

## Xactly Corporation Expands into Asia-Pacific Region

### *Partners with Sqware Peg to Deliver On-Demand Sales Compensation Solutions*

SAN JOSE, Calif. – November 15, 2006 – Xactly Corporation, ([www.xactlycorp.com](http://www.xactlycorp.com)), the leader in automated on-demand sales compensation management, today announced it has expanded its international operations by signing a partnership agreement with Sqware Peg, the leading consulting partner for salesforce.com in the Asia-Pacific region and a leading provider of on-demand customer relationship management (CRM) services and solutions. The partnership with Sqware Peg is part of a comprehensive strategy in response to strong demand for on-demand sales compensation solutions among global businesses.

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 customers are global businesses whose needs include visibility into and governance of their sales compensation management processes," said Steve DeMarco, Xactly vice president of business development. "To this end, Xactly is making a concerted effort to accelerate its business and deliver on-demand sales compensation management solutions to global customers. A strategic partnership with Sqware Peg is a critical step in that process."

While Xactly Incent is a stand alone application, it is also tightly integrated with salesforce.com's Salesforce. Using the patent-pending Incentive Estimator™ feature in Xactly Incent, Salesforce users can calculate in real-time "what-if" scenarios based on Salesforce opportunities and estimate commission and bonus payments before, during and after a sale. From Xactly Incent, sales can quickly access the Salesforce opportunities of interest by using filters on information such as date and probability of closure to see what their commissions could be if they closed forecasted deals.

Still other companies are leveraging Xactly Incent via salesforce.com's AppExchange, on which the Xactly Incent application became available in May 2006. Xactly Incent has quickly become the leading on-demand sales compensation solution on AppExchange and has secured a number of customers, including CNET, NetQoS, QuoteRetriever.com, BlueArc Corporation, PostX, WageWorks, Inc., Sylanro Systems, Weight Loss Partners, Riverbed and SchoolDude.com. These companies now benefit from on-demand sales compensation management within their Salesforce implementations. Xactly now has access and provides immediate value to many of salesforce.com's approximately 24,800 customers and approximately 501,000 paying subscribers.

"Sales compensation management is the perfect complement to CRM, and we are now seeing an increased customer demand in this area as both technologies are critical to a salesperson's ability to perform his or her job successfully," said Shawn Stilwell, managing director, Sqware Peg. "What attracted us to focus our selection and partner with Xactly Corporation was the company's unprecedented technology leadership and sales compensation domain expertise, as well as Xactly Incent's flexibility, ease of use, multi-currency support and tight integration with Salesforce."

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 custom-

ers – and accelerate the process by which it delivers new features and functionality.

Prior to the advent of Xactly Incent, companies had to rely on spreadsheets to manage sales compensation or alternative enterprise solutions which were simply too expensive, time consuming and difficult to implement for all but the largest companies. Xactly Incent's on-demand approach has resulted in companies for the first time being able to realize the power and benefits of an enterprise sales compensation application at a fraction of the cost and avoid all the headaches associated with enterprise applications – lengthy and expensive implementations, large up-front software license and maintenance fees, costly hardware and complex upgrades.

#### **About Sqaure Peg**

Sqaure Peg is the leading Asia Pacific Premiere Consulting Partner of salesforce.com (NYSE:CRM) and is a leading provider of on-demand customer relationship management (CRM) services and solutions which drive measurable revenue generation, performance visibility and customer retention through improved sales, marketing and customer service and support. Founded in 2003, Sqaure Peg is headquartered in Sydney with offices in Singapore. For more information, visit [www.sqaurepeg.com](http://www.sqaurepeg.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, as well as comprehensive data management and analytics capabilities. 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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