



Xactly Corporation Signs Informatica Corporation as New Customer

Company Selects Xactly Incent for Automated Worldwide On-Demand Sales Compensation Management

SAN JOSE, Calif. – August 22, 2006 – Xactly™ Corporation, (www.xactlycorp.com), the leader in automated on-demand sales compensation management, today announced that Informatica Corporation, a leading provider of data integration software, selected Xactly Incent™ after a comprehensive review of enterprise and on-demand solutions to further enhance automated sales compensation management for its worldwide sales force.

“Marketplace adoption of automated on-demand sales compensation is accelerating and going mainstream when leading public companies like Informatica select Xactly Incent over legacy enterprise solutions,” said Christopher W. Cabrera, Xactly founder, president and CEO. “Informatica is a sophisticated company with a complex sales environment supporting multiple product lines. Moving beyond spreadsheet management of sales compensation and turning to Xactly Incent now offers Informatica greater flexibility to sell more of their most profitable products.”

“One of the things that we like about Xactly Incent is that because it’s web-based, every stakeholder in the sales process – sales management, reps, finance – can achieve real-time visibility into where they stand at any moment in the quarter,” said Mark Pellowski, Informatica, corporate controller. “That’s something that spreadsheets just can’t do and should allow us to make real-time changes to the sales plan as business requirements dictate.”

Informatica will also be able to benefit from Xactly’s new Xactly Document Management™ feature, the world’s first workflow-based online document approval process fully integrated within a sales compensation application. Historically, companies have distributed paper-based compensation plans with an accompanying cover letter via postal mail to individual sales reps and require them to review them and indicate with a signature whether they accept or decline the plans. This approach is inefficient and time-consuming as overburdened compensation administrators struggle to first distribute the plans and then chase down completed plans in order to archive them. This process then repeats itself annually, and in some instances more frequently, with hundreds if not thousands of individual comp plans. Now Informatica can manage this process entirely online within Xactly Incent.

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 or call 1-866-GO-XACTLY.

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