

Territory planning and management is a critical first link in the sales performance management (SPM) value chain. Effective territory planning is essential to motivate and drive performance.

Xactly AlignStar® gives senior sales executives, sales operations, and sales effectiveness teams the ability to optimize sales productivity through territory planning and management. Xactly AlignStar empowers businesses to create and manage well-balanced, travel-efficient territories with the ability to visualize, analyze and manage territories.

- **Visualize** territories, accounts and sales reps with an interactive, map-based view that enables customers to design and edit territories.
- **Analyze** existing alignments to understand where to improve design, balance, or travel efficiency of territories.
- **Manage** with exports for geographic- and account-based territory assignments to be consumed by downstream applications.

INCREASE REVENUE

Xactly AlignStar lets sales organizations identify “whitespace” and “greenfield” opportunities to increase account penetration and expand the customer base. With Xactly AlignStar, **companies have experienced up to a 7% increase in sales.**

LOWER COSTS

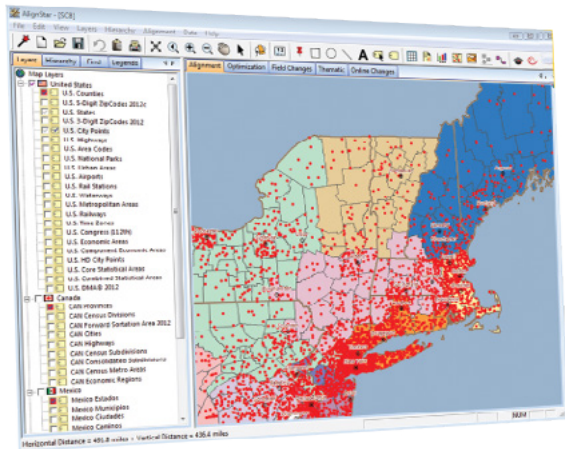
With Xactly AlignStar, you can create more workload-efficient territories to reduce “windshield” time and travel expenses. Using Xactly AlignStar, **customers have reduced travel costs up to 15%.**

BOOST SALES PRODUCTIVITY

By reducing travel time, your sales organization gets more time in their day to sell. Better alignment with sales opportunities also creates optimal resource coverage. Xactly AlignStar **customers have gained up to 20% productivity the first year of usage.**

SAVE TIME

By automating the process, Xactly AlignStar reduces the time to align and optimize territories from several weeks to days. **Our customers have experienced up to a 75% reduction in the time it takes to plan a territory alignment.**



Xactly AlignStar (for Desktop)

- Works with Windows desktop or laptop
- Advanced market analytics tools
- Advanced geospatial visualization: choropleth maps, graduated symbol maps, dot density maps and dual variable thematic maps
- Automated territory optimization
- Can process data from up to 10 different sources at once, such as spreadsheets and ODBC databases
- Easily export territory alignments into any CRM

Xactly AlignStar (for Salesforce)

- Improved balance and travel efficiencies with prescriptive recommendations
- Plan and manage territories with live Salesforce data
- Gain value with Salesforce's native security, sharing, and permissions features

