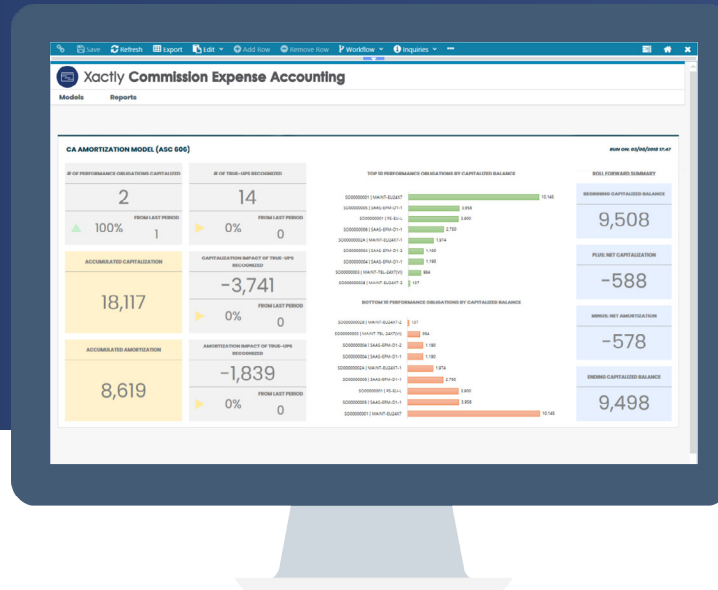




Xactly Commission Expense Accounting



Xactly Commission Expense Accounting (CEA), powered by Obero, is the industry's only complete ASC 606 (IFRS 15) solution for managing commissions, or 'the costs of obtaining a contract,' under the new revenue recognition standard. Including full capitalization and amortization, Xactly CEA lets companies easily and securely monitor their performance obligations and ensure full compliance with the new commission accounting requirements.

DYNAMIC TRUE-UPS

Xactly CEA makes it simple to create detailed, accurate commission amortization schedules in accordance with ASC 606. When payment adjustments happen, companies can automatically true-up capitalization and amortization balances based on updates or changes to contract deals, accounts, payees or plans.

EXTENSIVE REPORTING LIBRARY

Gain a holistic view into the complete lifecycle of your commission expenses with a library of pre-built and automated reports and dashboards, including amortization schedules, profitability statements, accounting model comparisons, and summary roll forward by group.

INTEGRATED WORKFLOW AND PROCESS MANAGEMENT

Supported across the entire Xactly sales performance management (SPM) suite, Xactly CEA seamlessly integrates with an organization's existing infrastructure, including CRM, HRIS, CLM and CPQ systems. Xactly CEA manages any number of accounting books and interoperates with all downstream accounting ledgers.

FULL AND MODIFIED RETROSPECTIVE APPROACHES

Xactly CEA delivers a comprehensive, end-to-end solution to automate compliance with ASC 606, including both full and modified retrospective approaches.

A CLEAR AUDIT TRAIL

Xactly CEA provides a clear audit trail with a single, secure and accurate system of record. With automated and traceable change management, Xactly CEA simplifies audit evaluation and gives organizations confidence in the accuracy of their commission data with granular insights at the customer, contract, or product levels.

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