Xactly®
Inspire Performance™

Xactly leads the way in Sales Performance Management. We deliver industry-leading planning, execution, and optimization solutions informed by AI. Our market advantage to Salesforce is access to our data set. 15 years of anonymized compensation data which drives informed decision making for C-Suite, Finance, Sales Operations, HR and Sales. No other vendor pushes/pulls finance certified, trusted, data in/out of Einstein or Tableau.

BETTER TOGETHER

Xactly enriches Salesforce Point of Views while enhancing customer and employee engagement. We extend the value propositions of Customer 360, Digital/Sales Transformations, Modernization projects and more. We help identify and prevent seller attrition, provide trusted (and secure) sales performance data to inform decisions, and increase sales performance.

PRODUCT SUITE

XACTLY INCENT™, XACTLY ALIGNSTAR®

PRODUCT FEATURES

Incentive Compensation, Commission Expense Accounting, Territory Planning, Sales Planning, Quota Management, Benchmarking, Objective Management, Underlying AI across platform

WE ALIGN WITH MULTIPLE SALESFORCE PRODUCTS

SALES CLOUD   **MULESOFT**   **CPQ**   **EINSTEIN**   **TABLEAU**

Get seamless access to critical customer and incentive data at every point in the sales cycle.
Salesforce Cloud; Mulesoft, CPQ, Einstein, Tableau

HOW XACTLY HELPS CUSTOMERS

An estimated 45% of compensation plans drive the wrong sales behaviors. We can help companies align their compensation plans with their strategic goals to increase attainment by as much as 14%.

- What-if scenarios to role play the impact of pivots in territories, quotas, headcount, commission rates, price increases on commission forecasts, and amortizations
- **75%** faster design of balanced territories that lead to 15% reduced travel costs
- **14%** higher seller attainment in a world where 68% of reps don't hit their quotas
- **25%** reduction in planning time due to consolidating data onto a single platform

HOW XACTLY EXTENDS SALESFORCE

1	2	3	4	5	6	7
$ACV at 15%	Help sell more Salesforce at 100% (Einstein, CPQ, Mulesoft, Tableau)	Broker introductions into greenfield accounts	Block ERP suite vendors from the front office.	Increase Salesforce adoption, stickiness, ROI	Better engage into LOB's /Lines of Business (Finance, Sales Operations, Sales, HR)	Bring a much more robust business case to the table that widely impacts various LOB's

TARGET CUSTOMERS

INDUSTRIES
- FINS
- CMT
- MFG
- HLS
- RCG

SEGMENTS
- AMER
- EMEA
- APAC

XACTLY CUSTOMERS

salesforce · COX AUTOMOTIVE™ · HYATT® · DXC.technology · NOKIA

CapitalOne® · MICHELIN · LOUIS VUITTON · Mondelēz International · vodafone

salesforce appexchange

COMMON CUSTOMER CHALLENGES

- Inability to grow/sustain revenue
- Challenges with spreadsheet or home grown commission systems that don't meet security or audit standards
- Unable to view real-time updates into incentive pay and performance
- Difficulty predicting employee (seller) churn
- Challenged with motivating sales and/or lack of sales productivity
- No ability to estimate sales compensation to optimize price and profit
- Lack of visibility into compensation
- Poorly motivated sales teams
- No pay or performance benchmarking

❯ **Watch demo** ❯ **Data Sheet**

TARGET BUYERS & USERS

TARGET BUYERS
Leaders in Finance, SalesOps, Sales, HR

TARGET USERS
Sales Ops, Admins, Finance, Sales Leaders, HR

DISCOVERY QUESTIONS

1. What tools or processes are you using to manage your sales performance (sales plans, territories, capacity, quotas, commissions, seller attrition, etc.)?
2. How's that working for you today?
3. What would you change if you could and why?
4. How many employees do you have on sales incentives today (including channel partners, non-traditional roles that are on MBO's like HR, Marketing, etc.)?

BUZZ WORDS TO LISTEN FOR

Sales compensation, Capacity, Territories, Planning, Quota, Incentives, Customer Engagement, Sales Optimization, Sales Performance

DRIVE ACV WITH THESE SALES PLAYS

XACTLY & EINSTEIN ANALYTICS
Xactly has a direct Cloud-to-Cloud integration application that enables a bi-directional flow of Xactly's performance data into the Salesforce platform. Once the data is there, the reporting capabilities really are endless.

❯ **Learn more**

XACTLY & CPQ
Xactly and Salesforce CPQ go together like glue. Together, you're able to maximize the revenue and profit potential of every deal. By using incentives, you can motivate your sales reps to sell the right products at the right price.

❯ **Learn more**

XACTLY & MULESOFT
Leverage MuleSoft Connector ecosystem & horsepower as a single source of truth (i.e. Xactly Incent, Einstein, Workday). Choose and integrate any application to meet business needs and save on IT costs and streamline & standardize data flow.

XACTLY & TABLEAU
Combine the power of Xactly for Sales Performance Management with the rich data reporting & visualization of Tableau. Utilize the reporting power and data visualization tools within Tableau to create rich dashboards for your sales, comp admin, and finance teams.

❯ **Learn more**

ADDITIONAL RESOURCES

APPEXCHANGE LISTINGS
Xactly Incent: SPM, Incentive Comp & Commissions

WEBSITE
www.xactlycorp.com

CHATTER GROUP
AppX Xactly

CONTACT
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