



Xactly Corporation Names David Pidwell of Alloy Ventures and Earl Fry of Informatica to Board of Directors

Top Executives Team Up with On-Demand Sales Compensation Leader

SAN JOSE, Calif. – October 3, 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 David W. Pidwell, a partner at Alloy Ventures and Earl E. Fry, chief financial officer and secretary of Informatica Corporation, have been named to the Xactly board of directors.

"I'm excited to welcome David and Earl, two highly respected and renowned technology industry executives, to the Xactly board of directors," said Christopher W. Cabrera, founder, president and CEO of Xactly Corporation. "They possess unparalleled financial, operational and entrepreneurial acumen in helping build companies to be market leaders. I value and welcome their strategic counsel in helping guide and accelerate our growth."

The new board members join existing Xactly board members Gerald S. Casilli, general partner, Rembrandt Ventures; Chris Noble, general partner, Bay Partners and Christopher W. Cabrera.

"As a venture partner and entrepreneur who has built successful companies, I was drawn to Xactly as it has all the essential elements to address a large market need for automating sales compensation with an on-demand approach," said Alloy Venture's Pidwell. "With companies under increasing pressure to find new and better ways to motivate behavior, Xactly's solution falls within the 'must have' category for sales and finance executives."

"As a CFO, I know the importance of successful sales compensation management in motivating sales behavior that benefits both the company and its sales reps," said Informatica's Fry. "Xactly has got it right in getting sales and finance on the same page and moving companies from spreadsheet-based compensation planning to real-time, on-demand, web-based compensation automation. Their automated approach for defining and paying compensation has the added benefit of helping companies comply with Sarbanes-Oxley."

About David W. Pidwell

David W. Pidwell has been a venture partner at Alloy Ventures (www.alloyventures.com) since 1996. In 1987 Pidwell founded Rasna Corporation, a mechanical design automation software company. He was president and chief executive officer until 1995 when Parametric Technology Corporation (NASDAQ: PMTC) acquired the firm. Prior to Rasna, Pidwell was employed by ROLM Corporation for 14 years. He received a bachelor of science degree in electrical engineering and a master of science degree in computer systems engineering from Ohio University and completed three years of work at Stanford University on a doctorate in engineering economic systems. Pidwell is currently a director of Informatica Corporation (NASDAQ: INFA) as well as a number of privately held companies.

About Earl E. Fry

Earl E. Fry is chief financial officer and secretary of Informatica Corporation (NASDAQ: INFA) (www.informatica.com), a leading provider of data integration software. A financial management veteran who has led the financial growth of successful public and private technology companies, Fry joined Informatica in January 2000. Prior to joining Informatica, Fry served for four years as vice president and chief financial officer at Omnicell, a provider of supply chain management solutions to the healthcare industry. He previously held the position of vice president, chief financial officer and treasurer at C-ATS Software, a provider of risk-management products for global financial institutions, and chief financial officer at Weitek Corporation, a semiconductor company. Fry began his career in public accounting with Ernst & Young. He received a masters degree in business administration from the Stanford Graduate School of Business and a bachelor of business administration in accounting from the University of Hawaii. Fry also serves on the board of Central Pacific Financial Group (NYSE: CPF), a Hawaii-based bank holding company.

**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 or call 1-866-GO-XACTLY.

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