

MAXIMIZE ROI OF INCENTIVE COMPENSATION

Xactly Incent™, the leading sales performance management (SPM) software solution, gives enterprise companies robust features and capabilities to successfully design, implement, and manage their compensation programs, seamlessly integrating with existing ERP, CRM, or HCM systems. With powerful functionality and an extensive module suite, Xactly Incent lets organizations increase ROI with optimized plans, improved efficiencies, and greater accuracy.

IMPROVE EFFICIENCIES WITH INTELLIGENT AUTOMATION

Xactly Incent's intelligent automation lets organizations apply best practices to incentive compensation plans, while automating processes to save time, reduce errors, and lower shadow accounting. With a powerful calculations engine, Xactly Incent manages the most complex formulas with flexibility and ease.

DRIVE GROWTH WITH GREATER VISIBILITY AND MOBILE ACCESS

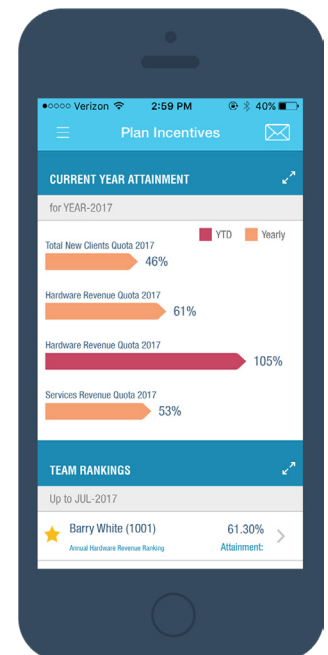
Xactly Incent gives reps on-demand visibility into their commission results and earnings potential, increasing engagement and productivity – and building trust in payouts. With native Android and iOS support, Xactly Incent lets reps access commission results from any mobile device and managers view individual and team performance quota – anytime, anywhere.

OPTIMIZE INCENTIVE PLANS

Including sales performance analytics, Xactly Incent gives enterprises a deeper understanding about the effectiveness of their sales compensation plans. With Xactly Insights™, organizations can optimize plans using benchmark analytics derived from 12+ years of aggregated pay and performance data.

SECURITY AND SCALABILITY

Easily scale incentive compensation plans with the ability to: instantly add new reps to plans; automate plan review and approval processes; and quickly add new data sources. Protect the integrity of your critical business data and get transparency into system performance with the Xactly Trust Site.



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