

Spoke Software Deploys Xactly Incent for Automated On-Demand Sales Compensation Management

SAN JOSE, Calif. – September 27, 2006 – Xactly™ Corporation, (www.xactlycorp.com), the leader in automated on-demand sales compensation management, today announced that Spoke Software, a provider of lead generation and sales prospecting solutions, has deployed Xactly Incent™ to provide automated sales compensation management for their sales team.

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 all 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% 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.

“Managing this process in Excel was non-intuitive, tedious and burdensome,” said Christopher W. Cabrera, Xactly founder, president and CEO. “Every time companies like Spoke make a change to their sales team structure, they have to manually edit formulas within Excel resulting in multiple spreadsheet errors. Xactly Incent easily automates this process and makes it error free.”

“Xactly Incent got us off the spreadsheet bandwagon,” said Jeff Leroux, vice president of sales for Spoke Software, the largest online business-to-business prospect database of its kind. “Using spreadsheets, every change we made necessitated rebuilding the spreadsheets from the ground up which was time-consuming. Xactly Incent gives us a more efficient, streamlined and accurate approach to sales compensation as well as provides web-based visibility to management and sales reps so that everyone is on the same page.”

About Spoke Software

Spoke delivers an on-demand lead generation and sales prospecting service for marketing and sales professionals looking to quickly identify prospects and gain access to buyers. Unmatched in scope, Spoke provides information on over 30 million people across more than 900,000 companies, giving marketing and sales teams the contact information they need to penetrate target accounts. Spoke also enables users to leverage both their company and personal networks to access key contacts within accounts. Based in San Mateo, California, Spoke Software is a privately-held company with investment from US Venture Partners, Sierra Ventures, Partech International and DCM - Doll Capital Management. For more information, visit <http://www.spoke.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 or call 1-866-GO-XACTLY.



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