



Per [Gartner](#), over half of sales leaders do not have high confidence in their organization's forecast accuracy. Much of this stems from lack of pipeline visibility and lack of relevant opportunity data in their CRM.

Xactly Forecasting's data-driven approach solves these problems and more to improve sales forecast accuracy. With Xactly Forecasting, sales leaders can drive greater revenue predictability and consistent sales process execution in their organization.

## IMPROVE PIPELINE VISIBILITY WITH DYNAMIC HEALTH SCORING

Sales managers and Sales Ops teams can closely monitor sales pipeline health via intuitive pipeline views, otherwise unavailable in CRMs. Sales teams can use data-driven, opportunity-level health scores to evaluate each deal better, while smart warning signals alert reps & managers of at-risk opportunities.

## INCREASE SALES FORECAST ACCURACY WITH MULTI-LEVEL, AI-AUGMENTED FORECASTS

Capture and analyze detailed multi-level forecasts. Spend less time building and updating reports and more time evaluating and improving your sales strategy. With Xactly Forecasting, Sales Managers and Leaders can clearly see deal progression along the sales cycle and pipeline changes over a given period, while built-in artificial intelligence (AI)/machine learning (ML) enhances the sales forecast accuracy at every level of the sales hierarchy.

## PRESCRIPTIVE ANALYTICS TO INFLUENCE REP BEHAVIOR

As deals progress, the relevant opportunity data is automatically captured from the reps to improve CRM hygiene. Xactly Forecasting also guides sellers to take 'next best actions' for each opportunity to comply with winning sales strategies. Additionally, AI-driven coaching insights continuously help improve a rep's sales performance to ensure overall organizational success.

## ACCURATELY PREDICT COMMISSION EXPENSES TO MITIGATE RISKS

AI-optimized sales forecasts enable Finance teams to increase commission expense forecast accuracy. Leverage pre-built commission plans and current quota attainment to evaluate multiple models side-by-side to more accurately predict future commission expenses.

## STRENGTHEN COLLABORATION ACROSS TEAMS

Greater pipeline visibility for cross-functional teams like Finance, HR, and Operations boosts confidence in sales numbers, improves revenue predictability, and drives greater alignment throughout the organization.

# WORLD CLASS SALES PERFORMANCE MANAGEMENT

15+ Years of Pay and Performance Data

## PLANNING

Market Coverage  
Sales Capacity  
Territory Alignment  
Quota Allocation

## EXECUTION

Compensation Management  
Commission Expense Accounting

## OPTIMIZATION

Sales Analytics  
Quota Attainment  
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