

Vormetric Selects Xactly Incent for On-Demand Sales Compensation Management

SAN JOSE, Calif. – February 1, 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 Vormetric, Inc., a leading provider of solutions for protecting enterprise information from unauthorized access or theft, selected Xactly Incent™ to provide sales compensation management for their sales operations.

"Vormetric was looking for a rapid return on investment and the benefits of on-demand sales compensation management," said Christopher W. Cabrera, Xactly founder, president and CEO. "Vormetric is representative of the growing number of mid-market companies who have made the strategic decision to automate their sales compensation with a more efficient, cost-effective on-demand solution."

In the past, mid-market companies have had few compensation management options available to them. Typically, they've had to resort to homegrown spreadsheets because they could not afford an enterprise solution due to the associated costly hardware, large up-front software license and maintenance fees, unpredictable implementations and complex upgrades. Now, with Xactly Incent, these companies are finally able to enjoy the benefits of automated on-demand sales at a fraction of the cost and deployment time of their enterprise counterparts.

"We selected Xactly Incent because of the rapid time to implementation, and its intuitive design," said Frank Teruel, Vormetric chief financial officer. "It enables us to reduce our reliance on manual commission processes at a time when our sales compensation program needs are increasingly complex and burdensome due to rapid growth."

"Xactly Incent also provides us complete transparency so that all affected constituents, from management to individual sales reps, are aware of progress against compensation goals."

Xactly Incent provides instant integration to customer relationship management applications such as Salesforce. Xactly Incent's Incentive Estimator also provides Vormetric 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.

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.

About Vormetric, Inc.

Vormetric, Inc. is a leading provider of solutions for protecting enterprise information from unauthorized access or theft. The company's CoreGuard system is a single, scalable and manageable system for data privacy and protection that enables businesses and government agencies to control who, what, when, where and how people can access sensitive information. CoreGuard protects intellectual property and enables enterprises to comply with increasingly strict data privacy and system integrity regulations. Founded in 2001, Vormetric is a privately held company with headquarters in Santa Clara, California. More information is available at www.vormetric.com.



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