

Xactly Right™ Education

Training options to fit your business needs today and in the future.™

Xactly Education Services provides a range of training options from self-paced tutorials to instructor-led classes and custom training. Xactly training courses are specifically designed to transfer Xactly's incentive compensation expertise and solutions directly to various types of users in your organization, enabling your organization to quickly get the full value from Xactly Incent. Xactly's Education Services is committed to providing you with flexible, high-value training programs to meet your specific business objectives for incentive compensation management.

Xactly Incent for Subscribers—Self-Paced

The Xactly Incent Tutorial for Subscribers is designed to provide individual subscribers with instructions on how to access the Xactly Incent application for reading and reviewing their incentive statements, sales transactions, and plan summary; and managers for reviewing and tracking the performance of their teams. Delivered in an E-Learning, self-paced format, this course guides subscribers through a series of demonstrations, interactive simulations, and assessment questions to establish a solid understanding of Xactly Incent's interface, navigation, and basic functionalities for end users.

Xactly Incent for Subscribers—Instructor-Led

Xactly Incent for Subscribers is designed to help individual subscribers become familiar with the use of Xactly Incent for reviewing their incentive statements and plan summary and estimating commissions, and help managers use Xactly Incent to review and track the performance of their teams. This training tailors our standard Subscribers user guide to your company's specific configurations and needs and is delivered in an instructor-led demonstration format. The training provides step-by-step live demonstrations to establish a solid understanding of Xactly Incent's interface, navigation, and basic functionalities for end users.

Xactly Incent Administration Workshop

The Xactly Incent Administration Workshop is designed to provide administrators with hands-on experience using and administering a fully configured Xactly Incent application. Upon completing the workshop, the attendees will be able to set up a new period, upload orders, process payment calculations, use standard reports, and perform basic administrative functions using Xactly Incent. The administrators will be able to customize Xactly Incent's configuration settings to meet their specific business needs.

Xactly Incent Compensation Plan Configuration Workshop

The Xactly Incent Compensation Plan Configuration course is designed to provide super users, including compensation administrators, plan designers and application support professionals, with knowledge and experience defining, analyzing, setting up, testing and deploying compensation plans in Xactly Incent. Through lecture and hands-on lab exercises, students will learn best practices for setting up and deploying efficient and effective compensation plans with minimum amount of time and effort.

Xactly Modeling Workshop

The Xactly Modeling Workshop is designed to provide administrators with hands-on experience using and administering the Xactly Modeling module. Upon completing this workshop, attendees will be able to initialize a Modeling environment, estimate Commission expenses, update the configuration for Plan and Organization changes, and migrate these changes to the Xactly Incent production environment.

Xactly Analytics Workshop

The Xactly Analytics Workshop is designed to give both administrators and subscribers hand-on experience creating Reports, Charts and Dashboards using Xactly Analytics. Upon completing this workshop, attendees will be able to create Reports and Charts that provide insight into the trends and anomalies of a business, and identify the plan strengths and weaknesses by leveraging the company's sales compensation data. These Reports and Chart will then be assembled logically on Dashboards, providing the user with an "at-a-glance" view of these key metrics.

	Comp Admins	Financials Analysts	Sales Operations	Sales Reps	Sales Managers	Executives
Tutorial for Subscribers			X	X	X	X
Administration Workshop	X	X	X			
Comp Plan Configuration	X	X	X			
Xactly Modeling	X	X	X			
Xactly Analytics	X	X	X	X	X	X
Xactly Subscribers				X	X	X

To register for classes, visit the Education section of the Xactly website at www.xactlycorp.com or call 408.200.0690 or 1.866.GO.XACTLY ext. 690.