



Xactly Benchmarking™ is the industry's only incentive performance intelligence software leveraging over 13 years of aggregated pay and performance data to improve compensation spend ROI.

Using Xactly Benchmarking, companies can proactively monitor their incentive compensation program and make informed business decisions by comparing their performance against peer groups across 28 different metrics. With monthly data updates, companies gain awareness of market changes and ensure that their incentive program is competitively structured to retain top performers and achieve corporate goals.

INCREASE SALES PERFORMANCE

Scorecards allow companies to monitor their incentive program and optimize the metrics that significantly impact their business. Whether it's introducing a SPIFF or providing reps with quota relief, they can make the necessary adjustments to ensure teams align with corporate strategy. With Xactly Benchmarking, organizations can hold their employees to a fair and attainable performance standard.

RETAIN & MOTIVATE TOP PERFORMERS

Companies must pay competitively to retain their top performers. Xactly Benchmarking provides a rich set of metrics including pay mix, salary, on-target earnings, and actual earnings from Xactly's unique anonymous and aggregated pay and performance data. With access to this data, businesses can determine the right reward program, motivate employees, and retain top talent.

MONITOR & OPTIMIZE YOUR PROGRAM

Leading companies monitor and utilize data to build a competitive advantage. Xactly Benchmarking enables companies to analyze their performance against peer groups to make the appropriate adjustments, strengthen their core competencies, and find new avenues for growth. Access to empirical data cuts costs, reduces the time required to support internal business decisions, and improves ROI. Xactly Benchmarking empowers customers to design and execute on intelligent compensation programs that improve sales engagement and results.

WORLD CLASS SALES PERFORMANCE MANAGEMENT

13+ Years of Pay and Performance Data

Planning

Sales Capacity
Forecasting
Quota Allocation
Territory Alignment & Optimization

Execution

Compensation Management
Commission Expense Accounting

Optimization

Sales Analytics
Coaching Quota Attainment
Objectives Management

SALES PERFORMANCE AI PLATFORM

 Xactly Connect

CRM CPQ ERP HCM

All of This is Backed by Xactly's Superior Service and Support

PLANNING

Streamline and simplify sales planning processes, including territory, quota and workforce planning, incentive compensation design, and accrual forecasting

- **Increase productivity** – by lowering the time spent on territory planning and gaining selling time with compact and travel efficient territories
- **Build trust** – with error free compensation payouts data-driven territory design
- **Increase forecasting accuracy** – by easily running commission forecasts as deal change

EXECUTION

Achieve higher growth with a motivated and engaged sales force and ensure critical processes are executed faster and more accurately with ICM and commission expense accounting

- **Provide accurate financial forecasts** – with a more precise picture of your company's commissions data
- **Maximize the ROI of your SPM solutions** – with standards-based data integration capabilities that fit within your existing infrastructure
- **Automate key business workflows** – to increase efficiencies, improve alignment and eliminate errors

OPTIMIZATION

Harness the value of AI and ML to optimize the performance of your sales organization with access to 13+ years of aggregated pay and performance data and provide a recommended course of action

- **Drive sales productivity** – with a comprehensive view into the health and performance of your sales team in order to make needed adjustments
- **Quickly spot risk factors** – predict sales rep attrition, clusters of under-performance, and changes in sales indicators
- **Make coaching more effective** – with individual performance insights, such as year-over-year quota attainment comparisons and access to staked rankings comparisons