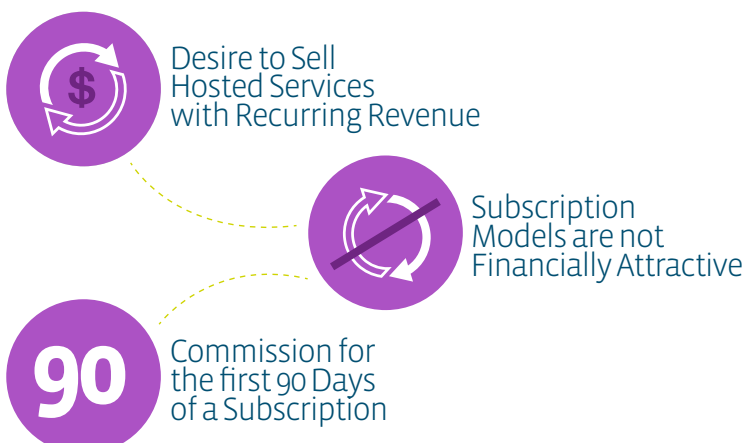# What the Cloud Community is saying about Finance and Operations

What are some of your key performance indicators?

- Packaged Sales >80% of Sales
- Year Over Year Graphs
- Customer Revenue Breakdowns
- Product Revenue Breakdowns
- Pipeline Opportunity Vs Close Ratio
- Growth of Personnel
- Certifications

What are your thoughts on Sales Compensation Plans and how they differ for Cloud & Managed Services?

- Desire to Sell Hosted Services with Recurring Revenue
- Subscription Models are not Financially Attractive
- **90** Commission for the first 90 Days of a Subscription

What are some of the best practices you deploy for reporting and tracking the company's performance?

- PSA & Business Accounting Tools
- Evaluate Losses & Identify Trends
- 3 and 5 Year Comparisons
- Consider Overhead and Turnover when Reporting
- +/- Spreadsheets to Track wins/losses
- Monthly Team Reviews

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