Sales leaders constantly face challenges, but building, growing and running best-in-class organizations shouldn't be one of them.

Xactly Insights™ is a next-generation analytics tool that leverages key pay and performance data for effective decision making. It arms sales leaders with actionable, data-driven metrics about their reps in order to align and drive behaviors that produce results.

DATA-DRIVEN DECISION MAKING

Insights is built on 16+ years of Xactly's proprietary empirical pay and performance data which is anonymized, aggregated, and compared to your own. Upon opening Insights, a sales leader can immediately see best-in-class dashboards and reports that clearly evaluate team performance. This graphical display can help immediately assess the health of a sales team through stacked rankings, year-over-year quota attainment comparisons, and more.
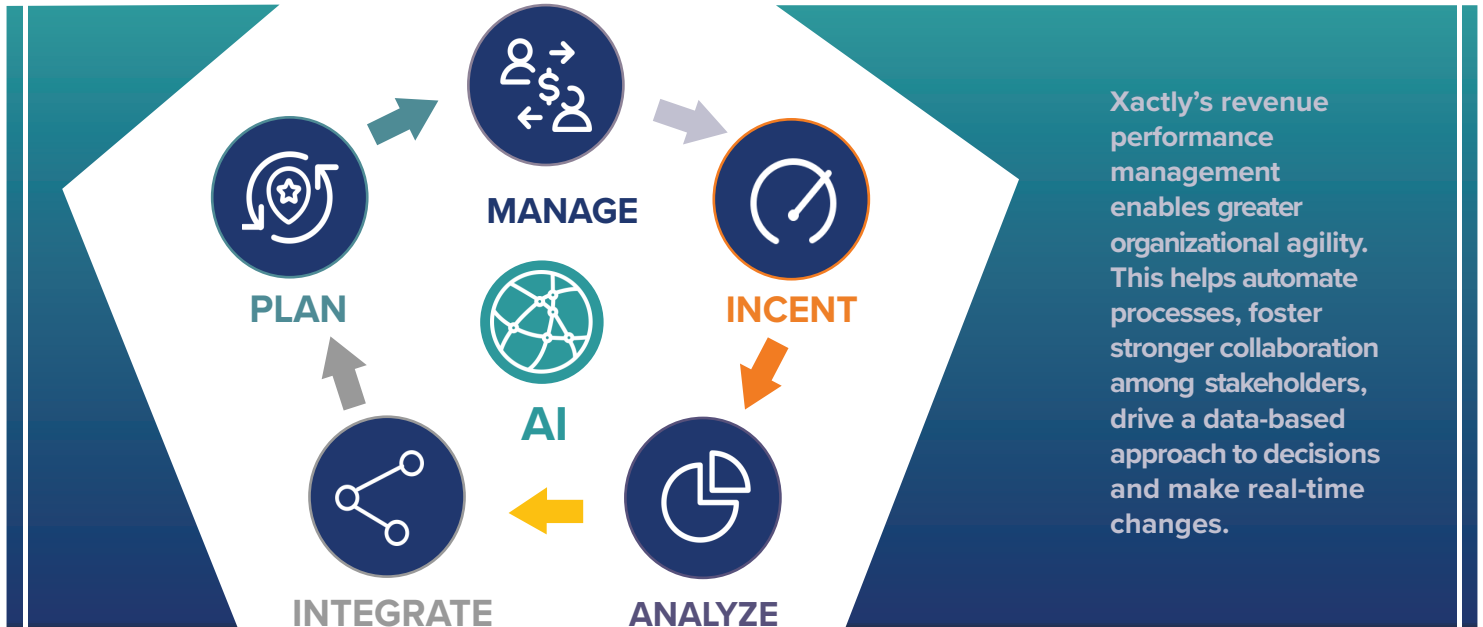
PREDICTIVE ANALYSIS

Is there a risk of top-performing reps leaving the organization? Xactly's Rep Attrition Algorithm, leverages AI and Machine Learning to analyze over 50 different data points and flag reps at risk for turnover. By anticipating future events, Xactly Insights helps sales leaders be proactive and remedy potential issues before they begin.

SEAMLESS INTEGRATION/ NO IMPLEMENTATION

Using Xactly Incentive Compensation means Insights is a seamless experience. No implementation required to experience the data-driven insights fed into the application by your own data. The result is a turn-key solution with zero downtime and no professional services or business intelligence required. Just as important, real-time analytics to monitor performance and drive strategic decision making.

AGILE REVENUE PERFORMANCE

Xactly's revenue performance management enables greater organizational agility. This helps automate processes, foster stronger collaboration among stakeholders, drive a data-based approach to decisions and make real-time changes.

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.