

Theme **2** : Most common questions on data availability and accuracy

# Know Your Numbers: How to Build Trust for Your Next Board Meeting

# WHAT DO YOU NEED TO KNOW!

## Theme 2: Revenue data availability and accuracy.

- How recent is this data?
- How soon can we get requested data?
- Do we have direct access to reports and dashboards or have to wait for it to be exported and then (quickly) manipulated by Finance?
- Is the data exported outside of its database and what is that process like?
- What guardrails are in place to ensure that all fields are being pulled properly?
- Explain the variation in [X metric] between two monthly reports or exports

**By the way...**

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

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