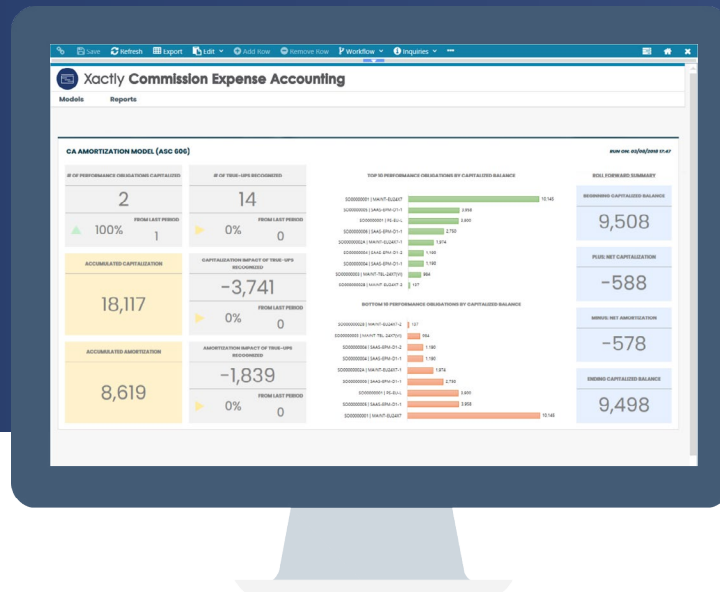




# Xactly Commission Expense Accounting



Xactly Commission Expense Accounting (CEA) is an end-to-end solution for managing commissions, or ‘the costs of obtaining a contract,’ under ASC 606 (IFRS 15). Including full capitalization and amortization, Xactly CEA lets companies easily and securely monitor their performance obligations and ensure full compliance with the new commission accounting requirements.

## DYNAMIC TRUE-UPS

Xactly CEA makes it simple to create detailed, accurate commission amortization schedules in accordance with ASC 606. Xactly CEA will automatically true-up changes due to any contract event, whether a contract adjustment, shift in employee status, or customer churn. Impairments are triggered automatically for any changes, including start dates or changes in benefit period.

## EXTENSIVE REPORTING LIBRARY

Gain a holistic view into the complete lifecycle of your commission expenses with a library of pre-built and automated reports and dashboards, including amortization schedules, profitability statements, accounting model comparisons, and summary roll forward by group. Teams can easily drill down in reports to view additional details.

## INTEGRATED WORKFLOW AND PROCESS MANAGEMENT

Supported across the entire Xactly sales performance management (SPM) suite, Xactly CEA seamlessly integrates with an organization’s existing infrastructure, including CRM, HRIS, CLM and CPQ systems. Xactly CEA manages any number of accounting books and interoperates with all downstream accounting ledgers.

## FULL AND MODIFIED RETROSPECTIVE APPROACHES

Xactly CEA delivers a comprehensive, end-to-end solution to automate compliance with ASC 606, including both full and modified retrospective approaches.

## A CLEAR AUDIT TRAIL

Xactly CEA provides a clear audit trail with a single, secure and accurate system of record. With automated and traceable change management, Xactly CEA simplifies audit evaluation and gives organizations confidence in the accuracy of their commission data with granular insights at the customer, contract, or product levels.

# 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