

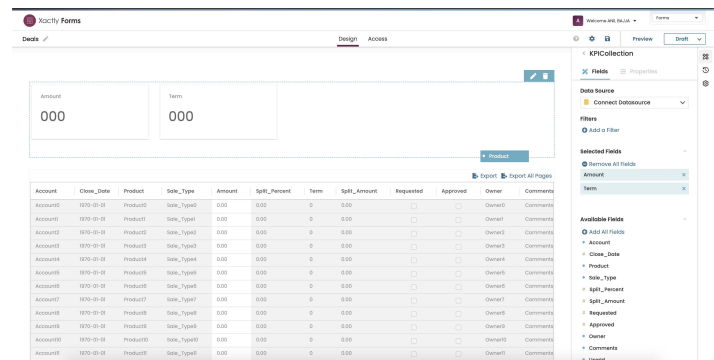
Xactly Forms extends the Xactly Sales Performance Management (SPM) platform with interactive forms and logic to drive collaboration and data input across business processes.

FORM DESIGNER

Leveraging the drag-and-drop Form Designer, business process owners can quickly and intuitively build forms based on any data set in the Xactly SPM platform and publish the forms to the contributors of the business process.

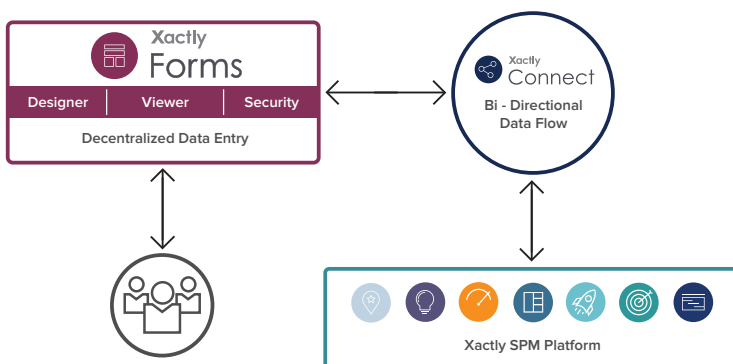
FORM VIEWER

Utilizing the Form Viewer, end users can contribute to business processes in a secure and controlled manner by interacting with forms designed to support their specific role in a business process.



PLATFORM INTEGRATION

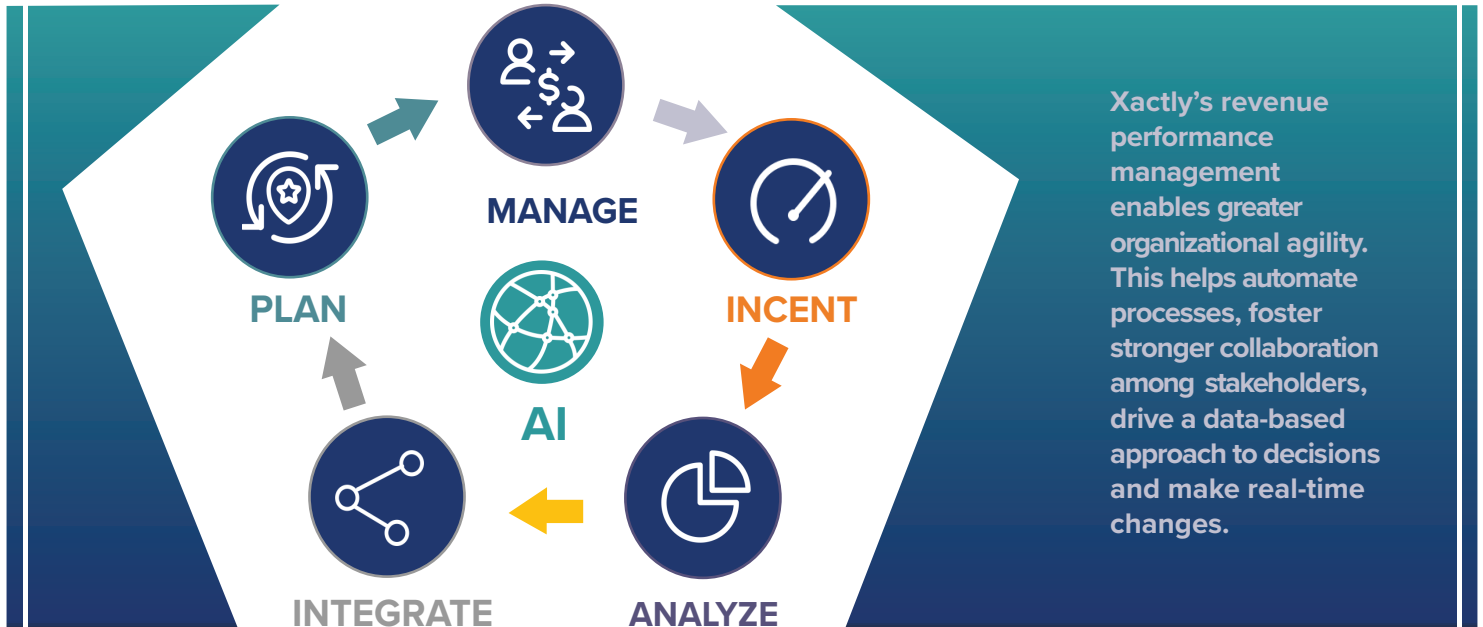
With its native integration with Xactly Connect, data managed through Xactly Forms is immediately available across the entire Xactly SPM platform.



COMMON USE CASES

1. Deal claim forms to allow sales reps and sales manager to request compensation credit for the deals they contributed to.
2. Quota handoff forms to allow the sales operations team to provide the compensation team with approved quotas in a collaborative manner.
3. Bonus allocation forms to allow sales managers to assign bonuses to team members on a discretionary basis.

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.