

# XACTLY + WORKDAY

## A WINNING COMBINATION



## Territory Planning, Quota, Compensation, Human Capital Management, and Payroll

The strategic partnership between Xactly and Workday allows our joint customers to enhance their existing Workday investment by providing a single holistic view of total employee performance and compensation.

### WHERE XACTLY & WORKDAY WIN TOGETHER

#### 1. OPTIMIZING QUOTA AND TERRITORY PLANNING

Xactly AlignStar's visual and interactive mapping platform allows customers to easily create and optimize their territories. Leveraging Xactly Connect, customers can integrate their optimized territories within Adaptive Insights Sales Planning solution, enhancing their ability to build fair and equitable quotas that achieve their overall revenue targets.

For organizations that have adopted a decentralized approach to quota planning, Xactly Advanced Quota Planning is ideal and also integrates with Adaptive Insights Sales Planning via Xactly Connect to provide customers with a central view of their sales quotas and performance.

Note: An overlap exists only in one area between Xactly and Workday; they both have a Sales Planning tool. However, this does not hinder the complementary partnership with Workday. Xactly's territory planning, quota, and compensation offerings are a powerful combination with Workday's suite of products.

#### 2. STREAMLINING THE INCENTIVE PROCESS

By aligning Workday's "people data" with Xactly's sales compensation data, companies can guarantee competitive pay practices, automate plan eligibility, improve regulatory compliance, and perform fair pay analysis. Built-in data connectors allow for easy data flow between Xactly's ICM offerings and Workday's HCM systems. This pre-built integration allows companies to quickly and easily capture changes to their workforce, saving time and money while also preventing the duplication of data and manual input errors.

#### 3. MANAGING AND COMPLYING REVENUE WITH LATEST ASC 606 STANDARDS

Xactly CEA nicely complements Workday's Revenue Management capabilities within its ERP offering. Together they provide customers an end to end solution that is compliant with ASC 606 and the flexibility to manage contracts, billing, collection, accounting, and analytics all from a single system.

#### 4. ACCESSING ADVANCED ANALYTICS

The analytics pulled from Xactly's platform coupled with Workday's systems enhance customers' ability to make informed decisions that can radically improve business operations, increase employee engagement, and drive top-line revenue.

### LEVERAGING XACTLY CONNECT

Xactly and Workday's partnership is powered by Xactly Connect. Xactly understands that applications cannot live in isolation. Xactly Connect provides companies with an integration toolkit that allows them to manage the data integrations in and out of Xactly's platform. Xactly Connect provides customers with the ability to self-manage the flow of data and can help companies enhance the efficiency and effectiveness of managing their employee's performance and compensation processes.

#### XACTLY + WORKDAY CUSTOMERS



#### Key Benefits for Sales, Finance, and Human Resources



**Sales**  
Boost Performance



**Finance**  
Increase Efficiencies & Visibility



**HR and Operations**  
Optimize Process