

Xactly Corporation Extends Leading On-Demand Sales Compensation Management Application with Powerful Analytics and Reporting

Xactly Analytics Provides On-Demand Business Intelligence to Drive More Effective Business Decisions

SAN JOSE, Calif. – October 4, 2006 – Xactly Corporation, (www.xactlycorp.com), the leader in automated on-demand sales compensation management, today announced the availability of Xactly Analytics™, a powerful on-demand business intelligence solution that provides users the ability to slice and dice sales compensation data and respond quickly to changes in the marketplace.

“With the introduction of Xactly Analytics, we are giving our customers the keys to the data store by providing both a pre-configured analysis and reporting tool and a powerful ad hoc report builder,” said Christopher W. Cabrera, Xactly founder, president and CEO. “In order to calculate commissions, our customers populate Xactly Incent with data from key disparate sources throughout their company. As a result, the data that resides within Xactly Incent quickly becomes the most accurate and meaningful data available. We are providing them the ability to drill into this information to analyze not only compensation data, but to look at key metrics that answer questions such as: What are the most profitable products being sold? Who are we selling them to? Who is selling them? And at what discounts are we selling them?”

Xactly Analytics incorporates the business intelligence (BI) capabilities of Cognos, the world leader in business intelligence and performance management solutions.

“Xactly Analytics is a powerful and flexible reporting environment that will help organizations gain better visibility and insight into critical sales compensation data,” said Ted Jandl, vice president, global strategic partners at Cognos. “Combined with Cognos 8 BI, which provides a robust technology foundation for performance management, customers will be able to collect, analyze, display and deliver company information in any way they desire to make better business decisions more quickly.”

“As companies seek opportunities for lower total cost of ownership (TCO), faster time to value, and lower risk for IT solutions, they are turning to SaaS vendors for select hosted applications such as sales force automation, CRM, and compliance,” said Benjamin Pring, research vice president, Gartner. “In fact, software as a service is a key growth area within the overall software sector and will represent a third of all new software within five years.”

Xactly Analytics augments Xactly Incent’s role-based standard reports. With rich security capabilities that complement Xactly Incent’s SAS 70, Type II certification, companies can rest assured that their data is getting to the right place – and only the right place – at the right time. Users tap into information without having to know the location or structure of the underlying data.

“Each industry tends to want to view their information in distinct ways, emphasizing different data dimensions”, said Desta Buchowski, Xactly vice president of product management. “With Xactly Analytics we are empowering our users to apply their own creativity to their data access challenges. We provide a generous assortment of graphical and charting options to help bring the data to life, revealing trends and exceptions otherwise concealed in the numbers.”

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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