

Data is a crucial component for strategic business decisions. Xactly Benchmarking, the industry’s only incentive performance intelligence platform, leverages over 16+ years of proprietary pay and performance data to improve compensation spend ROI.

PAY AND PERFORMANCE DATA

Using Xactly Benchmarking, companies can proactively monitor their incentive compensation plans. With 16 years of aggregated, anonymized pay and performance data, sales stakeholders get an unobstructed view of the market. They can compare their performance against similar companies and industries across a comprehensive list of standard sales plan metrics. Analyze trends in compensation by region, job title, tenure, plan component, and company size over time.

INCREASE SALES PERFORMANCE

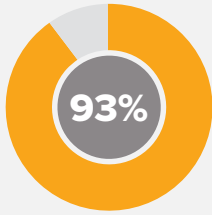
Expansion into new markets or potential mergers and acquisitions are strategic moves for companies. With Xactly Benchmarking, sales operations can leverage Xactly’s empirical data to analyze which levers influence sales performance. With data refreshed monthly, stakeholders can monitor market competitiveness year round and use these figures to better inform comp strategy and design.

PAY COMPETITIVELY

In order to attract and retain top talent, competitive compensation is a must. Xactly Benchmarking provides a rich set of metrics to help key stakeholders design compensation programs. See a side-by-side comparison of your company against your competitors and the industry with the ability to analyze a number of compensation related measures like pay mix, on target earnings, salary, and more.

WHY TRANSFORM REVENUE NOW?

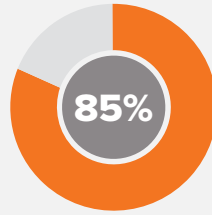
NOT AGILE



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

* ACCENTURE

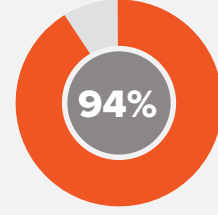
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of organizations have been unable to grow their revenue and expand their margins over an extended period of time.*

* 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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