



Sales leaders constantly face challenges, but building, growing and running best-in-class organizations shouldn't be one of them.

Xactly Insights™ is a next-generation analytics tool that leverages key pay and performance data for effective decision making. It arms sales leaders with actionable, data-driven metrics about their reps in order to align and drive behaviors that produce results.

DATA-DRIVEN DECISION MAKING

Insights is built on 14+ years of Xactly's proprietary empirical pay and performance data which is anonymized, aggregated, and compared to your own. Upon opening Insights, a sales leader can immediately see best-in-class dashboards and reports that clearly evaluate team performance. This graphical display can help immediately assess the health of a sales team through stacked rankings, year-over-year quota attainment comparisons, and more.

PREDICTIVE ANALYSIS

Is there a risk of top-performing reps leaving the organization? Xactly's Rep Attrition Algorithm, leverages AI and Machine Learning to analyze over 50 different data points and flag reps at risk for turnover. By anticipating future events, Xactly Insights helps sales leaders be proactive and remedy potential issues before they begin.

SEAMLESS INTEGRATION/ NO IMPLEMENTATION

Using Xactly Incentive Compensation solutions means Insights is a seamless experience. No implementation is required to experience the data-driven insights. The result is a turn-key solution with zero downtime and no professional services required to help monitor performance and drive strategic decision making.

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 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
- **Make coaching more effective** – with individual performance insights, such as year-over-year quota attainment comparisons and access to staked rankings comparisons