

Drive a better customer experience and stronger engagement with Xactly Show Me!

Xactly Show Me integrates employee training natively into Xactly products, with the ability to prevent misuse, enforce policies, drive adoption, and maximize the return on your Xactly investment.

With Xactly Show Me, you can significantly improve onboarding time up to 50% and have confidence in managing change at every stage of your Sales Performance Management process. Ensure end users get the guidance they need, right in the context of their daily workflow, specific to their role and requirements.

### **ONBOARD WITH EASE**

Create a fully custom onboarding experience and help speed rep time to productivity.

With Xactly Show Me, create and deploy content directly for reps, managers and finance teams. Eliminate the learning curve with in-app product walkthroughs, tips, tricks, surveys for training and more. Measure the effectiveness of the content with built in certifications.

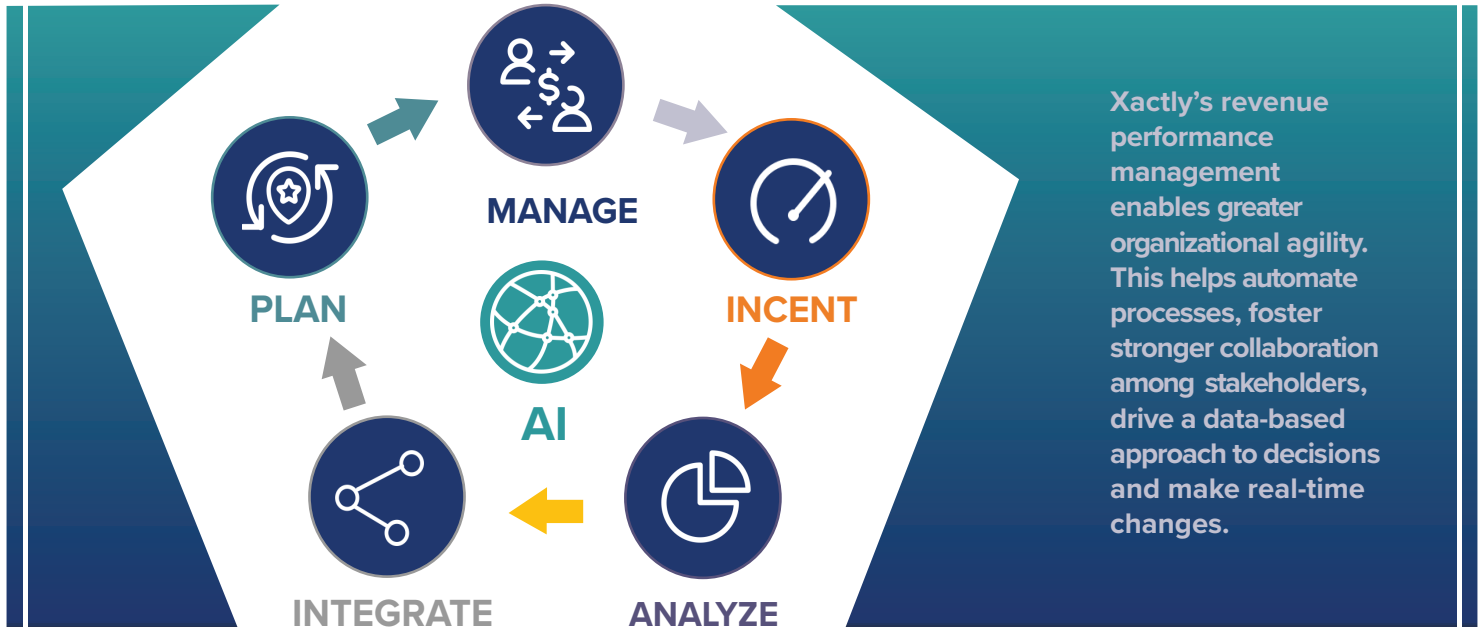
### **MEASURE ENGAGEMENT**

With built-in analytics, understand what drives the best engagement and overall value. With Xactly Show Me, pinpoint the most effective types of content, those that don't get traction, and areas that create confusion. Measure adoption efficiency and effectiveness for every team and employee and then tweak your strategy as necessary.

### **STAND THE TEST OF TIME**

Improve change management with Xactly Show Me. A content repository builds over time, and helps to avoid the loss of knowledge share of turnover, resulting in consistent and tailored education that's as effective as it is accessible.

# 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.