

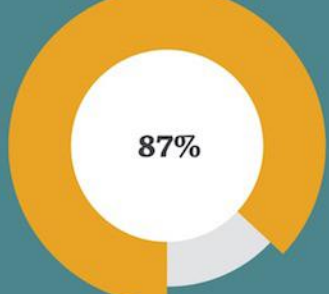
Entering a New Era: What's Next?

Companies that invest in tech solutions today will have a better chance of bouncing back from current economic challenges and setting themselves up for success in the future.

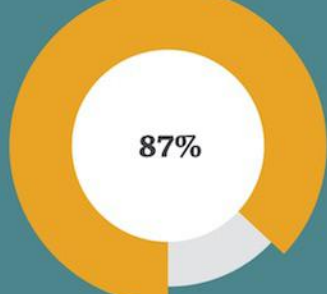
It's a new world, and a new seller experience is an essential imperative.



88% of respondents say that they need to **trust sales leadership**¹



87% of respondents say that they are **motivated by team performance**¹



87% of respondents say they want **transparency into commissions and incentives**

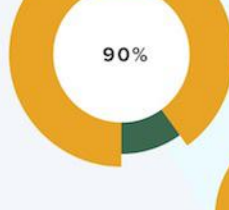
Organizations must adopt technologies that accomplish the following:

- Meet reps where they are in their existing workflows to drive the desired behavior.
- Provide sales leaders engagement insights to help align teams with corporate goals.
- Reimagine business strategies, tactics and visions by tailoring them to **new market realities**.

Continuous sales planning is critical now more than ever

They know it is important, but they can't do it.

90% of businesses believe making real-time decisions based on timely insights is important to be effective. Yet, less than one-third say they can actually course correct, or adapt their incentives.²



They are under pressure and don't know how to drive behavior.

79% of companies are under more pressure than ever before to deliver on higher growth targets and they need to create incentives that drive behaviors to deliver revenue, results and growth.²

Business leaders can no longer be complacent.

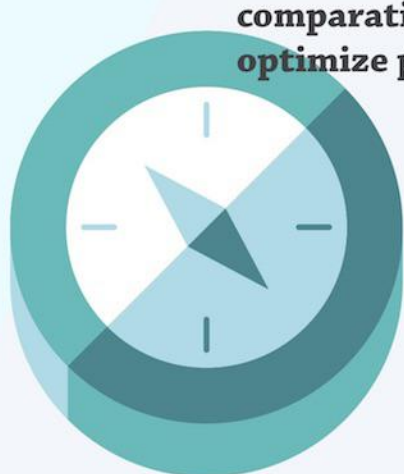
AI-powered Sales Performance Management (SPM) unlocks the advanced insights that fuel continuous planning.²



Why Xactly?

Leading the Industry

Leveraging 15+ years of pay and performance data to deliver industry benchmarking and comparative data to help organizations optimize performance and drive revenue.



- Visionary experts leading the SPM industry for Enterprise companies
- Our easy to use solution simplifies even the most complicated compensation program
- Gartner Magic Quadrant Leader for SPM for 7 Years
- Automating data integration across your existing infrastructure and SPM solutions

Customers say they'll never work again without us:

"The markets are severely impacted and we had to immediately redirect sales to not only drive more revenue for the company, but for our reps. We wanted to optimize our salesforce, and one of the first things we did was to look at our territories and re-purpose them. By using Xactly we were able to do that, simply with what we know, right now.

— Justin Ritchie, AVP Cox Automotive

Why Now?

Digital transformation is an imperative. Combine the power of strategic thinking and technology with Xactly.

Find out more about how Xactly can help unleash your true Sales Power.