

LoanCity Deploys Xactly Incent in Just 48 Hours for On-Demand Sales Compensation Management

SAN JOSE, Calif. – January 25, 2006 – Xactly Corporation, (www.xactlycorp.com), the first and only company to deliver a real-time, web-based, 100% on-demand sales compensation management application, today announced that LoanCity, a leader in wholesale mortgage lending, has deployed Xactly Incent™ to provide sales compensation management for its nationwide network of over 200 mortgage sales professionals.

“LoanCity was able to deploy Xactly Incent in less than 48 hours, dramatically faster than any other on-demand or enterprise sales compensation management application available today,” said Desta R. Buchowski, Xactly vice president of product management. “Customer expectations have changed. They expect to see a quick ROI on their technology investments. Deployments that are measured in months are no longer acceptable.”

“LoanCity has long been recognized as an industry leader in leveraging technology in the mortgage industry to increase business efficiencies, provide better customer service and increase profitability,” said Buchowski. “Xactly Incent’s intuitive user interface and powerful rules-based architecture gives LoanCity the flexibility to create the type of compensation plans that fit their business requirements.”

“Xactly Incent is enabling us to fully automate our sales compensation,” said Nick Labao, LoanCity executive vice president of finance. “Our business plan calls for us to significantly increase the size of our sales organization over the next two years and Xactly Incent will help us keep pace with this growth. Prior to deploying Xactly Incent, our sales professionals had less visibility into their compensation plans and performance. But Xactly Incent’s real-time, web-based visibility will help get management and the sales team on the same page fostering a more positive and goals-based culture.”

“Now we’re able to use variable compensation to motivate our sales force to bring in more mortgage volume,” said Labao. “This same flexibility will also allow us to quickly introduce special performance incentives. This is critical in an industry such as ours where you need to move quickly to adjust to changing rates and market conditions.”

About LoanCity

LoanCity is one of the nation’s most technologically advanced wholesale mortgage lenders, providing independent mortgage brokers nationwide with a full spectrum of home financing programs through its 15 regional processing centers. The company’s extensive product offerings include conforming, Jumbo, Alt-A, FHA, VA, second liens and HELOCs as well as nonprime solutions, allowing mortgage brokers to meet the needs of virtually any homebuyer. All pricing and underwriting is done through LoanCity’s proprietary automated underwriting system. Headquartered in San Jose, California, LoanCity was founded in 1987. In 2005, LoanCity funded \$7 billion in mortgages in 47 states. For more information, visit www.loancity.com.

About Xactly Corporation

Xactly Corporation delivers on-demand sales compensation applications that enable companies to incentivize 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 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.



T 408.977.3132

F 408.977.1261

www.xactlycorp.com

400 Race Street, San Jose, CA 95126

Media Contact:

Dan Rampe

Director of Corporate Communications

Xactly Corporation

Tel: 408-977-3132, ext. 310

Email: drampe@xactlycorp.com

#

© 2006 Xactly Corporation. All rights reserved. Xactly Corporation, "Incent right. Sell more.," and Xactly Incent are trademarks or registered trademarks of Xactly Corporation. All other trademarks are the property of their respective owners.