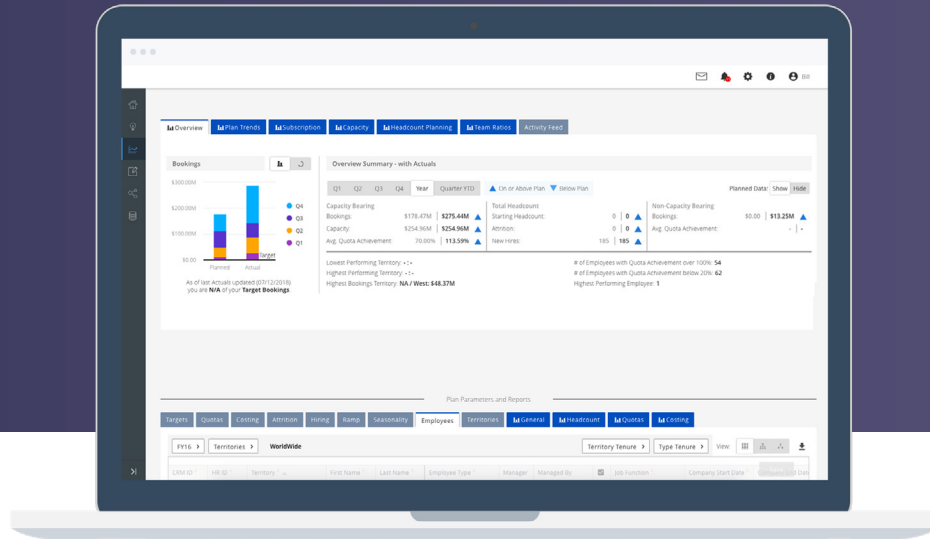


Xactly Sales Planning



Xactly's artificial intelligence (AI) based resource planning solution simplifies capacity and quota management, while delivering data-driven insights to support ongoing and strategic sales planning.

CAPACITY MANAGEMENT

Determine the right number and types of resources you need to achieve sales goals. Leverage AI to predict sales rep productivity and expected payback in order to reconcile top-down targets with bottom-up capacity. Leverage historical sourcing and ramp data to ensure you're hiring the right person at the right time.

QUOTA MANAGEMENT

Ensure you're setting equitable and achievable quotas to motivate sales performance. Allocate corporate targets across territories, products, business segments, and sales roles. Continuously monitor and track your assumptions on quota sizing and expected achievement with built-in reporting.

SCENARIO MODELING

Create snapshots of your plan to build "what-if" scenarios and monthly forecasts. With out-of-the-box KPIs and dashboards integrating historical and real-time data, proactively analyze metrics to spot and correct problem areas faster.

FULLY INTEGRATED AI SALES PERFORMANCE PLATFORM

Break down operational silos and harness the power of your data with an integrated and automated sales performance AI platform. Fully integrated with your existing CRM, Xactly delivers all the tools you need to plan, execute, and optimize sales performance management (SPM).

Streamline Processes, Align Critical Business Objectives, and Drive Performance

WORLD CLASS SALES PERFORMANCE MANAGEMENT

13+ 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