



Xactly Corporation and Intacct Corporation Forge Strategic Sales and Marketing Partnership

On-Demand Leaders Target Finance Executives with Complementary Sales Compensation and Financial Management Applications

SAN JOSE, Calif. – December 4, 2006 – Xactly Corporation, (www.xactlycorp.com), the leader in automated on-demand sales compensation management, and Intacct Corporation, the leader in on-demand financial applications, today announced a strategic sales and marketing partnership to help drive customer adoption and market awareness for their on-demand sales compensation and financial management applications. The companies will go-to-market with this partnership via a series of collaborative lead-sharing and lead-generation initiatives that will kick-off in 2007.

"Xactly and Intacct have much in common," said Steve DeMarco, Xactly, vice president of business development. "Both companies are firm believers in multi-tenant on-demand as the preferred software delivery model, and each has a solution that empowers finance executives, who have a pressing need to track the entire customer lifecycle, from the point of transaction through the commission paid to the sales rep. As Xactly seeks to expand its footprint among enterprise customers, it makes sense we would partner with Intacct, the on-demand financial applications leader."

"A company's financial data is incomplete without its sales compensation plan," said Robert J. Jurkowski, CEO and president of Intacct Corporation. "Through our partner program we aim to provide customers with best-of-breed solutions like Xactly, the industry leader in on-demand sales compensation management systems. Our expectation is that customers will very quickly come to realize the benefits of using Xactly with Intacct for comprehensive sales compensation and financial management."

Intacct customers will be able to utilize the Xactly Data Management™ application module to facilitate deployment and integration of Xactly Incent™ within their Intacct applications. Xactly Data Management allows for deeper integration with key disparate data sources such as ERP, CRM and HR applications as well as a multitude of other data sources. Xactly Data Management provides a number of pre-built connectors to many industry leading applications including Salesforce.com, SAP, PeopleSoft, Oracle, Siebel, Great Plains, Microsoft CRM, SalesLogix and others.

The Xactly Incent on-demand sales compensation management solution 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. When Xactly Incent is used alongside Intacct's on-demand financial, supply chain, project management and business intelligence suite, finance executives gain a real-time, comprehensive view of the customer. Users pay neither for hardware nor software as the applications are delivered as a monthly subscription service over the Internet.

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.

**About Intacct Corporation**

Intacct provides on-demand financial applications for more than 2,000 small and midsize businesses. Over 10,000 users from startups to public multinationals pay a monthly subscription fee to access the first SAS 70 Type II certified financial, supply chain, business intelligence and project management suite on the Web—which enables corporations to comply with GAAP and Sarbanes-Oxley. Together with its strategic business partners, Intacct also offers a wide range of enterprise software to help companies of all sizes run their entire operations with one integrated application suite. Intacct's financial management system supports all your business units, each with its own account structure, business processes, currencies, taxes and regulatory requirements. The ability to add more users, applications, currencies and business units as you grow makes Intacct the last financial management suite you'll ever need. Headquartered in San Jose, California, with operations in Bangalore, India, Intacct is a privately held company funded by Deloitte & Touche, Emergence Capital Partners, Goldman Sachs, Hummer Winblad Venture Partners and JK&B Capital.

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 or call 1-866-GO-XACTLY.

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