# Xactly **Show Me**



Drive a better customer experience and stronger engagement with Xactly Show Me!

Xactly Show Me integrates employee training natively into Xactly products, with the ability to prevent misuse, enforce policies, drive adoption, and maximize the return on your Xactly investment.

With Xactly Show Me, you can significantly improve onboarding time up to 50% and have confidence in managing change at every stage of your Sales Performance Management process. Ensure end users get the guidance they need, right in the context of their daily workflow, specific to their role and requirements.

## ONBOARD WITH EASE
Create a fully custom onboarding experience and help speed rep time to productivity.

With Xactly Show Me, create and deploy content directly for reps, managers and finance teams. Eliminate the learning curve with in-app product walkthroughs, tips, tricks, surveys for training and more. Measure the effectiveness of the content with built in certifications.

## MEASURE ENGAGEMENT
With built-in analytics, understand what drives the best engagement and overall value. With Xactly Show Me, pinpoint the most effective types of content, those that don't get traction, and areas that create confusion. Measure adoption efficiency and effectiveness for every team and employee and then tweak your strategy as necessary.

## STAND THE TEST OF TIME
Improve change management with Xactly Show Me. A content repository builds over time, and helps to avoid the loss of knowledge share of turnover, resulting in consistent and tailored education that's as effective as it is accessible.

# WORLD CLASS SALES PERFORMANCE MANAGEMENT

## 15+ Years of Pay and Performance Data

| PLANNING | EXECUTION | OPTIMIZATION |
|---|---|---|
| Market Coverage<br>Sales Capacity<br>Territory Alignment<br>Quota Allocation | Compensation Management<br>Commission Expense Accounting | Sales Analytics<br>Quota Attainment<br>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 and data-driven territory design
- **Increase forecasting accuracy** – by easily running commission forecasts as deals 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