

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.

## FORMALIZE THE SALES FORECASTING PROCESS TO CRUSH YOUR NUMBERS

Xactly Forecasting is purpose-built to help organizations give structure to their sales & revenue forecasting process and uncover insights & risks early on for greater success. It allows sales and revenue leaders to make data-informed decisions and eliminate intuition biases that dominate sales forecasting and pipeline management.

## 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.

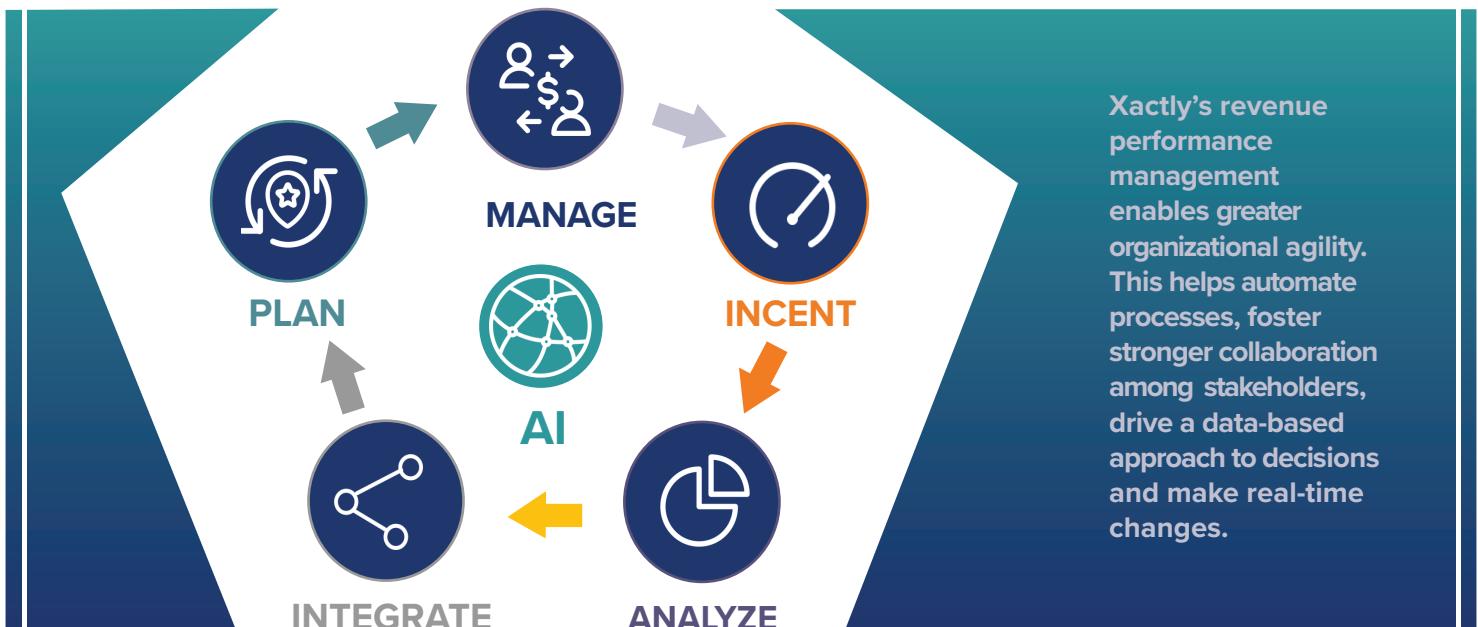
## PRESCRIPTIVE ANALYTICS TO INFLUENCE REP BEHAVIOR

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.

## 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.

# AGILE REVENUE PERFORMANCE



Xactly supports thousands of companies and empowers millions of sales reps. With 16+ years of expertise in developing purpose built solutions in a dynamic product platform, we power the world's most famous and complex organizations with their sales planning, incentives, and data-driven decision making.

In an increasingly changing world, organizational agility is crucial to survival and success. Xactly is uniquely positioned to drive this within sales organizations of all sizes. Our focus on SPM helps automate and streamline operations and develop organizational best practices. And a holistic ecosystem ensures not one rep, supporting team or relevant data point is ever lost in the shuffle.

## XACTLY'S FIVE AREAS OF FOCUS:

**PLAN** - Ensure the organization has the right capacity to deliver territory designs to create maximum deployment efficiency. Xactly also delivers relevant predictions for attrition, hiring, onboarding, ramp time and more.

**MANAGE** - Manage the reality of real-world situations in a continuous fashion. Xactly's distributed tools help sales and finance leaders model and adjust in real-time.

**INCENT** - Build well-designed compensation programs that drive high performing sales teams. Xactly's robust and secure platform automates complex commission calculations and rules at scale. Increased visibility in the sales organization develops trust, engagement and motivation to drive desired results.

**ANALYZE** - Capitalize on 16+ years of Xactly's proprietary, aggregated and anonymized, pay and performance data. To take a step further, when applied to artificial intelligence and machine learning algorithms, the result is actionable insights that drive high performing sales teams.

**INTEGRATE** - Integrate seamlessly with existing technology stack and maximize your investment ROI. Xactly's solutions allow customers to efficiently manage end-to-end data processing and data management needed to automate critical SPM processes. All with great flexibility and ease.