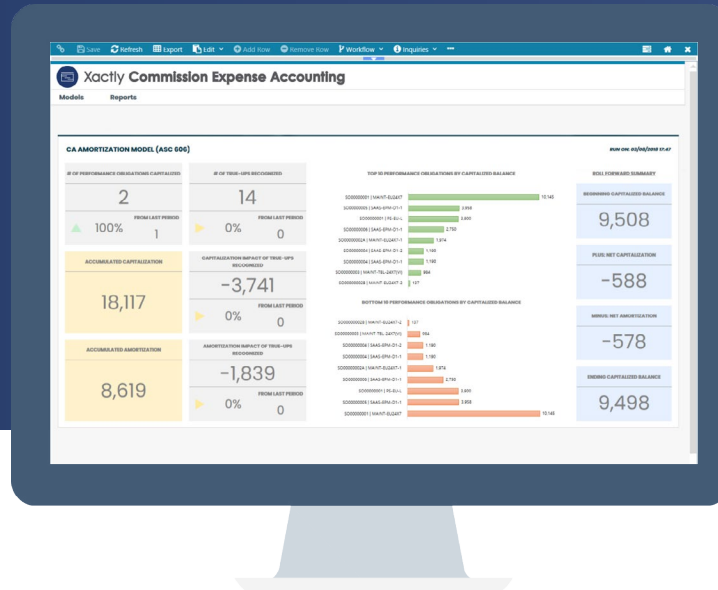




Xactly Commission Expense Accounting



Xactly Commission Expense Accounting (CEA) is an end-to-end solution for managing commissions, or ‘the costs of obtaining a contract,’ under ASC 606 (IFRS 15). Including full capitalization and amortization, Xactly CEA lets companies easily and securely monitor their performance obligations and ensure full compliance with the new commission accounting requirements.

DYNAMIC TRUE-UPS

Xactly CEA makes it simple to create detailed, accurate commission amortization schedules in accordance with ASC 606. Xactly CEA will automatically true-up changes due to any contract event, whether a contract adjustment, shift in employee status, or customer churn. Impairments are triggered automatically for any changes, including start dates or changes in benefit period.

EXTENSIVE REPORTING LIBRARY

Gain a holistic view into the complete lifecycle of your commission expenses with a library of pre-built and automated reports and dashboards, including amortization schedules, profitability statements, accounting model comparisons, and summary roll forward by group. Teams can easily drill down in reports to view additional details.

INTEGRATED WORKFLOW AND PROCESS MANAGEMENT

Supported across the entire Xactly sales performance management (SPM) suite, Xactly CEA seamlessly integrates with an organization’s existing infrastructure, including CRM, HRIS, CLM and CPQ systems. Xactly CEA manages any number of accounting books and interoperates with all downstream accounting ledgers.

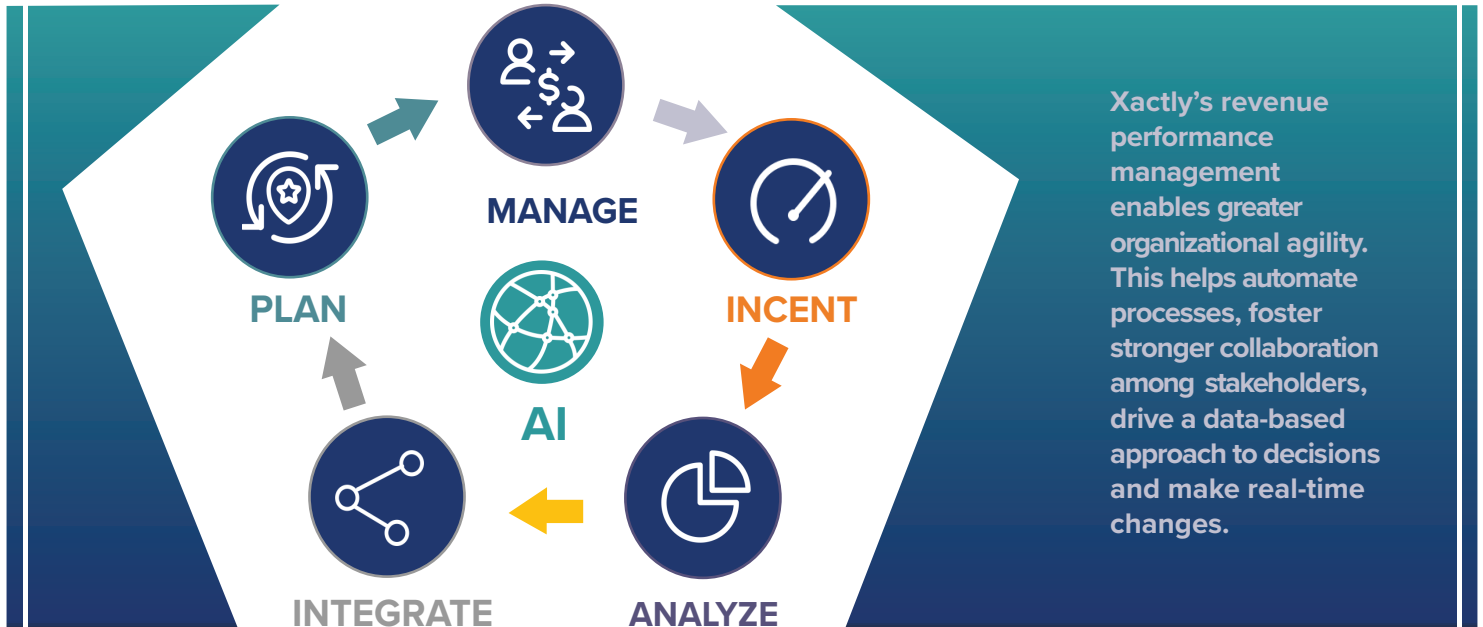
FULL AND MODIFIED RETROSPECTIVE APPROACHES

Xactly CEA delivers a comprehensive, end-to-end solution to automate compliance with ASC 606, including both full and modified retrospective approaches.

A CLEAR AUDIT TRAIL

Xactly CEA provides a clear audit trail with a single, secure and accurate system of record. With automated and traceable change management, Xactly CEA simplifies audit evaluation and gives organizations confidence in the accuracy of their commission data with granular insights at the customer, contract, or product levels.

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.