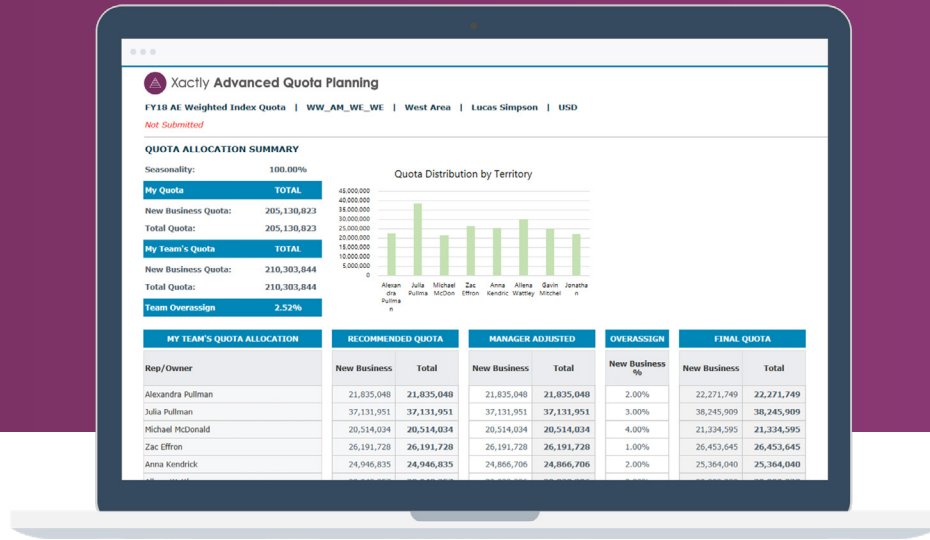




Xactly Advanced Quota Planning



Xactly's quota solution enables organizations to easily create a custom approach to manage complex quota planning processes; increasing productivity by 25%.

AUTOMATED AND DATA-DRIVEN

Automate calculations and reduce administrative burdens by leveraging predictive data, such as historical performance, account potential, market opportunity, and territory data to support quota allocation decisions. Streamline quota planning to aid in creating equitable quotas that motivate sales performance.

CONTINUOUS OPTIMIZATION

Create iterative snapshots of your plan and model "what-if" scenarios and monthly forecasts to compare them against each other. Proactively monitor and continuously optimize quotas to adapt to market conditions. Track workforce events, such as new hires, promotions, and territory/account transfers, and automatically calculate date effective quotas for individuals who have been impacted.

DECENTRALIZED PLANNING TO EASE COLLABORATION

Collaborate efficiently across different departments, including Sales Operations, Finance, Sales Leadership, etc. Consolidate your decentralized quota inputs in real-time, and easily report at any level of your sales or territory hierarchy. Set thresholds and validations to ensure that quota inputs adhere to company guidelines. Reconcile your quota allocations against the targets provided by Finance to ensure you are always aligned with your corporate goals.

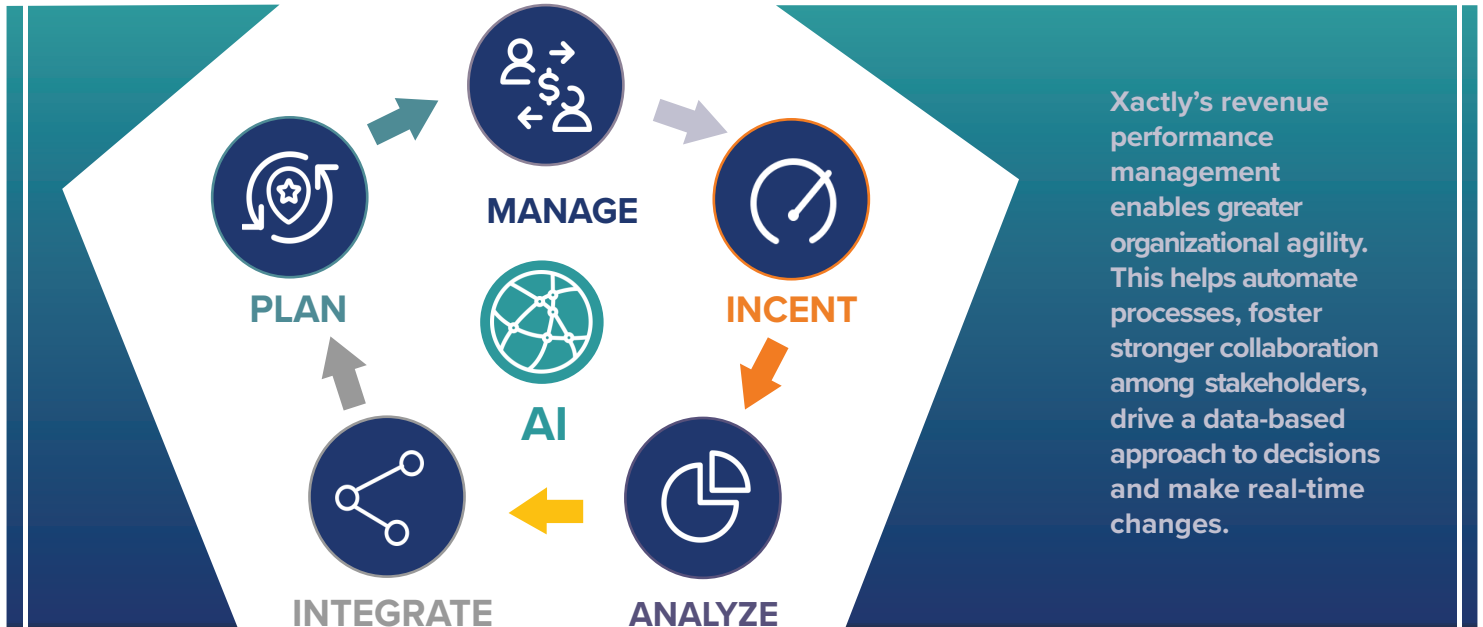
FLEXIBILITY TO DEPLOY DIFFERENT QUOTA SETTING METHODS

Design and visualize top-down, bottom-up (e.g. account-based), or a combination of quota setting processes to best align with your various quota types. Leverage relationship-based mapping to automatically derive quotas for overlay/support roles. Apply over/under assignments to your quota setting process to accommodate targets provided by Finance.

WORKFLOW GOVERNANCE & INTEGRATION WITH OTHER SYSTEMS

Maximize the reliability of your quota setting process by standardizing quota templates and reports across your business units, and enforce alignment throughout your organization. Have your workflows bi-directionally integrate seamlessly with CRM, ICM, and other systems. Additionally, transfer data via Xactly Connect to integrate with your sales performance management tech stack.

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.