

Xactly Incent empowers companies to successfully design, implement, and manage intelligent incentive compensation programs. With robust functionality and seamless integration with existing ERP, CRM, and HCM systems, Xactly Incent maximizes the ROI of incentive compensation with improved efficiencies, greater timeliness and accuracy, and plan optimization.

### REDUCE TIME SPENT ON PLAN ADMINISTRATION BY 60%

Automate incentive compensation programs with Xactly Incent to eliminate payout errors, increase forecasting accuracy up to 99.6%, and lower the time needed to administer commissions plans by 60%. Xactly Incent runs complex commissions calculations in a fraction of the time versus manual processes, increasing efficiencies up to 3x.

### DRIVE PERFORMANCE WITH IMMEDIATE VISIBILITY AND MOBILE ACCESS

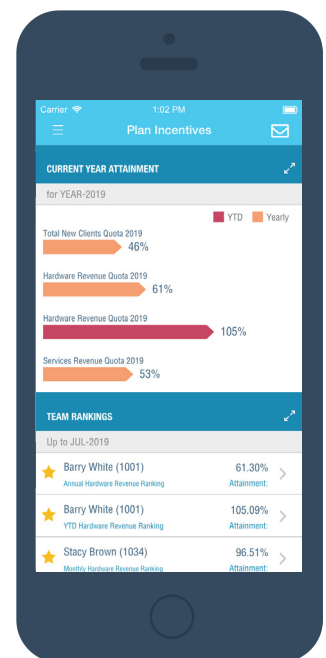
Increase rep motivation, productivity, and trust with on-demand visibility into commissions results and potential earnings for every deal. With native Android and iOS support, easily access commissions data and strengthen cross-functional alignment with transparency into pay and performance data.

### REALIZE UP TO 10% HIGHER QUOTA ATTAINMENT

Create competitive plans that align and drive sales behaviors, and realize up to 10% greater quota attainment. Xactly delivers over 14 years of pay and performance data, enabling organizations to easily compare their plans against industry peers, evaluate program competitiveness, and raise quota attainment, while increasing sales retention.

### ENSURE SYSTEM SECURITY AND SCALABILITY

Xactly Incent can support the most complex implementations handling millions of orders and tens of thousands of subscribers. Companies can easily scale incentive compensation plans with the ability to instantly add new reps to plans, automate plan review and approval processes, and quickly add new data sources. Xactly Incent provides strict security controls for operational processes and service transparency through the Xactly Trust Site.



\*Stats and results are from customer surveys and aggregated pay and performance data.

# 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 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