# Xactly **Benchmarking**



Data is a crucial component for strategic business decisions. Xactly Benchmarking, the industry's only incentive performance intelligence platform, leverages over 15+ years of proprietary pay and performance data to improve compensation spend ROI.

## PAY AND PERFORMANCE DATA

Using Xactly Benchmarking, companies can proactively monitor their incentive compensation plans. With 15+ years of aggregated, anonymized pay and performance data, sales stakeholders get an unobstructed view of the market. They can compare their performance against similar companies and industries across a comprehensive list of standard sales plan metrics. Analyze trends in compensation by region, job title, tenure, plan component, and company size over time.

## INCREASE SALES PERFORMANCE

Expansion into new markets or potential mergers and acquisitions are strategic moves for companies. With Xactly Benchmarking, sales operations can leverage Xactly's empirical data to analyze which levers influence sales performance. With data refreshed monthly, stakeholders can monitor market competitiveness year round and use these figures to better inform comp strategy and design.

## PAY COMPETITIVELY

In order to attract and retain top talent, competitive compensation is a must. Xactly Benchmarking provides a rich set of metrics to help key stakeholders design compensation programs. See a side-by-side comparison of your company against your competitors and the industry with the ability to analyze a number of compensation related measures like pay mix, on target earnings, salary, and more.

# WORLD CLASS SALES PERFORMANCE MANAGEMENT

## 15+ 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 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