

Xactly Data Management™

Data integration to industry leading applications and disparate data sources.

Rapid, low-cost, flexible solution for integrating Xactly Incent with leading enterprise applications and disparate data sources.

The Integration Hurdle

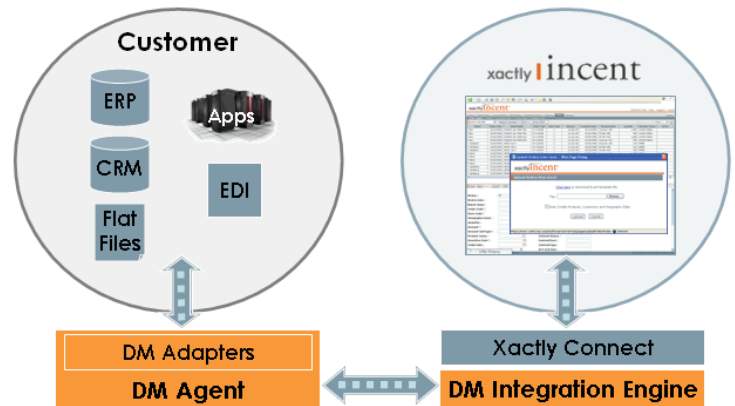
The process of integrating various applications is a major challenge to many organizations. To process, analyze and manage incentive compensation, an organization must be able to access high quality data from various types of applications like ERP, CRM, HRMS and legacy data sources. After incentive compensation is calculated, results must be loaded to a payroll system, internal data warehouses and available for analysis and reporting.

Xactly Data Management enables companies to integrate Xactly Incent with their backend applications and a multitude of disparate data sources quickly and at a low cost. This solution provides companies with the flexibility to select the appropriate approach to data management based on specific business and IT requirements. The result is streamlined processes for incentive calculation, quick deployment and reduced operations cost.

Functionality that Delivers

By leveraging our extensive experience in incentive compensation management implementations and the latest data management technologies, Xactly has developed six pre-defined options to meet the needs of small, medium and large customers, from low-cost Excel CSV file upload interfaces, downloadable, light-weight data transformer, pre-configured integration engine for on-premise data management, hosted ETL service based on application integration agent, POS data management, to fully managed services based on Xactly Data Management.

To facilitate quick integration with back-end applications and data sources, Xactly Data Management provides a number of connectors to leading applications like:



Applications

- Salesforce.com
- SAP
- Oracle Siebel On Demand
- Great Plains
- Microsoft Dynamics CRM
- Sage CRM SalesLogix
- PeopleSoft

Data sources

- Oracle
- SQL Server
- DB2
- Access
- MQ Series
- ODBC
- Web Services XML

Business Benefits You Need

Leverage existing information. Companies have a wealth of data in existing applications. Xactly Data Management enables them to leverage this information by directly connecting to Xactly Incent, minimizing manual management of files and data.

Integration flexibility. With a variety of integration options that meet varying needs, Xactly Data Management offers the integration choices right for any business.

Streamline data management processes. Automate the process of data extraction, data validation, data

transformation and data loading while minimizing manual intervention.

Reduce cost of operations and improve accuracy. The effort to prepare data and deal with data issues will be reduced. As a result, the accuracy of incentive payments will improve and the number of disputes will be reduced.

Speed up deployment of incentive compensation applications. For small- to medium-size integration projects, most integrations between Xactly Incent and backend applications can be completed within one week. Large, complex projects typically take less than one month.

Streamline the Approach

Xactly Data Management addresses one of the most challenging projects in any incentive compensation implementation – data integration and data management. Allowing for deeper integration with larger and mid-market ERP, CRM and HR applications as well as a multitude of disparate data sources, companies can automate the process of loading data into Xactly Incent as well as exporting data to target sources such as ADP and Ceridian.

For more information, visit www.xactlycorp.com or call 1.866.GO.XACTLY (1.866.469.2285).

Application Adapters

Microsoft Dynamics CRM
Oracle Siebel CRM On Demand
Remedy ARS
Sage CRM SalesLogix
Salesforce
SAP
Supportforce

Message Queue and Connectors

JMS	Tibco
MSMQ	EDI
MQ Series	FTP
Oracle AQ	SWIFT

Data Connectivity

Access	MySQL
AccountMate	ODBC
ACT!	Oracle
ASCII	Oracle SQL Loader
Binary	PayChex
Clarion	Platinum Accounting
Cloudscape	SAS
COBOL	SBT Accounting
Excel	Soloman Accounting
GoldMine	SPSS
Great Plains	SQL Server
IBM DB2	Sybase
JDBC	Teredata
Informix	XML
Lotus 123	Web Methods
Lotus Notes	