



## IronPort Systems Deploys Xactly Incent for Automated On-Demand Sales Compensation Management

### *Management and Sales Reps Get on the Same Page with Web-Based Visibility*

SAN JOSE, Calif. – August 8, 2006 – Xactly™ Corporation, (www.xactlycorp.com) the leader in automated on-demand sales compensation management, today announced that IronPort Systems, Inc., the leader in gateway security, deployed Xactly Incent™ to provide sales compensation management for its worldwide sales operations.

Xactly is the first and only company completely focused on delivering a 100% on-demand sales compensation management solution. It is also the first and only company to deliver a true multi-tenant solution in a SAS 70, Type II certified environment. This single-minded approach enables Xactly to minimize hardware and software infrastructure costs – savings that are then passed on to customers – and accelerate the process by which it delivers new features and functionality.

“IronPort is representative of many industry leaders who have moved beyond spreadsheets and turned to automated, on-demand sales compensation from Xactly,” said Christopher W. Cabrera, Xactly founder, president and CEO. “Xactly Incent’s intuitive user interface and powerful rules-based architecture gives companies like IronPort the flexibility to quickly and easily create the type of compensation plans that fit their business requirements. Using various built-in templates, they can easily upload orders, people and reporting relationships. Now, more than ever, IronPort will be able to use variable compensation as a strategic weapon to help them motivate their sales force to sell more.”

According to Dr. Raymond R. Panko, professor of information technology management in the College of Business Administration at the University of Hawaii, in a survey of over nine separate spreadsheet audit studies – including those from Coopers & Lybrand (today called PricewaterhouseCoopers) and KPMG – 94 % of the spreadsheets they audited had errors. This isn’t surprising given the fact that most large spreadsheets have thousands of formula cells, that few companies have spreadsheet control policies if at all and that organizations rarely test end-user spreadsheet applications.

“Xactly Incent enables me to give all of our direct and indirect sales representatives web-based visibility into their compensation,” said Danielle Murcay, IronPort’s vice president and corporate controller. “We’re able to move more quickly and resolve discrepancies and disputes allowing sales to focus on selling while knowing that they are being paid correctly and consistently.”

Xactly Incent’s multi-tenant architecture enables the sharing of all resources across multiple subscribers providing a highly robust and scalable solution and offering high availability with failover. 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.

#### **About IronPort Systems, Inc.**

IronPort Systems, Inc. is the leading gateway security provider for organizations ranging from small businesses to the Global 2000. The company has developed a family of security gateway appliances, including the IronPort C-Series email security appliance, and the IronPort S-Series™ Web Security Appliance. All IronPort application-specific security gateway appliances offer breakthrough performance, and utilize SenderBase®, the world’s largest email and Web threat detection network and database. For more information on IronPort products and services, visit: <http://www.ironport.com/>.

#### **About Xactly Corporation**

Xactly Corporation delivers automated 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.

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