

Xactly AlignStar is a territory planning solution that gives senior sales executive, operations, and effectiveness teams the ability to optimize productivity. Xactly AlignStar empowers businesses to design well-balanced, travel-efficient territories with the ability to visualize, analyze and manage territories.

- **Visualize** territories, accounts, and sales reps with an interactive, map-based view that enables users to design and edit territory maps.
- **Analyze** existing alignments using advanced geospatial visualization (e.g. choropleth maps and thematic maps) to understand how to balance, improve the design, or increase the travel efficiency of territories.
- **Optimize** territory maps automatically with proprietary advanced analytics technology that ensures fair and balanced territories and ensures your sales resources are best aligned to all of your opportunities.

INCREASE REVENUE

Xactly AlignStar helps sales enterprises identify “whitespace” and “greenfield” opportunities to increase account penetration and expand the customer base—and ultimately, **experience up to a 15% increase in sales.**

LOWER COSTS

With Xactly AlignStar, users can create workload-efficient territories to reduce “windshield” time and travel expenses—**reducing travel costs up to 15%.**

BOOST SALES PRODUCTIVITY

By reducing travel time, sales organizations get more time in their day to sell and create optimal resource coverage with better alignment. Xactly AlignStar **customers have gained up to 20% in productivity in the first year of usage.**

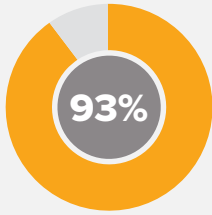
SAVE TIME

By automating territory optimization, Xactly AlignStar reduces the time needed to align and optimize territories from several weeks to days. Leaders can process data from up to 10 different sources at once and easily export territory alignments into any CRM—**achieving up to a 75% reduction in territory planning time.**

Xactly AlignStar (for Desktop)

WHY TRANSFORM REVENUE NOW?

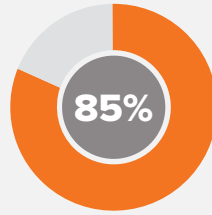
NOT AGILE



of companies believe their existing revenue operating models cannot keep pace with changing market conditions.*

* ACCENTURE

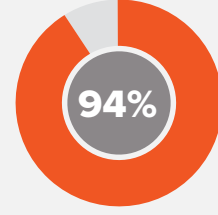
NOT EFFICIENT



of organizations have been unable to grow their revenue and expand their margins over an extended period of time.*

* MCKINSEY

TOO RESOURCE INTENSIVE



of revenue leaders are not confident about their team's ability to meet or exceed revenue goals going forward.*

* GARTNER

CORPORATE BOARDS WANT REVENUE THAT IS:



RESILIENT

Consistent revenue growth that thrives in volatile & competitive markets



PROFITABLE

Efficient revenue growth that unlocks new market opportunities



PREDICTABLE

Reliable revenue growth that is removed from intuition bias

IN RESPONSE, LEADERS WANT TO INCREASE:

AUTOMATION

Integration across systems and processes

COLLABORATION

Alignment across stakeholder teams

ACTIONABILITY

Insights to support better decision making

CONTINUITY

Agility to course-correct in real-time

TO ACHIEVE BREAKTHROUGH RESULTS:

37% faster revenue growth for firms that operate with organizational agility.*

* THE ECONOMIST

15% increase in margin by maximizing sales force effectiveness.*

* BCG

10% over-performance on revenue targets for revenue intelligent companies.⁶

* FORRESTER

WITH THE XACTLY INTELLIGENT REVENUE PLATFORM



ENHANCE PREDICTABILITY REVENUE INTELLIGENCE

FORECAST | INSIGHTS | BENCHMARKS

- ▶ Create predictable, accurate revenue forecasts.
- ▶ Make strategic decisions at lightspeed with accurate revenue data at your fingertips.
- ▶ Benchmark pay and performance against Xactly's proprietary, industry-standard dataset of 16+ years.



INCREASE PROFITABILITY WITH REVENUE PERFORMANCE

INCENTIVES | OBJECTIVES | EXPENSES

- ▶ Automate and scale complex incentive calculations with Xactly's robust and secure platform.
- ▶ Drive high-performance revenue teams with effective compensation programs.
- ▶ Motivate desired behaviors and strengthen trust with increased commissions visibility.



IMPROVE RESILIENCY WITH REVENUE OPTIMIZATION

CAPACITY | TERRITORIES | QUOTAS

- ▶ Uncover necessary changes to optimize revenue plans, quotas, territories.
- ▶ Respond to and navigate unforeseen disruptions with agility.
- ▶ Create hyper-efficient revenue teams by ensuring proper capacity and territory design.



16+ YEARS OF EMPIRICAL DATA
INTEGRATIONS | FRAMEWORK | GUIDES

Xactly has helped thousands of companies and millions of sellers around the world beat their revenue targets. Using the Xactly Intelligent Revenue Platform, leaders look past the current quarter to create revenue streams for long-term growth. It is the only solution that aligns seller behavior with boardroom strategy to create a resilient, predictable, and profitable business.

To learn more about Xactly and the latest issues and trends in intelligent revenue, follow us on [Twitter](#), [Facebook](#), [LinkedIn](#) and subscribe to our [blog](#).
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