

DIGITAL GUARDIAN STRATEGICALLY SUPPORTS RAPID GROWTH

THE CHALLENGE

Digital Guardian offers security's most technologically advanced endpoint agent with the ability to end data theft by protecting sensitive data from skilled insiders and persistent outside attackers. As one of the only companies in the industry to offer customers on-premise, cloud and hybrid deployment options, Digital Guardian had a complex compensation process that spanned multiple sales teams and geographies. As the company quickly expanded, it needed a more strategic way to manage its sales processes.

THE SOLUTION

Xactly Incent Express provides Digital Guardian with the foundation it needs to support its rapid growth, while enhancing sales rep satisfaction and performance. With the ability to manage all of its plans and sales teams on one easy-to-use platform, Digital Guardian reduced the time it takes to calculate commissions from a week down to less than one day and virtually eliminated questions from sales and finance.

THE RESULTS

Most importantly, transparency and trust in the numbers and the ability to run "estimations" on each deal has engaged sales team members to sell more strategically to reach corporate and individual objectives.

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The sales team uses the estimation feature to see the potential commission they will earn if they book a deal in one month vs. the next, and how it impacts their quota attainment. They love it.

– Prashant Gupta, Senior Field & Corporate Financial Analyst and Salesforce Admin, Digital Guardian

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DIGITAL GUARDIAN PROVIDED:



Insight into payment



Ability to track performance