

ROME Corporation Implements Xactly Incent for On-Demand Sales Compensation Management

SAN JOSE, Calif. – February 7, 2006 – Xactly™ Corporation, (www.xactlycorp.com), the fastest-growing on-demand sales compensation management company, today announced that ROME Corporation, an enterprise software company delivering integrated risk and opportunity management solutions to the Global 2000, has turned to Xactly Incent™ to provide sales compensation management for their sales operations.

"Xactly Corporation is dramatically changing the way companies like ROME Corporation manage sales compensation," said Christopher W. Cabrera, Xactly founder, president and CEO. "Historically, small market companies such as ROME Corporation have had to rely on spreadsheets to manage compensation since alternative enterprise solutions were simply too expensive, time consuming and difficult to implement.

"Our on-demand approach – with its unprecedented one-week implementation and avoidance of large up-front software license and maintenance fees, costly hardware, lengthy and expensive implementations and complex upgrades – provides companies with an economically attractive and functionally robust alternative approach," continued Cabrera. "Companies can either take a 'get by and hope' approach using spreadsheets or implement an on-demand solution such as Xactly Incent and turn sales compensation into a strategic weapon."

"Spreadsheets are suitable for simple plans but are disappointing to the task of effective sales compensation management," said David Achim, ROME Corporation executive vice president of operations. "They're manually intensive and potentially error prone especially when linking multiple spreadsheets. In addition, our spreadsheets aren't able to provide us with 'what-if' scenarios, web reporting or any auditing capabilities.

"We're excited to finally be able to automate our sales compensation and enjoy the benefits of real-time, web-based visibility with an on-demand approach," said Achim. "I especially like that Xactly Incent will provide our sales force with a clear understanding of how they are being paid. The flexibility of Xactly Incent allows us to pay unique commission rates by person, product, role or title and to make quick plan changes such as adding a late quarter SPIF. Now I can dynamically make changes to our compensation plan and quantify the future expense impact."

Xactly Incent's Incentive Estimator™ provides ROME Corporation 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, ROME Corporation can quickly access the Salesforce opportunities of interest by using filters on information such as date and probability of closure.

About ROME Corporation

Serving the Global 2000, ROME Corporation (www.romecorp.com) is an enterprise software company delivering integrated risk and opportunity management solutions. ROME's CreditRisk and OpRisk products extend the historical analysis offered by traditional Enterprise Resource Planning (ERP) solutions to enable corporations to identify risks and capitalize on previously undiscovered opportunities. ROME's solutions focus on providing the tools and real-time visibility necessary to help reduce financial risk; to comply with the regulatory requirements for Sarbanes-Oxley, Basel II, Solvency II and other governing legislation; and to ensure the business visibility required for effective and accountable executive decision-making.

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



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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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