

## **Xactly Corporation's Xactly Incent Sales Compensation Management Application Now Available on Salesforce.com's AppExchange**

*Launched at Salesforce.com Appforce Conference, Customers Can Now Deploy Xactly Incent Directly within Their Salesforce Implementations*

**SAN FRANCISCO – salesforce.com Appforce Conference – May 24, 2006** – Xactly Corporation, the leader in on-demand sales compensation management, and salesforce.com (NYSE:CRM), the market and technology leader in on-demand business services, announced the availability of Xactly Incent for salesforce.com's AppExchange. Xactly Corporation's Xactly Incent will be part of a live keynote demonstration of new AppExchange partner applications demonstrated by Tony Perkins, founder and editor of Always On. The announcement was made today at Appforce, salesforce.com's first annual AppExchange partner, user and developer conference.

AppExchange, salesforce.com's on-demand platform, allows customers and partners to build powerful new applications quickly and easily, customize and integrate the Salesforce suite to meet their unique business needs, and distribute and sell on-demand apps at [www.appexchange.com](http://www.appexchange.com). By making Xactly Incent available on AppExchange, salesforce.com customers can now benefit from automated sales compensation management within their Salesforce implementations.

Xactly Incent for AppExchange provides instant integration to Salesforce and delivers the power of an enterprise sales compensation application in an on-demand model at a fraction of the cost. Xactly Incent's patent-pending Incentive Estimator provides Salesforce customers with the ability to run "what-if" scenarios based on Salesforce opportunities or estimated sales to calculate potential commission and bonus estimates and payments before, during and after a sale. From Xactly Incent, customers can quickly access the Salesforce opportunities of interest by using filters on information such as date and probability of closure.

Xactly Incent for AppExchange is used by sales and finance executives, compensation analysts, sales operations and sales professionals. Xactly Incent's rules-based architecture gives companies the flexibility to easily create and manage any type of compensation plan.

"Salesforce.com and Xactly Corporation share a common view of an on-demand world," said Christopher W. Cabrera, Xactly founder, president and CEO. "Xactly Incent for AppExchange extends the investment customers have made in Salesforce by enabling them to retrieve opportunities directly from Salesforce in order to perform 'what-if' analyses. The result is that real-time visibility into compensation such as commissions and bonuses motivates sales reps to sell more of the right products and align with corporate objectives."

"With its on-demand sales compensation management solution, Xactly has delivered on one of the most frequently requested AppExchange applications," said Marc Benioff, chairman and CEO, salesforce.com. "Xactly Incent for AppExchange is proof of the powerful opportunities for new and innovative on-demand computing applications in the enterprise."

Xactly Incent also functions as an internal process control over incentive compensation to help minimize the risk of non-compliance with Section 404 of the Sarbanes-Oxley Act of 2002 (SOX). Manual processes, such as spreadsheets, provide only a static point in time view into compensation and do not provide an archive or audit trail as changes are made to compensation as required by SOX.

"As companies of all sizes adopt software-as-a-service (SaaS) solutions to address an expanding array of business needs, ensuring that these on-demand applications easily and effectively integrate with one another is imperative," said Jeff Kaplan, managing director of THINKstrategies, Inc., an independent consulting firm and the Software-as-a-Service Showplace, an online directory of leading SaaS providers. "By tightly integrating with Salesforce, Xactly Incent for AppExchange represents a prime



example of how the leading on-demand software providers in CRM and sales compensation management are extending the value of their web-based applications for their mutual customers." A THINKstrategies profile of Xactly Corporation can be found at: [http://www.saas-showplace.com/images/THINKstrategies\\_Xactly\\_Profile\\_0506.pdf](http://www.saas-showplace.com/images/THINKstrategies_Xactly_Profile_0506.pdf)

Xactly Incent for AppExchange is one of more than 250 applications created by salesforce.com, its customers and partners that are now available on the salesforce.com AppExchange, the world's first on-demand application platform. AppExchange provides unprecedented ease of customization and integration for Salesforce deployments, as well as enabling a whole new generation of on-demand applications that go beyond CRM. AppExchange enables all of these on-demand applications to be easily shared, exchanged and installed with one click into a customer's salesforce.com account. AppExchange can be found at [www.appexchange.com](http://www.appexchange.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.

### **About salesforce.com**

Salesforce.com is the market and technology leader in on-demand business services. The company's Salesforce suite of on-demand applications enables customers to manage and share all of their sales, support, marketing and partner information on-demand. AppExchange, salesforce.com's on-demand platform, allows customers and partners to build powerful new applications quickly and easily, customize and integrate the Salesforce suite to meet their unique business needs, and distribute and sell on-demand apps at [www.appexchange.com](http://www.appexchange.com). Customers can also take advantage of Successforce, salesforce.com's world-class training, support, consulting and best practices offerings.

As of April 30, 2006, salesforce.com manages customer information for approximately 22,700 customers and approximately 444,000 paying subscribers including Advanced Micro Devices (AMD), America Online (AOL), Avis/Budget Rent A Car (Cendant Rental Car Group), Dow Jones Newswires, Nokia, Polycom and SunTrust. Any unreleased services or features referenced in this or other press releases or public statements are not currently available and may not be delivered on time or at all. Customers who purchase salesforce.com applications should make their purchase decisions based upon features that are currently available. Salesforce.com has headquarters in San Francisco, with offices in Europe and Asia, and trades on the New York Stock Exchange under the ticker symbol "CRM". For more information please visit <http://www.salesforce.com>, or call 1-800-NO-SOFTWARE.

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