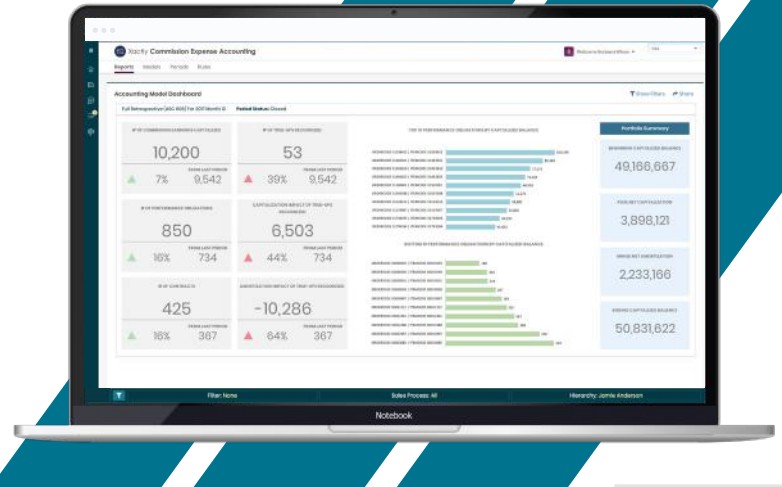


Commission Expense Accounting

Ensure organizational compliance with a complete solution to manage commission accounting



The ASC 606 and IFRS 15 compliance standards have made the process of expensing sales compensation much more complex. Organizations have had to overhaul their accounting processes and rethink their internal data management. These are not changes that manual spreadsheets and homegrown systems can handle in the long run.

Xactly Commission Expense Accounting™ (CEA) delivers a comprehensive commission expense management solution—with full capitalization and amortization capabilities—that lets companies easily and securely monitor performance obligations and ensure compliance with ASC 606 and IFRS 15 standards.



UTILIZE AN EXTENSIVE REPORTING LIBRARY

Gain a complete view into the full lifecycle of your commission expenses with a library of pre-built and automated reports and dashboards.

These out-of-the-box reports include amortization schedules, profitability statements, accounting model comparisons, and roll forward summaries by group to name a few.



INTEGRATE WORKFLOW AND PROCESS MANAGEMENT

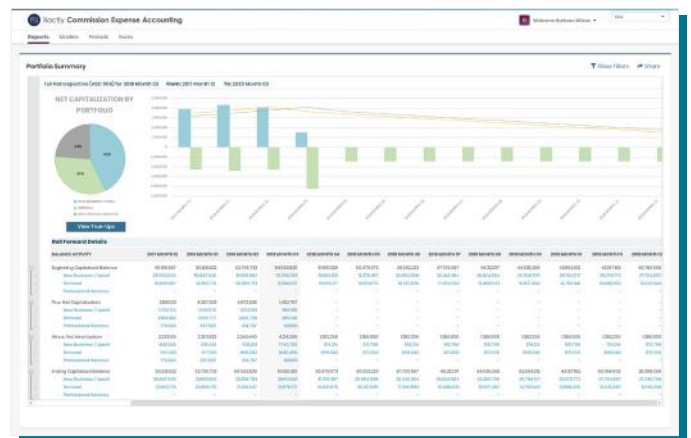
Xactly CEA is not only supported across the entire Xactly Intelligent Revenue Platform, but also:

- ▶ Integrates with an organization's existing tech stack, including CRM, HRIS, CLM and CPQ systems
- ▶ Manages any number of accounting books and interoperates with all downstream accounting ledgers



ACCESS FULL AND MODIFIED RETROSPECTIVE APPROACHES

Automate compliance with ASC 606 using CEA, which includes both full and modified retrospective approaches.





AUTOMATE DYNAMIC TRUE-UPS

Create detailed and accurate commission amortization schedules easily by:

- ▶ Automating true-up changes due to any contract event—whether a contract adjustment, shift in employee status, or customer churn
- ▶ Automatically triggering impairments for any changes, including start dates or changes in benefit period

| PERFORMANCE OBLIGATION ID | ENTRY TYPE | 2018 | 2018 | 2018 | 2018 | 2018 | 2018 | 2018 | 2018 | 2018 | 2018 | 2018 | 2018 | 2018 | 2018 | 2018 | 2018 | 2018 |
|---------------------------|------------------------|-----------|----------|-----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|
| | | MONTH 01 | MONTH 02 | MONTH 03 | MONTH 04 | MONTH 05 | MONTH 06 | MONTH 07 | MONTH 08 | MONTH 09 | MONTH 10 | MONTH 11 | MONTH 12 | MONTH 01 | MONTH 02 | MONTH 03 | MONTH 04 | MONTH 05 |
| INVENTORY OBLIGATION | Capitalization | 38,422.64 | | | | | | | | | | | | | | | | |
| INVENTORY OBLIGATION | Expense | 452.30 | 452.00 | 452.00 | 452.00 | 452.00 | 452.00 | 452.00 | 452.00 | 452.00 | 452.00 | 452.00 | 452.00 | 452.00 | 452.00 | 452.00 | 452.00 | 452.00 |
| INVENTORY OBLIGATION | Expense True-Up | | | 27,021.34 | (452.00) | (452.00) | (452.00) | (452.00) | (452.00) | (452.00) | (452.00) | (452.00) | (452.00) | (452.00) | (452.00) | (452.00) | (452.00) | (452.00) |
| | Net-Adj Capitalization | 38,422.64 | | | | | | | | | | | | | | | | |
| | Net-Adj Expense | 8,768.94 | 8,768.94 | 8,768.94 | | | | | | | | | | | | | | |

Why Xactly CEA™?

Xactly CEA™ provides a single, secure and accurate system of record to ensure compliance standards are met. With automated and traceable change management, easily simplify audit evaluation and have confidence in the accuracy of commission data whether at the customer, contract or product level.

Xactly understands the value of bringing together operational and intelligence capabilities to drive revenue operations success. That’s why we built our [Intelligent Revenue Platform](#), enabling us to align planning, performance, and prediction functions into one cohesive platform. Our ability to integrate Xactly CEA across the broader revenue engine is how we empower you to make efficient, strategic decisions with accurate revenue data at your fingertips.

“Because it integrates seamlessly within our existing environment, Xactly CEA provides a secure system of record that streamlines our ability to ensure regulatory compliance and gives us confidence in the accuracy of the data that is used for all calculations and reports.”

UDIT TIBREWAL
Chief Accounting Officer, Sitecore



83%
reduction in the time
needed to validate
commissions data
and run reports.

*Xactly Customer:
Digital Experience
SAAS Company*

2-3
days saved in
journal creation
alone.

*Xactly Customer:
Business Services
SAAS Company*

>> READY TO GET STARTED? <<

To learn more about Xactly Commission Expense Accounting™, visit our website to request a demo at xactlycorp.com.

ABOUT XACTLY

Xactly has helped thousands of companies and millions of sellers around the world beat their revenue targets. Using Xactly’s solutions, leaders look past the current quarter to create revenue streams for long-term growth.

The Xactly Intelligent Revenue Platform marries artificial intelligence and 17 years of proprietary data in easy-to-use applications. Sentiment, process and trend analysis come together to form accurate machine forecasts. Quick identification and implementation of revenue plan, quota and territory improvements is easy. And, rapid calculation of even the most complex compensation plans keeps sales reps motivated and on track. This makes the Xactly Intelligent Revenue Platform the only solution that aligns seller behavior with boardroom strategy to create a resilient, predictable and profitable business.

