



An Open, Standards-Based Data Integration Platform

EXECUTIVE SUMMARY

Xactly understands that applications, especially sales performance management (SPM), rarely operate in isolation from other processes. With large technology investments such as ETL, ERP, CRM, and HCM systems, businesses want to ensure that any new solution works well with what they already have in place.

This business need drove Xactly's development of the Xactly Connect™ data integration platform to utilize an open and standards-based approach. By navigating toward the customer's environment – rather than the other way around – Xactly Connect fits easily and logically into an organization's existing architecture, providing:

- Seamless interoperability with your broader technology ecosystem
- Unmatched flexibility and choice
- Transparent data access and control
- Advanced sales performance management functionality

SEAMLESS INTEROPERABILITY WITHIN YOUR BROADER ECOSYSTEM

Customers shouldn't be forced to redesign their data architecture to accommodate new systems that work best for their organization. With applications that seamlessly interoperate, companies can leverage best-in-class solutions across their entire technology infrastructure.

Xactly Connect's ODBC /JDBC REST driver capabilities provide streamlined API access to enterprise systems, including ETL and data warehouse systems. With a REST API foundation, users can also write their own programs to issue queries, launch ETL processes, check processing status, and perform other needed operations. Xactly Connect also includes pre-built API integration with products such as Workday, Salesforce, and Microsoft Dynamics.

Xactly Connect provides customers with multiple ways to access, generate, and automate the inbound and outbound data flows that support compensation processes, such as scheduling of data collection, transformational data flows, payroll calculations, and reporting updates.

Additionally, because Xactly Connect is based on ANSI SQL, the industry's most common and open database language, there's no need to learn a new language to use Xactly Connect. Teams can quickly and easily

self-deploy without learning a new language or set of API calls – simply writing SQL commands the way they'd do with any other database.

With the ability to automate the ingestion of multiple data sources across different systems through Xactly Connect, customers like Cox Automotive, report that they have saved hundreds of hours per month.

UNMATCHED FLEXIBILITY AND CHOICE

Xactly Connect gives customers unmatched flexibility to manage their SPM integration processes. Customers can choose to implement data integration processes in the way that works best for their particular organization, including:

- **Self-implementation** – through a customer's own internal IT department
- **Partner implementation** – using a third party systems integrator
- **Full service implementation** – using Xactly professional services
- **Hybrid implementation** – managing ongoing changes internally but using Xactly professional services for initial implementation, or another combination

TRANSPARENT DATA ACCESS AND CONTROL

With self-implementation and hybrid options, Xactly Connect gives users full control over all of their data. Xactly Connect provides secure mechanisms to pull data from and push data to any platform – whether the web, your existing ETL application, legacy on-premises applications, or any mobile device.

Plus, with a visually pleasing, graphical web UI, Xactly Connect makes it simple for even non-technical users to monitor integration pipelines and manage data flows.

ADVANCED SALES PERFORMANCE MANAGEMENT CAPABILITIES

Xactly was the first company to provide a SaaS solution in the compensation space, and has spent over 12 years optimizing our compensation data model for the cloud.

Through the combination of this breadth and depth of experience and expertise, Xactly has built an optimized data model that's unparalleled in the compensation industry. The highly specialized Xactly Connect platform maximizes all of this value, while applying customizable business logic to data flows and seamlessly integrating all incoming data in the right format.

With greater integration, businesses drive greater results. Xactly Connect lets you start getting value from your SPM system faster – speeding ROI and increasing efficiencies.