

## **HOW MUCH ARE** COMPENSATION ERRORS **COSTING YOU?**

by Preventing Errors

3 Ways to Save Millions



On average, enterprise companies spend 10% of their revenue on incentive sales compensation, while one-third spend a full 20%. Yet, over 80% suffer from payment inaccuracies! With a typical error rate greater than 5%, these inaccuracies are costly.

10% of revenue spent on incentive sales compensation

Xactly's 2018 Sales Compensation Best Practices Study reveals three

80% of companies have payment inaccuracies

ways to maximize the ROI of incentive compensation. With sales performance management (SPM) software, you can prevent costly errors and use data to drive the correct sales compensation strategy.

## AGAINST THE INDUSTRY Turn a missed opportunity into a competitive advantage!

BENCHMARK YOUR ORGANIZATION

ONLY

26% of companies deliver analytics or

reporting at above average level

YET

77%

of organizations say analytics and sales comp data extremely important

**MORE THAN** 

**65**%

of companies do not leverage industry benchmarking or data



**HOW CAN YOU** 

INCREASE COST EFFICIENCY

TIP

WITH AN INCENTIVE COMPENSATION SOLUTION? Find software that helps analyze

the health of your organization and

provides key metrics to benchmark performance internally and against your industry.

**TWO** 

## Build your team's trust while decreasing costly revenue errors!

AND ACCURACY

**ENSURE PAYOUT TIMELINESS** 

83%

payment inaccuracies.

of companies have

higher efficiencies

with automated

compensation workflow versus manual processes.

nearly **7X** higher access

to real-time data with

automated reporting.

Technology Are 40x More Likely

of organizations payout in less than 3 weeks when using ICM technology, 20% higher than organizations using spreadsheets or

COMPARED WITH 50% of organizations payout in

homegrown solutions

4+ weeks or longer with homegrown solutions or spreadsheets

Companies That Use ICM

to Payout Within 2 Weeks



SIMPLIFY PLANS Align incentives with corporate goals!

More complex plans result in more errors.

Simplifying your plans helps reduce errors.

Accurate Payouts Cause Payout Errors ONE SMALL ERROR CAN COST

YOUR COMPANY MILLIONS

result in 11% of reps being paid incorrectly over the course of the plan period.

An error rate of 1% can

Simple Plans Equal

An error rate of 10% can result in 72% of reps being paid incorrectly!

TIP

Complex Plans Can

more selling time.

ELIMINATE

shadow accounting and gain

**BOOST PERFORMANCE WITH ICM** Using ICM technology, top performing companies are gaining nearly 7x higher access to real-time data as well as greater ROI

from their incentive compensation.

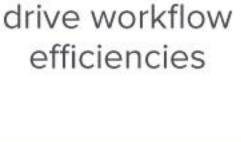
With advanced automation and data-based intelligence,

ICM technology helps organizations:

benchmark sales performance



accuracy of payouts





Xactly delivers a scalable, cloud-based enterprise platform for planning and incentive sales organizations. With over 13 years of historical compensation insights garnered from thousands of customers. Xactly's comprehensive SPM data set is unparalleled in the industry.

expertise, and big data from Xactly Insights to help clients improve the effectiveness and efficiency of their incentive compensation program. in lnkd.in/xactly @Xactly

Xactly

Xactly Strategic Services is a consulting practice that combines best-in-class technology, incentive compensation

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