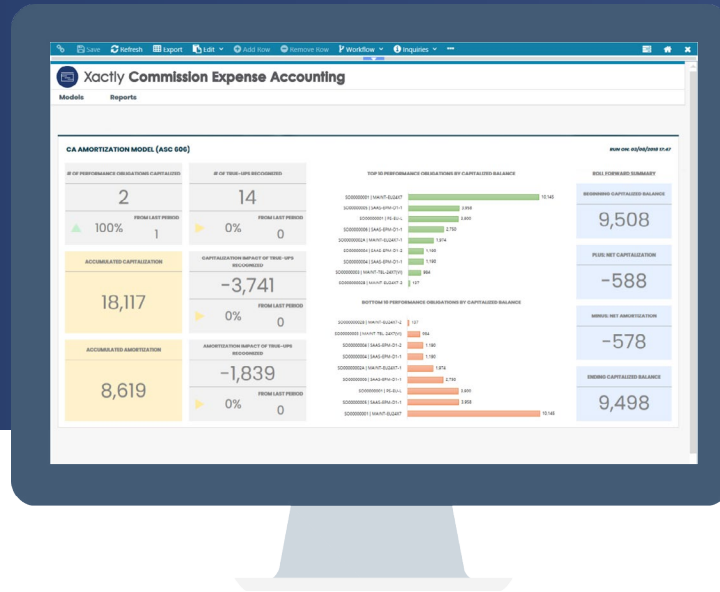




Xactly Commission Expense Accounting



Xactly Commission Expense Accounting (CEA) is an end-to-end solution for managing commissions, or ‘the costs of obtaining a contract,’ under ASC 606 (IFRS 15). Including full capitalization and amortization, Xactly CEA lets companies easily and securely monitor their performance obligations and ensure full compliance with the new commission accounting requirements.

DYNAMIC TRUE-UPS

Xactly CEA makes it simple to create detailed, accurate commission amortization schedules in accordance with ASC 606. Xactly CEA will automatically true-up changes due to any contract event, whether a contract adjustment, shift in employee status, or customer churn. Impairments are triggered automatically for any changes, including start dates or changes in benefit period.

EXTENSIVE REPORTING LIBRARY

Gain a holistic view into the complete lifecycle of your commission expenses with a library of pre-built and automated reports and dashboards, including amortization schedules, profitability statements, accounting model comparisons, and summary roll forward by group. Teams can easily drill down in reports to view additional details.

INTEGRATED WORKFLOW AND PROCESS MANAGEMENT

Supported across the entire Xactly sales performance management (SPM) suite, Xactly CEA seamlessly integrates with an organization’s existing infrastructure, including CRM, HRIS, CLM and CPQ systems. Xactly CEA manages any number of accounting books and interoperates with all downstream accounting ledgers.

FULL AND MODIFIED RETROSPECTIVE APPROACHES

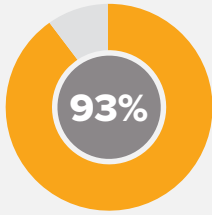
Xactly CEA delivers a comprehensive, end-to-end solution to automate compliance with ASC 606, including both full and modified retrospective approaches.

A CLEAR AUDIT TRAIL

Xactly CEA provides a clear audit trail with a single, secure and accurate system of record. With automated and traceable change management, Xactly CEA simplifies audit evaluation and gives organizations confidence in the accuracy of their commission data with granular insights at the customer, contract, or product levels.

WHY TRANSFORM REVENUE NOW?

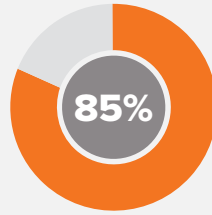
NOT AGILE



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

* ACCENTURE

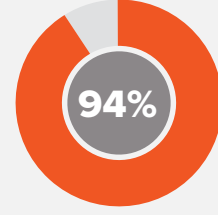
NOT EFFICIENT



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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