



ROSETTA STONE DRIVES GLOBAL SALES PERFORMANCE



THE CHALLENGE

Rosetta Stone, Inc. is changing the way the world learns with innovative, technology-driven language, literacy, and brain-fitness solutions that are used by thousands of schools, businesses, government organizations, and millions of individuals around the world — in 30 languages.

To support their tremendous growth and resolve issues with Sarbanes-Oxley (SOX) compliance, Rosetta Stone was looking to transition its incentive compensation processes from spreadsheets onto a more sustainable solution. In particular, the company sought a technology platform that would fuel sales performance and mobility, across multiple locations and currencies.

THE SOLUTION

Rosetta Stone selected Xactly Incent because the platform exceeded its very stringent compliance requirements. Further, Rosetta Stone anticipated radical shifts in its sales teams' performance.

THE RESULTS

Using Xactly Incent, Rosetta Stone has eliminated sales commission payment errors, reduced disputes, and locked SOX compliance in place. Reps easily access their commission information anytime, anywhere from one easy-to-navigate dashboard with Xactly. Along with the ability to drill into transactions and payments, sales maximizes each deal's potential with estimation features. Executives across multiple functions and business units rely on Xactly's Analytics reports to guide quarterly sales commissions strategy reviews.

“With Xactly we have the confidence that our global sales teams are being paid in the correct currency, all out of one system. Xactly has streamlined the process for us!”
– Doug David, Director, Sales Compensation & Operations, Rosetta Stone

ROSETTA STONE HAS:

-  Reduced disputes
-  Efficiently resolved errors



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