

# Automate Commission Earnings Projections

Delivering accurate commission projections is never easy, and it's nearly impossible if they're not mapped to how deals are shifting in your pipeline because of disconnected teams, systems, and processes. As one of the biggest variable costs for Finance, getting commissions right is critical to revenue predictability. By automating your commission earnings forecast process with Xactly, you can quickly identify potential commission impacts alongside pipeline data.

## Existing Manual Process



1. Update system
2. Process known commissions
3. Create CRM opportunity extract



4. Identify models with Finance
5. Create opportunity categorization
6. Prepare calculation with additional compensation data
7. Map files to comp data or spreadsheet
8. Run model A, B, and C



9. Upload files into system
10. Inspect opportunities to identify proper imports
11. Add opportunities manually for desired total



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| <ol style="list-style-type: none"> <li>12. Extract commission results</li> <li>13. Covert commission currencies</li> <li>14. Create new file</li> </ol> | <ol style="list-style-type: none"> <li>15. Make presentable version with reports</li> <li>16. Present to key stakeholders and executives</li> <li>17. Review models and analyze</li> </ol> |
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18. Repeat entire process



## Automated Commission Earnings Forecast

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2  
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Integrate CRM data into Xactly product suite



Combine incentive compensation data...



...with real-time pipeline data



Automate commission forecasting processes by combining the power of Xactly Incent® and Xactly Forecasting®.



Forecast commissions alongside pipeline



Increase visibility of accurate data to inform compensation plans



Motivate reps with transparency into commission