



## **Xactly Corporation Names Two Leading Venture Veterans to Board of Directors**

Chris Noble from Bay Partners and Gerald Casilli from Rembrandt Ventures

SAN JOSE, Calif. – September 6, 2005 – Xactly™ Corporation (www.xactlycorp.com), the first and only company to deliver a real-time, web-based, on-demand sales compensation application that enables companies to incent right and sell more, today announced that Gerald Casilli, general partner, Rembrandt Ventures and Chris Noble, general partner, Bay Partners have joined Christopher Cabrera, founder, president and CEO of Xactly, on the Xactly board of directors.

"I'm pleased to welcome Gerald and Chris to the Xactly board of directors," said Cabrera. "Together they represent some of the best minds in venture funding with extensive experience in helping early stage high technology companies realize their potential. Xactly is well served to benefit from their strategic counsel, entrepreneurial spirit and solid operational experience."

### **About Bay Partners**

Bay Partners is an early stage venture capital firm active in wireline, wireless and enterprise software and services investing with over \$1 billion of capital under active management. Since its founding in 1976, Bay Partners has funded over 250 companies including Exodus Communications, Informatica, Digital Island, Brocade Communications, WebLogic and Sonic Wall. For more information, visit [www.baypartners.com](http://www.baypartners.com).

### **About Rembrandt Ventures**

Rembrandt Ventures, established in 1997, is a private equity venture fund which targets investments in early and expansion stage high technology companies that demonstrate potential for significant growth. Collectively, Rembrandt and its principals have assisted in the formation and financing of more than 60 wireless, e-commerce, optical networking, wireless infrastructure, Internet media and information technology companies. For more information, visit [www.rembrandtvc.com](http://www.rembrandtvc.com).

### **About Xactly Corporation**

Xactly Corporation delivers on-demand sales compensation applications that enable companies to incent right and sell more. In today's spreadsheet paradigm, companies tend to simplify or unnecessarily complicate their incentive programs. These programs, delivered with no real-time visibility, often leave the sales force unmotivated, resulting in unpredictable results. Xactly Incent™ allows companies to easily and affordably design, implement, manage and audit optimized incentive programs. With these improved programs in place, Xactly Incent provides sales with unprecedented real-time visibility via the web. The combination of the right incentives with complete visibility motivates sales to sell more. For more information, visit [www.xactlycorp.com](http://www.xactlycorp.com) or call 1-866-GO-XACTLY.

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