



Built as a 100 percent native application on Salesforce’s Force.com platform, Xactly Express™ stores pay and performance data and runs commission calculations right within the Salesforce infrastructure. Xactly Express can easily access and use existing data within Salesforce, capturing customer details and other information needed for commissions or bonus calculations.

By providing a single source of truth for incentive compensation data, Xactly Express helps organizations optimize compensation processes, boost rep performance, and lower risks by closing books sooner with a less than one percent error rate.

INCREASED VISIBILITY

Xactly Express gives cross-functional teams on-demand access to commission data. With the Salesforce.com single sign on, reps get more timely compensation insights right within their CRM – building trust and increasing motivation. Reps also log in more frequently, driving CRM adoption and data cleanliness.

With single sign on, executive teams also get faster and more accurate insights into commissions directly from their Salesforce dashboard. With greater insight into commission expenses, Xactly Express lets C-level executives increase forecasting accuracy and make more strategic decisions for the business.

MOBILE ACCESS TO COMMISSIONS DATA

Xactly Express also integrates with the Salesforce1 mobile application, giving reps instant visibility into commissions, transactions, and comp plans from any mobile device. With mobile access, managers can view team performance and more easily manage the sales cycle with information available – anytime, anywhere.

SEAMLESS INTEROPERABILITY

Xactly Express integrates seamlessly with all Salesforce Force.com native applications. There's no need to log into a new application or learn a different user interface, allowing you to leverage your existing Salesforce work and benefit from other Force.com applications. For example, if you want to pull in data from FinancialForce, you can easily do so because FinancialForce was built on Force.com. Additionally, because data is housed in Salesforce, users can leverage standard and familiar Salesforce reports.

Additionally, Xactly Express integrates with all other data source systems, including ERP, CRM, and HCM, to streamline compensation processes.

SECURITY AND SCALABILITY

Because Xactly Express is a fully native Force.com application, it has all of the power of the Salesforce platform, including built-in security with profile permission settings and role hierarchy, and calendar and scheduler functionality. With the scalability of the Salesforce architecture, Xactly Express can easily grow to meet your increasing business needs.

	XACTLY EXPRESS	SPREADSHEETS
CALCULATIONS & ACCURACY	<ul style="list-style-type: none"> Integrates with existing CRM, ERP, and other systems Reduces time spent on administrative activities and manual processes Quickly adjust for growth and market changes Eliminate human calculation errors and errors associated with versioning 	<ul style="list-style-type: none"> Wasted time spent gathering data from multiple systems and applications Painful, manual effort required to adjust your compensation plan Spreadsheets have an average error rate of 3-10%, costing your company time and money
CONTROL & RISK MANAGEMENT	<ul style="list-style-type: none"> Real-time visibility into pipeline for accurate forecasting and budgeting Complete auditability and ability to maintain accurate accruals Single source of truth 	<ul style="list-style-type: none"> No forward-looking visibility or easy modeling functionality Difficult to track, audit, and manage versions
ANALYTICS, REPORTING, & COMMUNICATION	<ul style="list-style-type: none"> Leverage on-demand executive and manager visibility to increase sales performance via any device Reps have immediate access into earned commissions and can estimate potential earnings on open pipeline Motivate your sales team and selling behavior with dashboards and gamification tools 	<ul style="list-style-type: none"> With little transparency, reps are unclear on how and why they're being compensated Manual processes make it difficult to provide reps with up to date performance information No mobile access or efficient, systemized communication channels Free reps from fear of inaccuracy and bad habits like shadow accounting
STRATEGIC PLANNING & DESIGN	<ul style="list-style-type: none"> Proactively manage your incentive program with enhanced visibility into plan and rep performance Easily analyze incentive data to develop strategic alignment between your corporate objectives and incentive compensation program 	<ul style="list-style-type: none"> Spreadsheets lack incentive analytic capabilities, hindering proactive adjustments in programs Delays in sales performance feedback cause misalignment between corporate and sales objectives