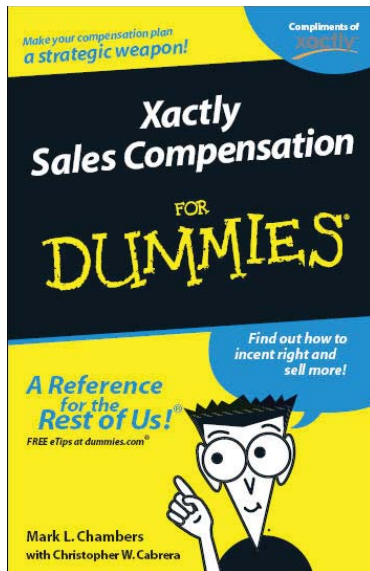


“Xactly Sales Compensation For Dummies®” Scheduled for April 2006 Publication



SAN JOSE, Calif. – February 13, 2006 – Xactly™ Corporation, (www.xactlycorp.com), the fastest-growing on-demand sales compensation management company, today announced that Wiley Publishing, publishers of the world’s best-selling “For Dummies” reference series, is publishing “Xactly Sales Compensation For Dummies®” in April 2006.

“I wanted to take an informative but fun approach to the serious subject of sales compensation and the ‘For Dummies’ brand allowed me to do that,” said co-author Christopher W. Cabrera, Xactly founder, president and CEO. “Too many companies have yet to recognize the powerful one-two punch of combining the right compensation plans with real-time visibility to maximize their sales results.

“Unfortunately, for lack of an alternative, most companies have taken a legacy, spreadsheet-based approach,” continued Cabrera. “Spreadsheets completely miss the mark when it comes to sales compensation management. They’re quite simply the wrong tool for the job. They lack the ability to provide sales people with what’s really needed

– real-time, web-based visibility that allows them to maximize their compensation, while maximizing their company’s sales objectives.”

“Xactly Sales Compensation for Dummies” is co-authored by Cabrera, a recognized domain expert on matters relating to sales and sales compensation as well as enterprise and on-demand delivery models. Co-author Mark L. Chambers is a best-selling technology author of such books as “iMac® for Dummies,” “Building a PC For Dummies,” “PCs All-in-One Desk Reference For Dummies” as well as several other technology titles.

“‘Xactly Sales Compensation For Dummies’ is a much needed title,” said David J. Cichelli, senior vice president of The Alexander Group, a leading sales consulting firm that provides Fortune 1000 companies with advanced sales growth solutions and author of ‘Compensating the Sales Force.’ “Sales management needs advanced automation tools to successfully manage sales compensation plans. Sales management needs to be informed buyers of such solutions— ‘Xactly Sales Compensation For Dummies’ contributes to this knowledge,” added Cichelli.

Xactly Corporation’s real-time application delivers the power of an enterprise sales compensation application in an on-demand model at a fraction of the cost. It is used by sales and finance executives, compensation analysts, sales operations and sales professionals. Xactly Incent’s multi-tenant architecture enables the sharing of all resources across multiple subscribers to meet the future needs of customers. The rules-based architecture gives companies the flexibility to easily create and manage any type of compensation plan including whether compensation is based on dollars sold, revenue bookings, meetings scheduled, call center response times, objective bonuses and much more.

Xactly Incent also provides instant integration to customer relationship management applications such as Salesforce. For example, Xactly Incent’s proprietary Incentive Estimator™ provides companies with the ability to run “what-if” scenarios based on Salesforce opportunities to calculate potential commission and bonus estimates and payments before, during and after a sale. From Xactly Incent, companies can quickly access Salesforce opportunities of interest by using filters on information such as date and probability of closure.

"Xactly Sales Compensation For Dummies" covers:

- What proper compensation can do for companies
- Why spreadsheets are inadequate to the task of sales compensation
- Understanding the various delivery models
- The benefits of on-demand sales compensation
- Examples of real-world compensation done right
- Introducing Xactly Incent

To reserve a free copy of "Xactly Sales Compensation For Dummies," visit the Xactly Corporation web site at www.xactlycorp.com.

About Wiley

Founded in 1807, John Wiley & Sons, Inc., provides must-have content and services to customers worldwide. Its core businesses include scientific, technical, and medical journals, encyclopedias, books, and online products and services; professional and consumer books and subscription services; and educational materials for undergraduate and graduate students and lifelong learners. Wiley has publishing, marketing, and distribution centers in the United States, Canada, Europe, Asia, and Australia. The Company is listed on the New York Stock Exchange under the symbols JWa and JWb. Wiley's Internet site can be accessed www.wiley.com.

About For Dummies®

With near universal name recognition, more than 150 million books in print, and over 900 plus topics, "For Dummies" is the world's best-selling reference series. With loyal customers around the globe, "For Dummies" enriches people's lives by making knowledge accessible in a fun and easy way. Described by the New York Times as "more than a publishing phenomenon, but a sign of the times," "For Dummies" spans every section of the bookstore, covering everything from health to history, music to math, sports to self-help, technology to travel, and more. "The Dummies" brand has expanded into new products and categories with an extensive licensed product line, including fitness and hobby DVDs, grilling kits, business software, cleaning products, automotive kits, craft kits, and apparel. For more information, visit www.dummies.com. "For Dummies" is a branded imprint of Wiley.

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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