



BETTER TOGETHER: XACTLY ALIGNSTAR + XACTLY TERRITORIES



When it comes to territory planning, Xactly AlignStar + Xactly Territories is an integrated solution that brings sales ops and sales leadership together. These planning stakeholders can leverage the power of Xactly AlignStar and visualize and make changes to published alignments in the cloud-based, Xactly Territories..

PLAN, RECONCILE, MERGE

With Xactly AlignStar, a planner uses purpose-built features (Optimizer, Territory Expert, and Thematic Mapping) to create equitable distribution of opportunity across all territories. With the out-of-the-box API integration, the planner can then publish the alignment directly to Xactly Territories.

With the cloud-based Xactly Territories, sales leaders review and reconcile any differences in opportunity. Once territory changes are verified between the planner and the sales leaders, changes can be accepted and merged into master alignment with ease.

This integrated solution doesn't compromise -planners can continue to do the heavy lifting in Xactly AlignStar while Xactly Territories provides the visibility sales leaders need to review territory alignments.

QUICKLY VISUALIZE SALES OPPORTUNITY

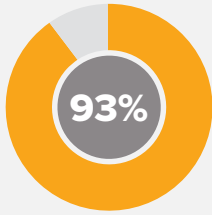
With Xactly Territories, sales leaders can easily view territory alignments originally published from AlignStar. Within seconds, the simplicity and beauty of this tool helps streamline the process of aligning sales reps with identified opportunities. Sales managers can view and read maps and communicate territory changes to their teams.

UP AND RUNNING IN LESS THAN A DAY

Xactly AlignStar + Xactly Territories is ready to deploy the same day of purchase. Since no implementation is required, you can start to design territories within minutes of gaining system access. For added support, the software features embedded training documents and guides to help support you throughout the territory planning process.

WHY TRANSFORM REVENUE NOW?

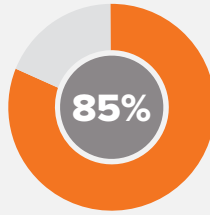
NOT AGILE



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

* [ACCENTURE](#)

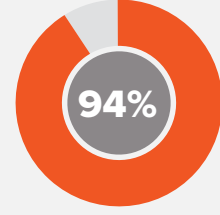
NOT EFFICIENT



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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