

Xactly Incent Deployed at Sylanro Systems for Automated Worldwide On-Demand Sales Compensation Management

SAN JOSE, Calif. – September 13, 2006 – Xactly™ Corporation, (www.xactlycorp.com), the leader in automated on-demand sales compensation management, today announced that Sylanro Systems, the leading developer of software solutions for hosted VoIP applications and services for business, consumer and wireless customers, deployed Xactly Incent™ in less than two weeks, providing automated sales compensation management for Sylanro's sales staff.

"For many of our clients speed to market is critical," said Robert Conti, senior vice president, Compensation Technologies (www.compensationtechnologies.com), one of Xactly Corporation's strategic sales compensation implementation partners and the firm responsible for the Sylanro implementation. "With Sylanro, our implementation team was able to gather requirements, fully configure, test, and launch the Xactly Incent solution in less than two weeks. Additionally, our team was able to leverage much of the application's functionality to increase time savings and reduce errors."

"We utilize a sophisticated mix of direct and indirect sales channels to sell our carrier-grade Sylanro Synergy platform to network operators around the world," said C. Reid Thomas, senior vice president of sales, Sylanro Systems. "Xactly's sales compensation management application has provided our sales reps with an effective tool for tracking and managing performance."

Since Xactly Incent is a real-time, web-based solution, compensation statements for sales reps and management reports are immediately available, not just at the end of the month or quarter. Company sales reps are also able to take advantage of Xactly Incent's proprietary Incentive Estimator™ which provides sales reps with the ability to run "what-if" scenarios based on estimated sales to calculate potential commission and bonus estimates and payments before, during and after a sale. Sales reps can then make real-time adjustments knowing where they need to get to and how to get there. Sales management knows whether the plan is working, how each rep is performing and if fine-tuning or other adjustments need to be made at any point in the quarter.

According to 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, 94% of the spreadsheets they audited had errors. Contributing to this is the fact that most large spreadsheets have thousands of formula cells, and few companies have spreadsheet control policies, or rarely test end-user spreadsheet applications. With Xactly Incent, these spreadsheet errors are avoided.

Xactly Incent is used by sales and finance executives, compensation analysts, sales operations and sales professionals. Its rules-based, services-oriented architecture enables customers to quickly build various types of compensation plans and manage incentive compensation with minimum initial investment and low cost of ownership.

Xactly is the first and only company completely focused on delivering a 100 percent 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.

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



T 408.977.3132

F 408.977.1261

www.xactlycorp.com

400 Race Street, San Jose, CA 95126

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.

Media Contact:

Dan Rampe

Director of Corporate Communications

Xactly Corporation

Tel: 408-977-3132, ext. 310

Email: drampe@xactlycorp.com

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