

## Xactly Modeling

### Let Data Drive Your Sales Compensation Planning and Expense Forecasting

Xactly Modeling™ helps companies increase profits and more effectively manage cash flow by providing a modeling solution that is fully integrated with the Xactly Incent™ sales compensation management application. This powerful modeling tool previews the effect of changes made to the organization and compensation plans—helping you to avoid risks. So you can promptly and confidently respond to market opportunities and optimize incentive compensation.

#### What If You Could Know the Future?

Imagine if you could determine the impact of organization and compensation plan changes in advance of implementing them. And what if your finance team could use trending analysis to project how different order-forecast scenarios would play out on the company's cash flow statement? What if you could rapidly perform multiple iterations of these what-if scenarios and compare the summarized bottom-line results—without sacrificing granular visibility? Imagine if these analyses produced results that were as accurate and comprehensive as your live production environment. Finally, what if once you were satisfied with your adjusted plans, you could seamlessly transition those changes into your live production system?

With Xactly Modeling, neither fear of the unknown nor inertia will hinder your organization's ability to respond to new opportunities by offering special performance incentive funds (SPIFs) on the fly, revamping incentive structures or realigning your sales team. By quickly providing precise answers to your hypothetical questions, Xactly Modeling helps you realize the future you plan for.

#### Business Benefits You Need

**Project cash requirements well in advance.** Forecast expenses using actual and/or projected orders to accurately determine

future cash requirements. Apply trends to actual orders across multiple dimensions to create projected orders and produce both summary and detailed calculation results.

**Reduce the risks associated with compensation plan changes.** Model plan changes—whether minor adjustments or major realignments—and see the potential consequences before acting. Copy current-year plans as the basis for next year's plans and calculate the effects of the proposed changes with zero risk to your operational systems.

**Preview the impact of planned organization changes.** Change the organization structure and view the potential effects on both the top and bottom lines. Use actual orders to see what the change would have meant to past performance—or use projected orders to estimate future impacts.

**Increase productivity.** Allow your compensation analysts to focus on value-add activities instead of building and maintaining inflexible and unreliable offline tools.

#### Plan modeling

It's simple. The faster you can design, modify, analyze and distribute compensation plans, the sooner your sales team will drive revenue.

#### Organizational modeling

Make changes to the organization struc-

ture and view the effects on both the top and bottom lines.

#### Forecast expense modeling

Forecast commissions expense using actual or projected orders to accurately determine future cash requirements.

#### Analyze scenarios

Create multiple model scenarios and compare side by side. Create detailed reports and graphs of snapshots with an easy-to-use wizard.

#### Functionality that Delivers

##### For finance management

Gain visibility into future sales compensation expense. Manage cash flow. Reduce cost and risk.

- Estimate variable compensation expenses based on projected orders
- Create a variety of forecast scenarios and compare their potential cash flow impacts side by side
- Identify the financial risk exposure built into a compensation plan

##### For sales operations

Manage compensation plan changes easily and without risk. Incent right. Sell more.

- Create SPIFs and other programs rapidly and test their effectiveness in real-time
- Preview sales organization changes before implementation to predict in detail their impact on incentives

- Move changes into production safely and seamlessly

#### **For compensation analysts**

Use visibility into projected sales compensation expenses to create plans with the best balance between cost and results. Incent right.

- Leverage your existing plans, organization and order data to rapidly create new plans in a model environment
- Use multiple trial scenario result sets to hone plans in the model environment
- Select the best plans—or plan components—and move them seamlessly into the live system without risk of error
- Compare and contrast results from multiple scenarios. Provide executive management with the data rationale for compensation plan decisions
- Save and archive older versions of plans to maintain a complete audit trail

#### **For executives**

Gain visibility into future sales compensation expense and manage financial risk. Devise incentive strategies that capitalize on your competitive advantages and put them into action quickly. Incent right. Sell more.

- Use data to determine the best incentive compensation management approach based on the most likely future scenarios
- Understand the cash flow implications of forecast scenarios, and position the company to be prepared for both upside and downside risk
- Gain the confidence to respond quickly to market opportunities
- Drive revenues by rapidly changing plans to motivate the right sales behaviors

## **See Over the Horizon**

Xactly Modeling allows companies to easily create and manage change within their incentive compensation management process with minimal risk. By offering companies visibility into the potential effects of change, Xactly Modeling enables finance, sales operations and compensation analysts to design, implement or adjust incentive programs rapidly and safely. Because compensation programs can be validated prior to commitment, companies gain the confidence to design and deploy incentive plans that outmaneuver the competition.

For more information, visit [www.xactlycorp.com](http://www.xactlycorp.com) or call 1.866.GO.XACTLY (1.866.469.2285).