

Xactly Connect™ data integration and open API platform allows organizations to create and automate integration processes for data processing across Xactly’s sales performance management (SPM) suite.

## INTEGRATION WITH EXISTING DATA ARCHITECTURE

Using Xactly Connect, companies can automatically integrate data from on-prem systems, as well as SaaS vendor applications, such as CRM, ERP, and HRIS platforms. Xactly Connect’s complete data integration platform supports everything from inbound data feeds to creating custom tables and data pipelines to perform complex ETL data transformations.

## AN OPEN SYSTEMS APPROACH

- Xactly Connect’s query and ETL syntax is based on ANSI SQL, a common, standards-based language familiar to IT teams, reducing the time required to learn the platform.
- Xactly Connect’s REST API allows for tighter and more customized integration with applications.
- Xactly Connect supports both ODBC and JDBC connectivity to leverage an organization’s ETL and BI applications. Xactly’s ODBC and JDBC drivers communicate with Xactly Connect using the REST API.
- Data transfer via SFTP is available for both inbound and outbound data files.

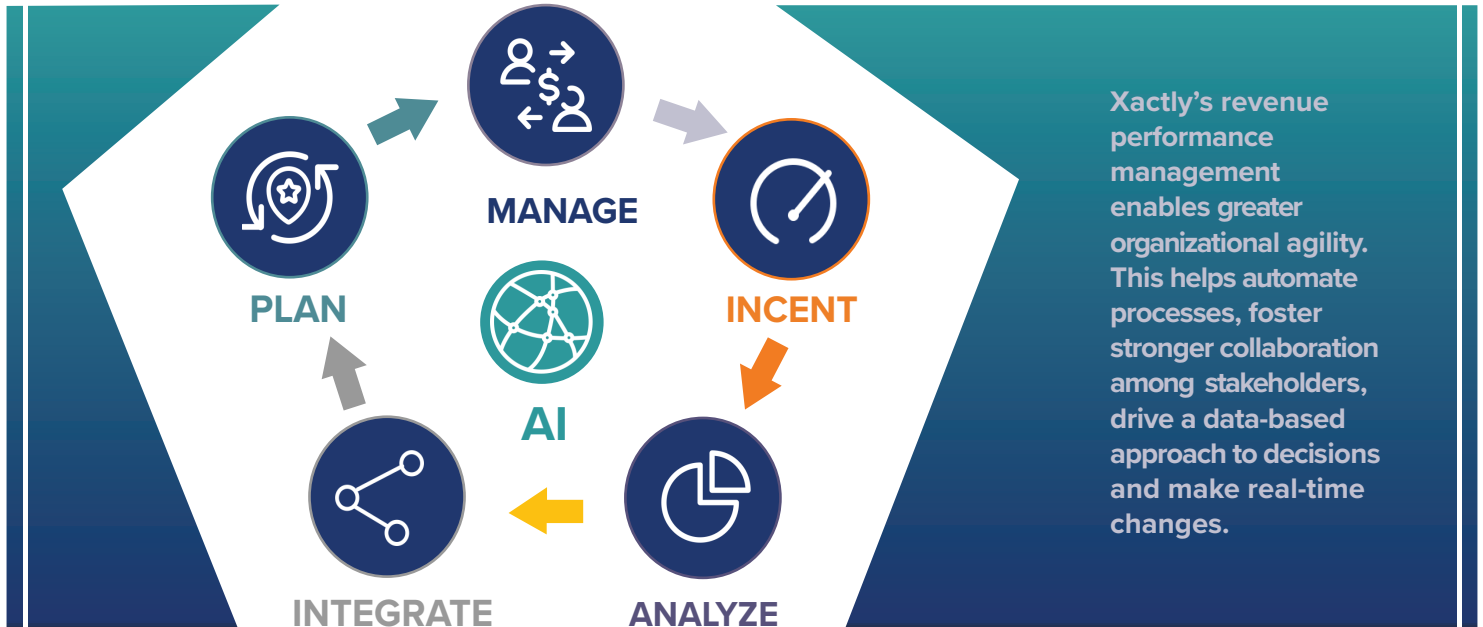
## INTUITIVE, WEB-BASED USER INTERFACE

Xactly’s web-based UI for the Xactly Connect Data Integration Platform gives both developers and compensation administrators a visual view and control of data integration routines built within the platform.

The Xactly Connect API suite also includes products to more tightly integrate compensation data into a customer’s existing applications:

- API Gateway - supports standard OAuth2 authentication, allowing applications to request and display data from the Xactly Connect Platform on behalf of individual Xactly Incent users.
- Estimator API - primarily targeted at CPQ applications, direct integration of the Xactly Estimator into Salesforce CPQ’s next-generation quote-to-cash application allows information to easily flow between the two systems.

# 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.