



BETTER TOGETHER: XACTLY ALIGNSTAR + XACTLY TERRITORIES



When it comes to territory planning, Xactly AlignStar + Xactly Territories is an integrated solution that brings sales ops and sales leadership together. These planning stakeholders can leverage the power of Xactly AlignStar and visualize and make changes to published alignments in the cloud-based, Xactly Territories..

PLAN, RECONCILE, MERGE

With Xactly AlignStar, a planner uses purpose-built features (Optimizer, Territory Expert, and Thematic Mapping) to create equitable distribution of opportunity across all territories. With the out-of-the-box API integration, the planner can then publish the alignment directly to Xactly Territories.

With the cloud-based Xactly Territories, sales leaders review and reconcile any differences in opportunity. Once territory changes are verified between the planner and the sales leaders, changes can be accepted and merged into master alignment with ease.

This integrated solution doesn't compromise -planners can continue to do the heavy lifting in Xactly AlignStar while Xactly Territories provides the visibility sales leaders need to review territory alignments.

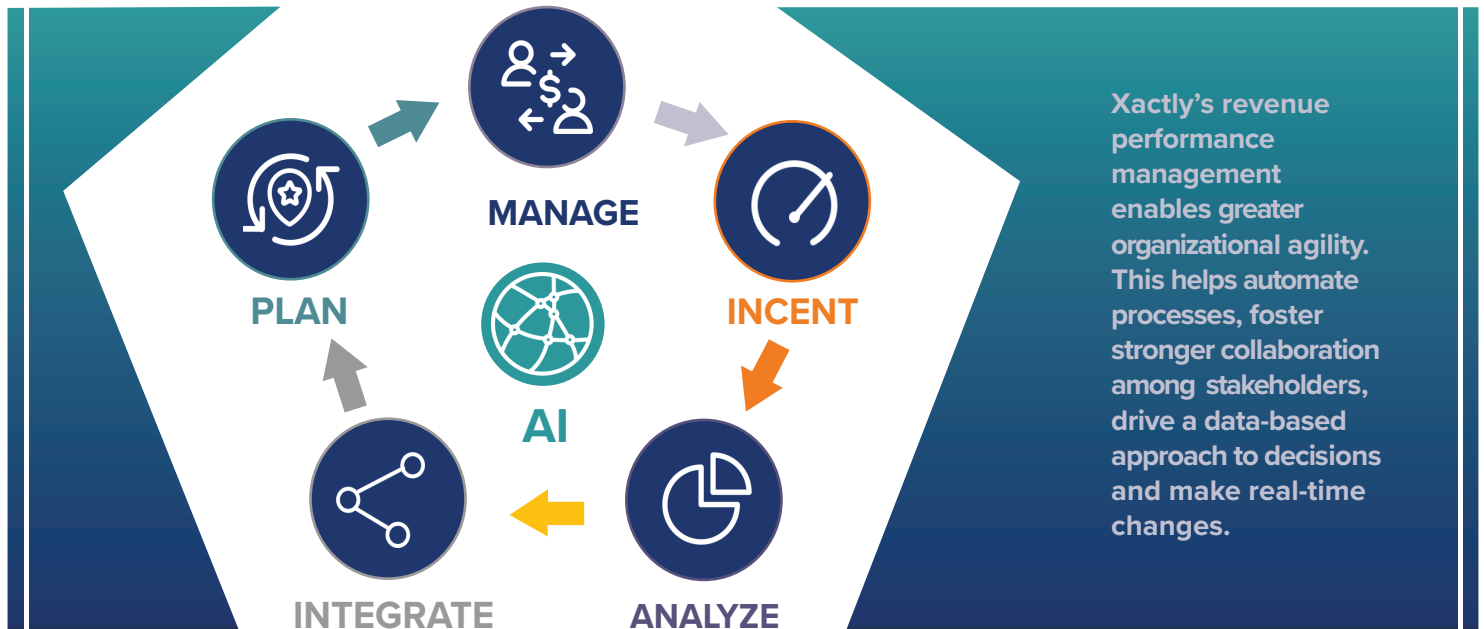
QUICKLY VISUALIZE SALES OPPORTUNITY

With Xactly Territories, sales leaders can easily view territory alignments originally published from AlignStar. Within seconds, the simplicity and beauty of this tool helps streamline the process of aligning sales reps with identified opportunities. Sales managers can view and read maps and communicate territory changes to their teams.

UP AND RUNNING IN LESS THAN A DAY

Xactly AlignStar + Xactly Territories is ready to deploy the same day of purchase. Since no implementation is required, you can start to design territories within minutes of gaining system access. For added support, the software features embedded training documents and guides to help support you throughout the territory planning process.

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.