Xactly **Connect**™

Xactly Connect™ data integration and open API platform allows organizations to create and automate integration processes for data processing across Xactly's sales performance management (SPM) suite.

INTEGRATION WITH EXISTING DATA ARCHITECTURE

Using Xactly Connect, companies can automatically integrate data from on-prem systems, as well as SaaS vendor applications, such as CRM, ERP, and HRIS platforms. Xactly Connect's complete data integration platform supports everything from inbound data feeds to the creation of custom tables and data pipelines to perform complex ETL data transformations.

Xactly Connect's notification capabilities and audit history allow for detailed event process tracking and oversight of the data workflows used for sales performance management. With Xactly Connect, organizations can easily automate data flows in and out of Xactly SPM products and extract data results to use in their downstream systems, including payroll, data warehouses, and reporting applications.

Xactly Connect also includes pre-built connectors with Salesforce, Workday, Microsoft, and NetSuite.

AN OPEN SYSTEMS APPROACH

- Xactly Connect's query and ETL syntax is based on ANSI SQL, a common, standards-based language familiar to IT teams, reducing the time required to learn the platform.
- Xactly Connect's REST API allows for tighter and more customized integration with applications.
- Xactly Connect supports both ODBC and JDBC connectivity to leverage an organization's ETL and BI applications. Xactly's ODBC and JDBC drivers communicate with Xactly Connect using the REST API.
- Data transfer via SFTP is available for both inbound and outbound data files.

INTUITIVE, WEB-BASED USER INTERFACE

- Xactly's web-based UI for the Xactly Connect Data Integration Platform gives both developers and compensation administrators a visual view and control of data integration routines built within the platform.

The Xactly Connect API suite also includes products to more tightly integrate compensation data into a customer's existing applications:

- API Gateway - supports standard OAuth2 authentication, allowing applications to request and display data from the Xactly Connect Platform on behalf of individual Xactly Incent users.
- Estimator API - primarily targeted at CPQ applications, directly integration of the Xactly Estimator into Salesforce CPQ's next-generation quote-to-cash application allows information to easily flow between the two systems.

WORLD CLASS SALES PERFORMANCE MANAGEMENT

14+ 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 and data-driven territory design
- **Increase forecasting accuracy** – by easily running commission forecasts as deals 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 14+ 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