



Xactly Territories is a sales territory planning and optimization solution that allows Sales Ops professionals to dramatically reduce the time it takes to plan territories. Which in turn drives revenue, increases sales productivity, and lowers organizational travel costs.

QUICKLY VISUALIZE SALES OPPORTUNITY

With Xactly Territories, reps can easily upload large data sets and see it on the map within seconds. The simplicity and beauty of this tool help streamline the process of aligning sales reps with identified opportunities. Sales managers can now rest and appreciate the ease of reading maps and communicating changes in territories to their teams.

GET UP AND RUNNING IN LESS THAN A DAY

Xactly Territories is ready to deploy the same day of purchase— no implementation is required. This tool is so simple you can now start designing territories within minutes of gaining access to the system. Embedded within the software are training documents and guides to support you throughout the territory planning process. In addition, you'll be joining the Xactly Community with access to our Customer Support team as well as your peers to address your support needs.

INTELLIGENT GUIDE TO ALIGN TERRITORIES

Xactly Territories provides a visual guide on changes required in your plan to ensure you're building fair and balanced territories. Take the guesswork out of building territories and learn to leverage data uploaded within the system to ensure opportunities are being best serviced by your sales team.

WORLD CLASS SALES PERFORMANCE MANAGEMENT

15+ Years of Pay and Performance Data

PLANNING

Market Coverage
Sales Capacity
Territory Alignment
Quota Allocation

EXECUTION

Compensation Management
Commission Expense Accounting

OPTIMIZATION

Sales Analytics
Quota Attainment
Objectives Management

SALES PERFORMANCE AI PLATFORM



Xactly **Connect**



Xactly **Forms**

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 15+ 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